

10th Conference on Postal and Delivery Economics

POSTAL AND DELIVERY SERVICES

June 5–8, 2002
Potsdam, Germany

Presented by

CENTER FOR RESEARCH IN REGULATED INDUSTRIES

Rutgers Business School – Newark and New Brunswick

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Wednesday, June 5, 2002

5:00 - 6:00	Registration	
6:00	Reception	<i>room F1</i>
7:00	Welcome and Introduction to Conference: Michael A. Crew & Paul R. Kleindorfer	
	Welcome to Potsdam: Jann Jakob , Bürgermeister und Beigeordneter im Geschäftsbereich, Potsdam	
	Dinner Speech: Elmar Toime , Chief Executive Officer, New Zealand Post Limited "Options for a Modern, Small Postal Enterprise"	
	After Dinner Drinks	

Thursday, June 6, 2002

7:30	Breakfast		<i>Restaurant</i>
9:00 - 10:40	Concurrent Sessions		<i>rooms E1+E2 & D1+D2</i>
	STRATEGY	<i>E1+E2</i>	DEMAND
	Chair: George Omas		Chair: Sten Selander
	Discussants: Horst Manner-Romberg, Robert Campbell & Matthias Kurth		Discussants: Isabelle Carslake, Heikki Nikali & Roger Sherman
	Luis Jimenez & Marc Morelli: Evolution of Mail? New Trends & Strategies		Alberto Pimenta, Antónia Rato, & Ricardo G. Santos: Regional Demand for Mail: is Portugal a single postal market?
	Robert Reisner: Transforming the Post: Homeland Defense Moves Ratepayers v. Taxpayers to Center Stage		Catherine Cazals & Jean-Pierre Florens: Econometrics of Mail Demand: a Comparison between Cross-section and Dynamic Data
	Walter Maschke & Wolfgang Pickavé: Successful Transformation: A Case Study of Deutsche Post		Richard Robinson, Joanne Munday & Elizabeth Payling: Comparative Approaches to the Modelling of Mail Delivery Operations
10:40 - 11:00	Coffee Break		<i>Hotefoyer</i>
11:00 - 12:40	Concurrent Sessions		
	INTERNATIONAL	<i>E1+E2</i>	COSTS I
	Chair: Ralph Carter		Chair: Daniel Krähenbühl
	Discussants: Anthony Gallo, Stefano Gori & Thomas Baldry		Discussants: Gonzales d'Alcantara, David Taylor & Roger Sherman
	Anthony Alverno & Lea Emerson: Extraterritorial Offices of Exchange: Examining New Forms of Competition under the UPU Umbrella		Cohen, Pace, Robinson, Scarfiglieri, Scocchera, Visco-Commandini, Waller, and Xenakis: Towards a General Postal Service Cost Function
	Tim Walsh: Exit, Voice and Postal Services in Developing Countries		J. Confraria J. Noronha, R. Vala, & A. Amante: On the use of LRIC models in price regulation
	Donald Campbell, Jeremy Cotton & Gerard Power: Extraterritorial offices of exchange		Kevin Neels & Franklin M. Fisher: Market-Based Cost Allocation Principles for Postal Services
12:40 - 2:00	Lunch		<i>Restaurant</i>

Thursday, June 6, 2002 (CONTINUED)

2:00 - 3:30	<i>Concurrent Sessions</i>		<i>rooms E1+E2 & D1+D2</i>
	TRANSITION STRATEGIES	<i>E1+E2</i>	COSTS II
	Chair: Anton van der Lande		Chair: Ingo Willems
	Discussants: Peter MacKechnie & Gene Del Polito		Discussants: Philip Hatfield, Gabriele Kulenkampff & Shoji Maruyama
	Helmut Dietl & Peter Waller: Competitive Strategies of Former Monopolists in Liberalized Letter Markets		José Soares, Alberto Pimenta, & Joao Confraria: Postal Services Cost Modeling: The Local Access Cost Variables
	Doris Hildebrand: Antitrust Market Definition In The Postal Sector Under EC and German Competition Law		Gennaro Scarfiglieri & Carla Pace: On the Cost Elasticity of the Activities of Post Office Counters in Italy
	Annette Kliemann: A Two-Pace-Liberalization: Liberalization of the European Postal Market by European Case Law?		R. Cohen, M. Robinson, B. Roy, J. Toledano, J. Waller, & S. Xenakis: Liberalization, Cost Heterogeneity and Vulnerability
3:30	Break		<i>Hotelfoyer</i>
6:00	Reception		<i>room F1</i>
7:00 –	Dinner & Speech: Heribert Stumpf , President & Chief Executive Officer, Siemens Dematic Postal Automation LP		
	After Dinner Drinks		

Friday, June 7, 2002

7:30	Breakfast		<i>Restaurant</i>
9:00 - 10:40	<i>Concurrent Sessions</i>		<i>rooms E1+E2 & D1+D2</i>
	USO I	<i>E1+E2</i>	WORKERS/CUSTOMERS
	Chair: Börje Spong		Chair: John C. Campanelli
	Discussants: Thomas Lübbig, Rutger Goethart & Don O'Hara		Discussants: Teresa Anderson & Geoff Bickerton
	Richard Moriarty: Competition in UK postal services		James Sauber: Collective Bargaining and Postal Reform: Is Interest Arbitration a Problem?
	Paula Ramada & Nadira Barkatullah: Quantification of USO benefits for the Universal Service Provider		Anthony Vegliante, David Treworgy, Laree Martin, Nancy Annett & Eamonn Harrington: Exploring ESOP Models for the United States Postal Service
	Mark van der Horst: Why the principles embedded in the European Postal Legislation will continue to create problems		Anita Bizzotto, Mary Elcano & Ashley Lyons: The Role of the Customer in the Postal Reform Process
10:40 - 11:00	Coffee Break		<i>rooms E1+E2 & D1+D2</i>
11:00 - 12:40	<i>Concurrent Sessions</i>		
	USO II	<i>E1+E2</i>	INNOVATION/COMPETITION
	Chair: Gregor McGregor		Chair: Gary S. Jensen
	Discussants: Jeff Colvin, John Haldi & Norma Nieto		Discussants: David Levy, Lea Lyytikainen, & Wolfgang Porzjik
	Thierry Garcia, Olivier Jacquinet, Bernard Roy & Joëlle Toledano: A Model for Attributing Costs in the Postal Counters		Orvokki Lohikoski: Regulation of direct marketing and effects in practice from the point of view of Finland Post Corporation
	George Houpis & Phil Burns: Modelling entry in posts: testing for factors discouraging entry		Alex Dieke: New Services: Consequences of the e-commerce development for postal markets
	Kristin Bergum: The Universal Service Obligation - a strategic perspective on service level and cost		Alan Robinson & Krisshawn Stanley: Who has the advantage? Evaluating the playing field facing parcel competitors in the United States

Friday, June 7, 2002 (CONTINUED)

12:40 - 2:00	Lunch		<i>Restaurant</i>
2:00 - 3:30	<i>Concurrent Session</i>		<i>rooms E1+E2 & D1+D2</i>
	INNOVATION/ENTRY	<i>E1+E2</i>	PRICING <i>D1+D2</i>
	Chair: Gerard Power		Chair: Yann Petel
	Discussants: Michael MacClancy, Eugen Pink, Peter Quander & Michael Shinay		Discussants: Neil Dryden, Paul Seckar & Vincenzo Visco-Comandini
	Ilka Meyne: Price Cap-Regulation in the Postal Sector in Germany: Economic and Legal Aspects		P. De Donder F. Gasmı, H. Cremer, & F. Rodriguez: Access Pricing for Parcels Rural Delivery
	Peter Klaus & Christian Kille: Letter-Mail Monopoly Extended to 2007: Effects on Competition and New Venture Creation in the German Postal Markets		E. de Villemeur & H. Cremer, B. Roy & J. Toledano: Pricing and Worksharing Discounts in the Postal Sector: Theory and Application
	Theresa Biasi & Leon Pintsov: Decomposition of a Postal Network		Cara Schwarz-Schilling: Market Results of Postal Reform in Germany: Current Trends
3:30	Break		<i>Hotelfoyer</i>
6:00	Reception		<i>room F1</i>
7:00 –	Dinner		<i>room F1</i>
	Keynote Speech: Dr. Klaus Zumwinkel , Chairman of the Board of Management, Deutsche Post World Net		
	After Dinner Drinks		

Saturday, June 8, 2002

7:00 a.m.	Breakfast		
9:00 - 10:45	LEGAL		<i>room D1+D2</i>
	Chair: Catherine Churchard		
	Discussants: Richard Eccles, Rohan Malhotra & Christian Schunck		
	Jochim Sedemund: State Aid and Cross Subsidization in the Postal Sector		
	Thomas von Danwitz: The new directive on further liberalization of postal markets in Europe		
	William Kovacic: Regulatory Multiplicity: Determining the Appropriate Design for the Control of Multinational Enterprises		
10:45 - 11:15	Coffee Break		<i>Hotelfoyer</i>
11:15 - 12:55	ACCESS & USO		<i>room D1+D2</i>
	Chair: Stephen Ferguson		
	Discussants: Marion Brouwer, Robin Cohen, & Sture Wallander		
	John Panzar: Reconciling Competition, Downstream Access, and Universal Service in Postal Markets		
	Michael A. Crew & Paul R. Kleindorfer: Balancing Access and Universal Service Obligations		
	Ian Reay & Frank Rodriguez: Preserving Universal Service in a Competitive Postal Market		
12:55 - 1:00	Concluding Remarks – Michael A. Crew		
1:00	Lunch (Conference Ends)		<i>Restaurant</i>

POSTAL AND DELIVERY ECONOMICS PUBLICATIONS

The following edited books resulted from Previous Postal Conferences:

- *Regulation and the Nature of Postal and Delivery Services*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 1992
- *Commercialization of Postal and Delivery Services: National and International Perspectives*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 1994
- *Managing Change in the Postal and Delivery Services*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 1997
- *Emerging Competition in the Postal and Delivery Services*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 1999
- *Current Directions in Postal Reform*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 2000
- *Future Directions in Postal Reform*, edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 2001
- *Postal and Delivery Services: Pricing, Productivity, Regulation and Strategy* edited by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 2002

The following is a text on postal economics:

- *The Economics of Postal Service*, by Michael A. Crew and Paul R. Kleindorfer, Kluwer Academic Publishers, 1992

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The **Center for Research in Regulated Industries (CRRI)**, located at Rutgers University, aims to further study of regulation by research in economics, finance, and institutions. Its publications, seminars, workshops, and courses make available the latest advances to academics, managers, consultants, and regulatory commission staff. The Center has twenty-five years of experience providing research, instruction, conferences, courses, seminars, and workshops in economics of network industries. The Center's *Journal of Regulatory Economics* is an international scholarly bi-monthly publication intended to provide a forum for the highest quality research in regulatory economics. Other research from the Center's programs has been published in the book series *Topics in Regulatory Economics and Policy*.

The **Center for Research in Regulated Industries** is pleased to be the recipient of The Hermes Award, 1992, awarded by the European Express Organization.

POSTAL CONFERENCE 2003

The Center for Research in Regulated Industries is pleased to announce that the 11th *Conference on Postal and Delivery Economics* will be held in Spain in June 2003.

SPEAKERS, DISCUSSANTS, & CHAIRS

- Anthony Alverno**, Attorney, USPS
Teresa Anderson, Assistant Director, U.S. General Accounting Office
Nancy Annett, Consultant, PricewaterhouseCoopers
Thomas Baldry, Director, Deutsche Post World Net
Kristin Bergum, Director – Regulatory Affairs, Norway Post
Theresa Biasi, Manager, Pitney Bowes, Inc.
Geoff A. Bickerton, Research Director, Canadian Union of Postal Workers
Anita Bizzotto, Chief Marketing Officer, USPS
Marion Brouwer, Advisor, Public Affairs, TPG Post
Mary Bundy: Director, EDS of Canada
John C. Campanelli, President of R.R. Donnelley Logistics, R.R. Donnelley & Sons Company
Donald Campbell, Counsel, Canada Post Corporation
Robert Campbell, Dean of Arts and Professor of Political Science, Wilfrid Laurier University
Isabelle Carslake, Consultant, Frontier Economics
Ralph Carter, Senior Attorney, FedEx Express European Services
Catherine Cazals, Researcher, Manufacture des Tabacs, IDEI – Université des Sciences Sociales
Catherine Churchard, Legal Services Director, Consignia
Robert Cohen, Director, Rates Analysis & Planning, U.S. Postal Rate Commission
Robin Cohen, Partner, Andersen
Michael A. Crew, Professor of Economics and Director – Center for Research in Regulated Industries, Rutgers University
Gonzales d'Alcantara, Modelling Manager, Begian Post n.v.
Philippe De Donder, Professor, Manufacture des Tabacs, IDEI – Université des Sciences Sociales
Etienne de Villemeur, Associate Professor, IDEI – Université des Sciences Sociales
Gene Del Polito, President, Postcom – Association of Postal Commerce
Alex Dieke, Economist, Postal Services and Logistics, WIK - Wissenschaftliches Institut für Kommunikations
Helmut Dietsch, Professor, University of Paderborn
Neil Dryden, Senior Manager, Andersen
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Mary Elcano: Partner, Sidley Austin Brown and Wood LLP
Lea Emerson, Program Manager, UPU Policies, USPS
Stephen Ferguson, Manager – Regulatory Affairs, An Post
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Anthony Gallo, Vice President, Postcom – Association of Postal Commerce
Rutger Goethart, Advisor, Public Affairs, TPG Post
Stefano Gori, Manager, Economic Research Unit, Poste Italiane SpA
John Haldi, President, Haldi Associates, Inc.
Eamonn Harrington, ESOP Manager, An Post
Philip Hatfield, Principal Consultant, PricewaterhouseCoopers
Doris Hildebrand, Managing Partner, EE&MC European Economic & Marketing Consultants GmbH
George Houpis, Manager, Frontier Economics
Olivier Jacquinot, Partner, Deloitte & Touche
Gary S. Jensen: Vice President, Corporate Development & Marketing, Siemens Dematic Postal Automation, LP
Luis A. Jimenez, Senior Vice President and Chief Strategy Officer, Pitney Bowes, Inc.
Peter Klaus, Professor - Fraunhofer-Application Center for Transport Logistics &, Friedrich-Alexander-Universität
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Matthias Kurth, President, Regulatory Authority for Telecommunications and Posts
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Ian Reay, Liberalisation and Monopoly Policy Manager, Consignia

Robert Reisner, Executive Managing Director, DRI-WEFA

Alan Robinson, President, Direct Communications Group

Richard Robinson, Head of Operational Research, Consignia

Bernard Roy, Chef du Department de Modelisation Economique, La Poste

Ricardo Goulão Santos, Economist, Economic and Strategic Studies, CTT - Correios de Portugal S.A.

James W. Sauber, Research Director, National Association of Letter Carriers

Gennaro Scarfiglieri, Poste Italiane SpA

Christian Schunck, Chief-of-Staff to Chairman & CEO, DHL Worldwide Express

Cara Schwarz-Schilling, Head of Section 'Economics of Regulating Postal Markets,' Regulatory Authority for Telecommunications and Posts

Paul Seckar, Principal Consultant, PricewaterhouseCoopers

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FEES AND EXPENSES

- A registration fee of \$995 is payable to Rutgers University.
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