

Members Attending

Thomas A. Abbott III, Rutgers University
Françoise Arnail, French Ministry of Posts and Telecommunications
Toru Azumi, Institute for Posts & Telecommunications Policy
James Campbell, International Express Carriers Conference
Janie Chermak, Naval Post-Graduate School
Jeff Colvin, United States Postal Service
Michael Crew, Rutgers University
R. Richard Geddes, Fordham University
Jeanne Golay, U.K. Post Office
George Hall, Putnam, Hayes, and Bartlett, Inc.
Frank R. Heselton, United States Postal Service
Wyn Jones, Coopers-Lybrand
Paul Kleindorfer, University of Pennsylvania
Peter Knauth, Bundes Ministerium für Post & Telekommunikation
William E. Kovacic, George Mason University
Susanne Meier, Deutsche Bundespost-POSTDIENST
Leonard Merewitz, Postal Rate Commission
Werner Neu, WIK
Karl-Heinz Neumann, WIK
Heikki Nikali, Finland Posts
John Panzar, Northwestern University
Robert Patrick, Electric Power Research Institute/Stanford University
Frank Pieper, WIK
Ian Reay, Royal Mail
Paul Richards, European Commission
James Rogers, United Parcel Service
Cathy Rogerson, United States Postal Service
Jacques Salais, La Poste
Lee Schmidt, United Parcel Service
Roger Sherman, University of Virginia
Walpurga Speckbacher, Deutsche Bundespost Postdienst
David Storer, Coopers-Lybrand
Ulrich Stumpf, WIK
David Treworgy, Price Waterhouse
Anton van der Lande, United Parcel Service
Sture Wallander, Sweden Post
Jacob Zahavi, University of Tel Aviv

C.R.R.I.

Center for Research in
Regulated Industries



Wissenschaftliches
Kommunikations-

The Rutgers University, Graduate School of Management,
Center for Research in Regulated Industries,
Wissenschaftliches Institut für Kommunikationsdienste
The University of Pennsylvania, Wharton School,
Center for Risk Management & Decision Processes
The British Post Office—Royal Mail
European Express Organization
La Poste
The United States Postal Service
Sweden Post
The United States Postal Rate Commission
Finland Post
Price Waterhouse
Coopers-Lybrand
Ministere de l'Industrie, des Postes et Telecommunications

THE WORKSHOP ON POSTAL AND DELIVERY ECONOMICS

June 23-26, 1993

Schloss-Hotel Dauner Burg
Daun, Germany

Wissenschaftliches Institut für Kommunikationsdienste (WIK) specializes in research of telecommunication and postal services. Its aim is to create a forum for scientific debate on policy in these areas. The Institute is sponsored by the German Ministry of Posts and Telecommunications as well as the enterprises of the Deutsche Bundespost.

The *Center for Research in Regulated Industries* aims to further the study of regulation in economics, finance, and institutions. Its publications, seminars, workshops, and conferences are available the latest advances to academics, managers, and regulatory commission staff. The *Journal of Regulatory Economics* is an international scholarly quarterly intended to provide for the highest quality research in regulatory economics.

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Schedule

Wednesday, June 23, 1993

- 17:30 *Registration*
- 18:00-19:00 *Reception and Welcome*
Welcome to Workshop—Karl-Heinz Neumann
Overview of Workshop—Michael A. Crew & Paul R. Kleindorfer
- 19:00-21:00 *Dinner & Speech: Klaus Zumwinkel, Chairman and Chief Executive, Deutsche Bundespost Postdienst*
- 21:00 *After Dinner Drinks*

Thursday, June 24, 1993

- Breakfast*
- 8:30-10:05 **Michael A. Crew and Paul R. Kleindorfer: Primer on Economics of Postal Service**
- 10:05-10:25 *Coffee Break*
- 10:25-12:25 Chair: Michael A. Crew
Discussants: Jacques Salais and Ulrich Stumpf
James Campbell: Green Paper Issues: Regulation and Liberalization
- 12:25-13:40 *Lunch*
- 13:40-15:15 Chair: Leonard Merewitz
Discussants: Jeanne Golay and David Storer
Jeff Colvin and Cathy Rogerson: Partial Regulation in Postal Services: Problems and Prospects
Walpurga Speckbacher: Price Caps for Postal Service
- 15:15-18:00 *Break*
- 18:00-19:00 *Reception*
- 19:00-21:00 *Dinner & Speech: Frank R. Heselton*
- 21:00 *After Dinner Drinks*

Friday, June 25, 1993

- Breakfast*
- 8:30-10:15 Chair: Werner Neu
Discussants: Robert Patrick and Paul Richards
John Panzar: Using USPS Cost Accounting Data for Pricing Decisions and Cross-Subsidy Calculations
R. Richard Geddes: Pricing in a Public and Private Post
- 10:15-10:35 *Coffee Break*
- 10:35-12:35 Chair: Paul R. Kleindorfer
Discussants: Thomas A. Abbott, Janie Chermak and George Hall
Toru Azumi: The Structure of the Postal Demand and the Method to Forecast It
Heikki Nikali: Summary of Study on Demand of Postal Services
Jacob Zahavi: On Determining the Postal Rates for Third Class Mailing in the Database Marketing Industry

- 12:35-13:45 *Lunch*
- 13:45-18:00 *Break*
- 18:00-19:00 *Reception*
- 19:00-21:00 *Dinner & Presentation:*
Michael A. Crew, Paul R. Kleindorfer, and Toru Azumi: The Center's Programs and the Postal Program for 1994
- 21:00 *After Dinner Drinks*

Saturday, June 26, 1993

- Breakfast*
- 8:30-10:15 Chair: James Rogers
Discussants Jacques Salais
Ian Reay and Paul Richards: Network Bypass and Postal Liberalization in the Context of the Universal Service Provision
Frank Pieper and Ulrich Stumpf: Liberalization of Addressed Advertisizing Mail and Universal Service
- 10:15-10:35 *Coffee Break*
- 10:35-12:25 Chair: Michael A. Crew
Discussants: Wyn Jones and Sture Wallander
Roger Sherman: The Purpose of Postal Pricing
William Kovacic: Predation in Postal and Delivery Services
- 12:25-1:45 *Lunch*

Sponsors

- Center for Research in Regulated Industries (CRRRI), Graduate School of Management, Rutgers University
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Organizing Committee

- James Campbell, International Express Carriers Conference
- Michael Crew, Rutgers University
- Paul Kleindorfer, University of Pennsylvania
- Werner Neu, WIK
- Ian Reay, Royal Mail
- Paul Richards, European Commission
- Ulrich Stumpf, WIK