

**Rutgers University, Graduate School of Management
Center for Research in Regulated Industries
ADVANCED WORKSHOP IN REGULATION AND PUBLIC
UTILITY ECONOMICS**

**SEVENTH ANNUAL CONFERENCE
Mohonk Mountain House, New Paltz, New York
Wednesday, May 25 to Friday, May 27, 1988**

APPLICATION PROCEDURES

Please complete the attached application form and return it by **April 29, 1988**. Applications received after this date will be accepted on a space available basis. The rate for the Conference is **\$495** per person. This includes learning materials, receptions and coffee breaks. For participants affiliated with government and other non-profit organizations there is a reduced rate of **\$250** per person.

There is a block of rooms reserved at the Mohonk Mountain House for the Conference. Participants should register for the conference by returning the application form. Hotel reservation forms will be sent to participants after their application forms have been received.

CONFERENCE FACULTY AND STAFF

Linda S. Brennan, Administrative Assistant, Graduate School of Management,
Rutgers University
Michael A. Crew, Professor of Economics, Graduate School of Management,
Rutgers University
Keith J. Crocker, Associate Professor of Economics, Pennsylvania State University
Michael R. Frierman, Assistant Professor of Economics, Graduate School of
Management, Rutgers University
Paul R. Kleindorfer, Universal Furniture Professor of Decision Sciences, The
Wharton School, University of Pennsylvania

For further information contact:

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**GRADUATE SCHOOL OF
MANAGEMENT**

Center for Research in Regulated Industries

**Advanced Workshop in Regulation and
Public Utility Economics**

Seventh Annual Conference

May 25-27, 1988

**Mohonk Mountain House
New Paltz, New York**

**SEVENTH ANNUAL CONFERENCE OF THE ADVANCED WORKSHOP
IN REGULATION AND PUBLIC UTILITY ECONOMICS**

Wednesday, May 25, 1988

4:30 - 6:00 **WELCOME TO CONFERENCE** - Michael A. Crew

Alex Henney: Reorganization of the Electric Utility Industry in England

Commentary:

Charles K. Rowley: The Political Economy of Privatization

James A. Waddell: Regulation after Reorganization

6:00 - 7:00 **Cocktail Hour**

7:00 - 9:00 **Dinner and Speech**

Christopher D. Turner

Thursday, May 26, 1988

9:00 - 10:30 Chair: Mark Menchin

Discussants: Jeremy A. Bloom and David O. Ward

Gregory M. Duncan & Roger Tobin: The Structure of Telecommunications Costs: Capacity vs. Demand

Dennis Ray: Use of an Engineering-Economic Model for Economic Analyses in the Electric Utility Industry

10:30 - 10:50 **Coffee Break**

10:50 - 12:45 Chair: Robert Camfield

Discussants: Shimon Awerbuch and Gene Goldrick

Lawrence J. Cataldo, Gerald T. Tlapa & Stephen D. Sperman: Forecasting Market Share Following New Feature Introduction - The CCS Market is a Case in Point

Edward Boyer & Michael L. Goetz: Capital Structure and Investment Decisions in a Partially Regulated Environment

Terry J. Atherton: Empirical Methods for Identifying the Relation Between Households' Consumption Patterns and Choice of Service

12:45 - 2:00 **Lunch**

2:00 - 3:30

ELECTRICITY

Chair: Joel H. Charkow

Discussants: Glenn Myers and Sheldon Switzer

Jim Lahtinen & Robert Rohr:

Damages to Utility Ratepayers

Associated with Project Delay

Bernie Neenan, Theresa

Flaim, Michael Doane &

C.K. Woo: Evaluation of

the Contingent Market For

Priority Electric Service

TELECOMMUNICATION

Chair: Lawrence J. Cataldo

Discussants: Stephen L. Able and Ellen Fitzpatrick

Alex Larson & Mark

Sievers: The Irrelevance of

Price Floors for

Telecommunications Services

Shari F. Gershenfeld &

Frances M. Koch: Analysis

of Business Customer Choice

of Telephone System

3:30 - 7:00 **Exercise Break**

7:00 - 9:00 **Dinner**

9:00 **After Dinner Drinks**

Friday, May 27, 1988

9:00 - 10:45 Chair: John J. Dura

Discussants: Paul R. Kleindorfer and Howard M. Spinner

Leonard Waverman: The Feasibility of Competition in Long Distance Telecommunications

Bernie Neenan, Robert Mango & Thomas Tramutola: The Design and Implementation of an Experiment to Test Response to Electric Rates Based on Dynamic Marginal Costs

Brooks Albery: A Network in Transition: The Continuing Challenge to Local Exchange Carriers

10:45 - 11:00 **Coffee Break**

11:00 - 1:00 Chair: Daniel Lane

Discussants: Brenda Kahn and Richard Simnett

William J. Deehan: A Case for Time-of-Use and Service-Differentiated Pricing

Dennis Weller: Non-Uniform Pricing of Wholesale Services

J. Robert Malko: Natural Gas Distribution Utility

Diversification: Financial Regulation in an Uncertain World

1:00

Lunch (End of Conference)

SPEAKERS, DISCUSSANTS & CHAIRPERSONS

Stephen L. Able, Manager, Economic & Statistical Analysis, Indiana Bell Telephone
Brooks Albery, Area Manager - Demand Analysis, Southwestern Bell Telephone
Terry J. Atherton, Principal, Cambridge Systematics
Shimon Awerbuch, Assistant Professor of Finance, University of Lowell
Jeremy A. Bloom, Manager - Planning Methods, GPU Service Corp.
Edward Boyer, Visiting Assistant Professor of Economics, Drexel University
Robert Camfield, Economist, Georgia Power Company
Lawrence J. Cataldo, District Manager, Bell Communications Research
Joel H. Charkow, Manager, Con Edison
William J. Deehan, Director, Rate Admin., Central Vermont Public Service
Michael Doane, Principal, Analysis Group
Gregory M. Duncan, Principal Member, Technical Staff, GTE Laboratories
John J. Dura, Manager, Bell Communications Research
Ellen Fitzpatrick, Senior Consultant, Peat Marwick
Theresa Flaim, Lead, Demand-Side Planning, Niagara Mohawk Power
Shari F. Gershenfeld, Senior Consultant, Cambridge Systematics
Michael L. Goetz, Associate Professor of Economics, Temple University
Gene Goldrick, Economist, NYNEX Corporation
Alex Henney, Economic/Engineering Consultant
Brenda Kahn, Staff Manager, Marketing, AT&T
Frances M. Koch, Assistant Staff Manager, Bell of Pennsylvania
Jim Lahtinen, Director-Economic & Regulatory Analysis, Central Vermont Public Service
Daniel Lane, District Manager, New York Telephone

Alex Larson, Manager - Economics, Southwestern Bell Telephone
J. Robert Malko, Associate Professor of Finance, Utah State University
Robert Mango, Associate Senior Analyst, Niagara Mohawk Power
Mark Menchin, Staff Director, Economic Analysis & Forecasting, NYNEX Corp.
Glenn Myers, Senior Consultant, Economic Studies
Bernie Neenan, Director of Rate Development, Niagara Mohawk Power
Dennis Ray, Director, Wisconsin Public Utility Institute, University of Wisconsin
Charles K. Rowley, Graduate Dean, George Mason University
Mark Sievers, Area Manager - Economics, Southwestern Bell Telephone
Richard Simnett, District Manager, Bell Communications Research
Stephen D. Sperman, Director-Product Management, New York Telephone
Howard M. Spinner, Rate Administrator, Central Vermont Public Service
Sheldon Switzer, Senior Rate Analyst, Baltimore Gas & Electric
Gerald T. Tlapa, District Manager - Cost & Rates, Bell Communications Research
Roger Tobin, Senior Member, Technical Staff, GTE Laboratories
Thomas Tramutola, Conservation Specialist, Niagara Mohawk Power
Christopher D. Turner, Consultant
James A. Waddell, Senior Manager, Price Waterhouse
David O. Ward, Associate Director-Regulatory Policy & Analysis, NYNEX Service Co.
Leonard Waverman, Professor of Economics, University of Toronto
Dennis Weller, Policy Research Manager, GTE
C.K. Woo, Senior Associate, Analysis Group

Rutgers, The State University of New Jersey
Graduate School of Management
**Advanced Workshop in Regulation and Public Utility Economics
Seventh Annual Conference**
Mohonk Mountain House, New Paltz, New York, May 25-27, 1988
APPLICATION

Name _____

Title _____

Company Address _____

Telephone Number _____

Billing Information:

Send bill to participant at above address

Send bill to: _____

The fee for the conference is \$495 per person which includes beverages and instructional materials. Food and lodging are not included.

Government Rate: Members of nonprofit organizations may apply for the reduced enrollment fee of \$250 per person.

I would like to apply for the government rate of \$250.

CANCELLATION POLICY

Until April 29, 1988 refunds will be allowed in full. After this date the conference fee is due in full. Substitutions may be made at any time.

Signature of Participant

Please return completed form by April 29, 1988* to:

Linda S. Brennan
Rutgers University
Graduate School of Management
180 University Avenue
Newark, NJ 07102

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