

**Rutgers University, Graduate School of Management
Center for Research in Regulated Industries
Advanced Workshop in Regulation and
Public Utility Economics
TWELFTH ANNUAL CONFERENCE**

**Ocean Edge Resort, Brewster, Cape Cod, Massachusetts
Wednesday, May 26, to Friday, May 28, 1993**

APPLICATION PROCEDURES

Please complete the attached application form and return it by **April 15, 1993**. Applications received after this date will be accepted on a space available basis. The fee for the Conference is **\$620** per person. This includes learning materials, receptions, and coffee breaks; it does not cover food and lodging which are to be paid directly to the hotel by the participant. For participants affiliated with governmental and other non-profit organizations, there is a reduced rate of **\$310** per person.

HOTEL RESERVATIONS

Sufficient rooms are reserved at the Ocean Edge Resort for all of the Conference participants. Participants should register for the conference by returning the application form. Hotel reservation forms will be sent to participants after their conference application forms have been received.

CONFERENCE FACULTY AND STAFF

Thomas A. Abbott, III, Assistant Professor of Economics, Graduate School of Management, Rutgers University

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

Paul R. Kleindorfer, Universal Furniture Professor of Economics and Decision Sciences, Wharton School, University of Pennsylvania

William E. Kovacic, Associate Professor, George Mason University School of Law

Robert H. Patrick, Visiting Scholar, Stanford University, and Visiting Project Manager, Electric Power Research Institute

For further information, please contact:

Ms. Linda S. Brennan or Dr. Michael A. Crew
Center for Research in Regulated Industries
Graduate School of Management
Rutgers University
180 University Avenue
Newark, NJ 07102
Phone: (201) 648-5049 (office)
(201) 648-1348 (fax)
(908) 221-0524 (M.A. Crew, home)
(908) 221-0435 (M.A. Crew, home fax)

THE STATE UNIVERSITY OF NEW JERSEY
RUTGERS

**Graduate School of Management
Center for Research in Regulated Industries**

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

TWELFTH ANNUAL CONFERENCE

May 26-28, 1993

**Ocean Edge Resort
Brewster, Cape Cod, Massachusetts**

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

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

TWELFTH ANNUAL CONFERENCE OF THE ADVANCED WORKSHOP

Wednesday, May 26, 1993

4:30 - 6:00 **Welcome to Conference**—Michael Crew

Miles O. Bidwell, Jr., and J. Douglas Zona: The Asymmetry of Response to Telephone Price Changes

Thomas P. Lyon: Bottlenecks and Governance Structures: Open Access and Contracts for Natural Gas

6:00 - 9:00 **Cocktail Hour, Dinner and Speech**
Thomas W. Caldwell, New England Telephone

Thursday, May 27, 1993

8:45 - 10:30 **Concurrent Sessions:**

Chair: Richard Onofry

Discussants: Joseph A. Parella, Jr., Carl Pechman, and
Melissa A. Piper

Donald C. Ryan: Integrated Resource Planning Models and Procurement Procedures: Are They Sufficient for the Achievement of Policy Objectives

Thomas G. Cowing: Demand-Side Management Program Effectiveness—Myth or Reality: Evidence from Cross-Section Analysis

Robert Patrick: Designing Public Utility Regulatory Policy for Conservation and Pollution Control with Limited Information

Chair: David Korn

Discussants: Wayne Hallard, Arthur McGrath, and Cindy Rhodes

Kent Currie: Economies of Scale and Scope for Local Telephone Companies

Von K. McConnell: Advanced Intelligent Network Costing Theory

Michael R. Ward: Long Distance Telephone Competition: Evidence from Demand and Supply Estimates

10:30 - 10:45 **Coffee Break**

10:45 - 12:15 **Concurrent Sessions:**

Chair: John J. Dura

Discussants: Robert Camfield, Glenn Meyers, and Larry R. Spancake

Ajay K. Sanghi: Environmental Externalities the Next Step: Where Should We Be Heading

Michael J. Kelleher and William Golemboski: Clean Air Act Amendments of 1990, Utility Response Issues

Richard Michelfelder and Richard C. Pernicaio: The Impact of Demand Side Management on Productivity in the Electric Utility Industry

Chair: Michael A. Walker

Discussants: John C. Garrett, Michael Robinson, and Howard M. Spinner

Edith Allen: Grids and Competition

Anping Liu: A Pricing Policy for Bypass Rates

Jeffrey K. MacKie-Mason: Local Telephone Calling Demand when Customers Face Optional and Nonlinear Price Schedules

12:15 - 1:45

Luncheon

1:45 - 3:00

Concurrent Sessions:

Chair: Daniel Lane

Discussants: Lawrence P. Cole and Patrick Garzillo

Jesse J. Pietras and Richard W. Steeves: Regulatory Reform and Interactive Distance Learning in Connecticut

Brenda Kahn: The Ebbs and Flows of Infrastructure Modernization

Chair: Michael J. Kaczmar

Discussants: Robert A. Dansby and Laura J. Hansen

Lisa L. Wood and Allen K. Miedema: Analyzing Markets for 'New Products': Linking Hypothetical Outcomes to Actual Behavior

Rick Pfau: Two-Part Tariffs under Uncertainty

3:00

Exercise Break

Friday, May 28, 1993

9:00 - 10:30

Chair: Eugene T. Meehan

Discussants: Edward C. Boyer and John Kling

Rhon Baiman: The Case for Total Bill Regulation—Empirical and Theoretical Arguments

Yossef Spiegel: A 'Widows and Orphans' Theory of Dividends under Rate Regulation

10:30 - 11:00

Coffee Break

11:00 - 12:55

Chair: Stephen Pociask

Discussants: Thomas Lenard, David Loomis, and Theodore Stefos

David J. Salant: Regulation and Preemptive Adoptions of an Emerging Technology

Dennis L. Weisman: Why Less May Be More Under Price Cap Regulation

Adam B. Jaffe and Joseph P. Kalt: Yardstick Competition for Natural Gas Pipelines

12:55 - 1:00

Closing Remarks—Michael Crew

1:00

Lunch

Rutgers, The State University of New Jersey
Graduate School of Management
Center for Research in Regulated Industries
Advanced Workshop in Regulation and Public Utility Economics
Twelfth Annual Conference
Ocean Edge Resort, Brewster, Cape Cod, Massachusetts, May 26-28, 1993

Application

Name _____
Title _____
Company _____
Address _____
Telephone _____ Fax Number _____

Billing Information:

- Payment enclosed*
 Send invoice to participant at above address
 Send invoice to: _____

Fees: The fee for the conference is \$620 per person which includes beverages and instructional materials. Food and lodging are not included.

Government Rate: Members of non-profit organizations may apply for the reduced enrollment fee of \$310 per person.

- I would like to apply for the government rate of \$310.

Volume Discount: Second and subsequent applications received in the same envelope will receive a 5% volume discount.

Telephone Reservations: You may register for the Conference by telephone (201-648-5049), however, your call should be followed up by a completed signed application form.

- This form confirms a telephone reservation.

CANCELLATION POLICY: Until April 15, 1993 refunds will be allowed in full. After this date the conference fee is due in full whether or not the participant actually attends the conference. Substitutions may be made at any time.

Signature of Participant: _____

Please return completed application form by **April 15, 1993**** to:

Ms. Linda S. Brennan, Rutgers University, Graduate School of
Management, 180 University Avenue, Newark, NJ 07102
or FAX your application to: (201)648-1348.

* Make check payable to "Rutgers University." Credit cards are *not* acceptable for payment of conference fees.

** Applications received after April 15, 1993 will be admitted on a space available basis.

SPEAKERS, DISCUSSANTS AND CHAIRPERSONS

Edith Allen, Associate Economist, NYS Department of Public Service
Rhon Baiman, Telecommunications Exchange
Miles O. Bidwell, Jr., Vice President, National Economic Research Associates, Inc.
Edward C. Boyer, Visiting Assistant Professor of Finance, Drexel University
Robert Camfield, Economist—Strategic Planning, Southern Company
Lawrence P. Cole, Manager-Economics & Statistics, GTE Laboratories
Thomas G. Cowing, Professor and Chair, Dept. of Economics, SUNY—Binghamton
Kent Currie, Manager-Cost Methods, Ohio Bell Telephone
Robert A. Dansby, Chief Economist, Bell Communications Research
John J. Dura, Member of Technical Staff, Bell Communications Research
John C. Garrett, Staff Manager, BellSouth Telecommunications
Patrick Garzillo, Managing Director, New York Telephone
Wayne Hallard, Economist
Laurna J. Hansen, Research Staff Member, Institute for Defense Analyses
Adam B. Jaffe, Associate Professor of Economics, Harvard University
Michael J. Kaczmar, Associate Director, Telesector Resources Group
Brenda Kahn, Staff Manager, AT&T
Joseph P. Kalt, Ford Foundation Professor of International Economy, Harvard University
Michael J. Kelleher, Manager—Resource Economics, Niagara Mohawk Power Corp.
John Kling, Senior Economist, Michigan Bell Telephone
David Korn, Manager—Economic & Competitive Analysis, AT&T
Daniel Lane, Consultant, New York Telephone
Thomas Lenard, Vice President, Heiden Associates
Anping Liu, Associate Economist, NYS Dept. of Public Service
David Loomis, Analyst—Economic Analysis, Bell Atlantic
Thomas P. Lyon, Assistant Professor, Indiana University
Jeffrey K. MacKie-Mason, Associate Professor, University of Michigan
Von K. McConnell, Manager—AIN Services Laboratory, Bell Atlantic
Arthur McGrath, Director—Regulatory, New York Telephone
Eugene T. Meehan, Vice President, Energy Management Associates
Glenn Meyers, Senior Economist, Economic Studies
Richard Michelfelder, Senior Analyst, Atlantic Electric
Allen K. Miedema, Director—Center for Economics Research, Research Triangle Institute
Richard Onofry, Manager—Independent Power & Cogen., Orange & Rockland Utilities
Joseph A. Parella, Jr., Consumer Services Division, New York Dept. of Public Service
Carl Pechman, Supervisor—Energy & Environmental Econ., NYS Dept. of Public Service
Richard C. Pernicaro, Senior Analyst, Atlantic Electric
Rick Pfau, University of Michigan
Jesse J. Pietras, Research Analyst, CT Dept. of Public Utility Control
Melissa A. Piper, Corporate Planner, Niagara Mohawk Power
Stephen Pociask, Chief Economist, Bell Atlantic
Cindy Rhodes, Staff Manager, AT&T
Michael Robinson, Manager of Load Forecasting, PSI Energy
Donald C. Ryan, Supervisor—Market Planning & Forecasting, Eastern Utilities
David J. Salant, Senior Member Technical Staff, GTE Laboratories
Ajay K. Sanghi, Chief-Impact Analysis Unit, NYS Energy Office
Larry R. Spancake, Economist, U.S. Energy Information Administration
Yossef Spiegel, Manager of Technical Services, Bell Communications Research
Howard M. Spinner, Manager—Econ. & Reg. Analysis, Central Vermont Public Service
Richard W. Steeves, Public Utilities Finance Specialist, CT Office of Consumer Counsel
Theodore Stefos, Director of Dept. of Veterans' Affairs Management Science Group
Michael A. Walker, Director—Sp. Access Mgmt., NYNEX—Telesector Resources Group
Michael R. Ward, Economist, Federal Trade Commission
Dennis L. Weisman, Director-Strategic Marketing, Southwestern Bell Telephone
Lisa L. Wood, Acting Program Director, Research Triangle Institute
J. Douglas Zeng, Senior Consultant, National Economic Research Associates, Inc.