

CONFERENCE ON POSTAL AND DELIVERY SERVICES

May 18–21, 1994 —Grand Hôtel Saltsjöbaden, Stockholm, Sweden

Organizing Committee

Toru Azumi (IPTP)
James Campbell (IECC)
Robert Cohen (U.S. Postal Rate Comm.)
Wynne Jones (Coopers-Lybrand)
Kathleen Mullin (U.S. Postal Service)
Virpi Palo (Finland Post)
Ian Reay (British Post Office)
Paul Richards (European Commission)
James Rogers (United Parcel Service)
Jacques Salais (La Poste)

Marc Smith (U.S. Postal Service)
Walpurga Speckbacher (DBP-Postdienst)
Börje Spong (Sweden Post)
William M. Takis (Price Waterhouse)
Elmar Toime (New Zealand Post)
Joëlle Toledano (La Poste)
Sture Wallander (Sweden Post)
Anton van der Lande (EEO)

Fees and Expenses

- A registration fee of **\$725** is payable to the Center for Research in Regulated Industries.
- The charge for food and lodging for the duration of the Conference is 3,729 SEK.
- The conference fee is waived for a limited number of employees of sponsoring organizations.

Conference Staff

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THE STATE UNIVERSITY OF NEW JERSEY
RUTGERS

**The Rutgers University, Graduate School of Management,
Center for Research in Regulated Industries,
The University of Pennsylvania, Wharton School,
Center for Risk Management and Decision Processes
Deutsche Bundespost Postdienst
La Poste
United Parcel Service
The United States Postal Service
The British Post Office
Sweden Post
Federal Express
Price Waterhouse
The United States Postal Rate Commission
European Commission
Finland Post
New Zealand Post
Coopers-Lybrand**

present

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Stockholm, Sweden**

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.

A related program from the *Center for Research in Regulated Industries*:

Workshop in Postal and Delivery Economics

**Hakone, Japan
June 1-4, 1994**

Host and principal sponsor: **Institute for Posts and Telecommunications Policy, Japan.**

For more information on the Workshop, please contact Michael Crew.

CONFERENCE ON POSTAL AND DELIVERY SERVICES

Wednesday, May 18, 1994

5:00 - 6:00 *Registration*

6:00 p.m. *Reception*

7:00 *Welcome and Introduction to Conference*

Michael A. Crew and Paul R. Kleindorfer

Dinner & Speech

Ulf Dahlsten, President and Chief Executive Officer, Sweden Post

9:00 *After Dinner Drinks*

Thursday, May 19, 1992

7:30 a.m. *Breakfast*

9:00 - 11:00 ***Setting the Stage***

Chair: Michael A. Crew

Discussants: James A. Cotton-Betteridge, Mario Dunn, and John Haldi

James I. Campbell, Jr.: Postal Green Paper

Maurice C. Castro: Deregulation of Australia's Postal Services

Ulrich Stumpf and Frank Pieper: Restructuring the Postal Sector—

The German Case

11:00 - 11:20 *Coffee Break*

11:20 - 12:30 ***Customer Needs and Changing Technology***

Chair: Frank Heselton

Discussants: Ross Hinds and Alan Robinson

Colin J. Mitchell: A Consumers' Groups' View of New Services,
Quality and Regulation

Hannu Tuominen: Use of Technology Arising From Customers' Needs

12:30 - 2:00 *Lunch*

2:00 - 3:15 ***Service Quality and Scope***

Chair: Virpi Palo

Discussants: Ian M. Reay and Torsten Zillén

Heinz Hofmann: Measuring the Performance of the Public Postal
Service Provider in Germany

Thomas Grzesiak and Thomas Reenberg: Measuring Quality of
Service of International Mail

3:15 *Break*

6:00 *Reception*

7:00 *Dinner and Speech*

Elmar Toime, Chief Executive, New Zealand Post

9:00 *After Dinner Drinks*

Friday, May 20, 1994

7:30 a.m. *Breakfast*

9:00 - 11:00 ***Regulation***

Chair: Börje Spong

Discussants: Per Forssberg and John C. Panzar

William E. Kovacic: The Application of Legal Safeguards Against
Predation to the Postal Services Industry

Walpurga Speckbacher: Price Caps for Postal Service

Jeanne Colay: How Contactable?

11:00 - 11:20 *Coffee Break*
11:20 - 12:30 **Access and Competition I**
Chair: John R. Dolling
Discussants: Hans Dydensborg and Paul Richards
Michael A. Crew and Paul R. Kleindorfer: Pricing and Upstream
Entry in Postal Service
Wynne Jones and David Storer: Access Pricing in the Postal Sector
12:30 - 2:00 *Lunch*
2:00 - 3:15 **Access and Competition II**
Chair: Michael A. Crew
Discussants: Markku Mäkitalo and John C. Panzar
Helmuth Cremer, André Grimaud, and Marc Derycke: Alternative
Scenarios for the Reform of Postal Services: Optimal Pricing and
Welfare
Cathy M. Rogerson and David Treworgy: Competitive Analysis of
Vertical Integration in the U.S. Postal Service
3:15 *Break*
6:30 *Reception*
7:30 *Dinner & Speech*
Edward J. Gleiman, Chairman, U.S. Postal Rate Commission
9:30 *After Dinner Drinks*

Saturday, May 21, 1994

7:30 a.m. *Breakfast*
9:00 - 10:15 **Macro and Comparative I**
Chair: Joëlle Toledano
Discussant: Jan-Erik Leistedt and Frank Pieper
John F. Alepa and Kathleen Mullin: Economic Adjustments as a
Determinant for Inter-Administration Pricing of Postal Services
Robert H. Cohen, William W. Ferguson, and Spyros S. Xenakis: An
Exploratory Quantitative Comparison of Postal Administrations in
Industrial Countries
10:15 - 10:30 *Coffee Break*
10:30 - 11:45 **Macro and Comparative II**
Chair: Paul R. Kleindorfer
Discussant: Heikki Nikali and Börje Spong
John Nankervis and Frank Rodriguez: Aggregate Letter Traffic
Demand and the Economy
Toru Azumi: Structure of Postal Demand and the Method for Forecasting
11:45 - 12:15 **Concluding Roundtable Discussion**
Chair: Michael A. Crew
Speakers: Anders Jeansson, Colin J. Mitchell, Paul Richards,
and Sture Wallander
12:15 - 12:20 **Concluding Remarks** —Michael A. Crew
12:20 *Lunch*
2:00 *Conference Ends*

SPEAKERS/DISCUSSANTS/CHAIRS

John F. Alepa, United States Postal Service

Toru Azumi, IPTP

James I. Campbell, Jr., International Express Carriers Conference

Maurice C. Castro, Australia Post

Robert H. Cohen, U.S. Postal Rate Commission

James A. Cotton-Betteridge, Royal Mail International, British Post Office

Helmuth Cremer, Institut D'Economie Industrielle, University of Toulouse

Michael A. Crew, Rutgers University

Marc Derycke, La Poste

John R. Dolling, Royal Mail International, British Post Office

Mario Dunn, Union of Communication Workers

Hans Dydensborg, Price Waterhouse/IKO

William W. Ferguson, U.S. Postal Rate Commission

Per Forsberg, Sweden Post

Jeanne Golay, U.K. Post Office

André Grimaud, Institut D'Economie Industrielle, University of Toulouse

Thomas Grzesiak, Price Waterhouse

John Haldi, Haldi Associates, Inc.

Frank Heselton, Unites States Postal Service

Ross Hinds, IPC Unipost

Heinz Hofmann, BAPT

Anders Jeansson, Sweden Post

Wynne Jones, Coopers-Lybrand

Paul R. Kleindorfer, University of Pennsylvania

William E. Kovacic, George Mason University School of Law

Jan-Erik Leistedt, Sweden Post

Markku Mäkitalo, Finland Post

Colin J. Mitchell, Eurpean Mail & Express Users Association

Kathleen Mullin, Unites States Postal Service

John Nankervis, University of Surrey, UK

Heikki Nikali, Finland Post

Virpi Palo, Finland Post

John C. Panzar, Northwestern University

Frank Pieper, WIK

Ian M. Reay, Royal Mail, U.K. Post Office

Thomas Reenberg, Price Waterhouse

Paul Richards, European Commission

Alan Robinson, Klick, Kent & Allen, Inc.

Frank Rodriguez, U.K. Post Office

Cathy M. Rogerson, Unites States Postal Service

Walpurga Speckbacher, Deutsche Bundespost Postdienst

Börje Spong, Sweden Post

David Storer, Coopers & Lybrand

Ulrich Stumpf, Wissenschaftliches Institut für Kommunikationsdienste

Joëlle Toledano, La Poste

David Treworgy, Price Waterhouse

Hannu Tuominen, Finland Post

Sture Wallander, Sweden Post

Spyros S. Xenakis, U.S. Postal Rate Commission

Torsten Zillén, Sweden Post