

# 17th Conference on Postal and Delivery Economics

May 27–30, 2009  
Bordeaux, France

Presented by

**CENTER FOR RESEARCH IN REGULATED INDUSTRIES**

Rutgers Business School – Newark and New Brunswick

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**Wednesday, May 27, 2009**

5:30 - 7:00	Registration	<i>Registration</i>
7:00	Reception	<i>Reception</i>
8:00	Welcome and Introduction to Conference: <b>Michael A. Crew and Paul R. Kleindorfer</b> Dinner & Speech: <b>Joelle Toledano</b> , Commissioner, ARCEP	

**Thursday, May 28, 2009**

7:30	Breakfast		
9:00 - 10:40	<b>Concurrent Sessions</b>		
	<b>REGULATION I</b>	<b>PARAMOUNT-GAUMONT</b>	<b>COMPETITION POLICY I</b>
	Chair: Bernhard Bukovc		Chair: Chris Osborne
	Discussants: João Castro, Greg Harman, Ian Rowson		Discussants: Romain Ferla, David M. Levy, Ralf Wojtek
	<b>Antonio Amaral, C. Mota &amp; P. Louro:</b> Assessing the Cost of Capital for the USP: a practical approach		<b>Paul C. Smith &amp; P. Vogel:</b> Transportation Outsourcing: A Team of Rivals
	<b>Goff Bickerton, J. Sauber &amp; K. Steinhoff:</b> Deregulation and the American and Canadian Posts: The Positions of Stakeholders		<b>Damien Geradin:</b> Dominance in the Postal Sector – The contribution of the Guidance Paper on Article 82EC
	<b>Richard Bradley &amp; P. Burns:</b> Regulation in an uncertain world: who needs price protection now?		<b>Stephen Gibson &amp; S. Holder:</b> Focussing regulation on bottlenecks: Perspectives on separation options
10:40 - 11:00	Coffee Break		
11:00 - 12:40	<b>Concurrent Sessions</b>		
	<b>REGULATION II</b>	<b>PARAMOUNT-GAUMONT</b>	<b>COMPETITION POLICY II</b>
	Chair: A.Lee Fritschler		Chair: Joost Vantomme
	Discussants: David M. Levy, Stephen Littlechild, Michael Scanlon		Discussants: Derek Holt, Pekka Leskinen, Wolfgang Pickave
	<b>Paul Schoorl:</b> Do-Not-Mail Legislation: Impacts on Mail Service and the Economy		<b>John Hearn:</b> Nurturing competition in newly liberalized postal markets in Europe
	<b>Jessica Lowrance &amp; Rita Brickman:</b> Securing the Future of Universal Postal Service in the United States		<b>Richard Eccles:</b> National Regulation of Postal Services under the 2008 EU Postal Services Directive
	<b>Greg Swinand:</b> The Theory and Practice of Setting the X-factor in Postal Pricing		<b>Mary Davies:</b> The Regulator's Choice between Sector specific regulation versus Competition Policy
12:40 - 2:00	Lunch		

**Thursday, May 28, 2009 (CONTINUED)**

2:00 - 3:30

**Concurrent Sessions****REGULATION III**

PARAMOUNT-GAUMONT

Chair: George Kuehnbaum

Discussants: Robert Campbell, Eduardo Cardadeiro

**John Baldwin, Stephen Bell & Billy Hayes:** The review of competition in the UK postal industry-agencies, policies and outcomes

**Bénédicte Bouin, G. Lacroix & N. Curien:** Price Cap Postal Regulation : The French Experience

**Carlos Costa:** Independent Postal Utility Regulation: Necessity or Inutility?

**SUSTAINABILITY**

PATHÉ-UGC

Chair: Thomas Baldry

Discussants: Kari Elkelä, Walter Maderner, Tim Walsh

**François Boldron & C. Defaye-Geneste & Isabelle Prot:** Sustainable development and postal sector

**Luis Jimenez:** A Comparison of the Carbon Footprint of Mail and Electronic Communications

**Lawrence Buc, P. Soyka & S. Glick:** Life Cycle Inventory of Mail in the United States

3:30 Break

7:00 Reception

Reception

8:00 – Dinner & Speech: **Jean-Paul Bailly**, CEO - Groupe La Poste**Friday, May 29, 2009**

7:30 Breakfast

Breakfast

9:00 - 10:40

**Concurrent Sessions****STRATEGY**

PARAMOUNT-GAUMONT

Chair: Rob Sheldon

Discussants: Sven Heitzler, Montserrat Mir, Alberto Pimenta

**Peter Koppe, C. Bosch, S. Hömstreit & S. Pohl:** The economic crisis as reinforcement of e-Substitution in the mail market

**Neil Anderson & S. DeMatteo:** Remittances and the role of Post Offices in the financial structure of economies

**Leon Pintsov & A. Obrea:** Lessons from Postal Product Innovation

**DEMAND**

PATHÉ-UGC

Chair: Alan Robinson

Discussants: Sacramento Costa, Peter Koppe, Heikki Nikali

**Catherine Cazals, F. Boldron, J.-P. Florens & S. Lécou:** Some Dynamic Models for Mail Demand: the French case

**Frédérique Fève, J. -P. Florens, F. Rodriguez & S. Soteri:** Forecasting Mail Volumes

**Leeni Kiikkilä:** Customer satisfaction models for B-2-B customers in the case of Itella

10:40 - 11:00 Coffee Break

11:00 - 12:40

**Concurrent Sessions****USO I**

PARAMOUNT-GAUMONT

Chair: James I. Campbell Jr.

Discussants: Joan Calzada, Sven Heitzler, Sture Wallander

**Norma B. Nieto, M. Bradley, J. Colvin & D. Tobias:** The Cost of a Uniform Price Rule in Liberalized Environment

**Christian Jaag & Urs Trinkner:** Would the real cost of universal service provision please stand up? A calibrated approach to universal service costing and financing

**Philippe De Donder, H. Cremer, P. Dudley & F. Rodriguez:** Welfare and Cost for the Changes in Service Specification within the Universal Service

**COSTING I**

PATHÉ-UGC

Chair: Meloria Meschi

Discussants: Uma Datta, Sander Glick, Richard Robinson

**Margaret Cigno & D. Monaco:** Changing Postal Environments and the Impact on Marginal Cost

**Martin Koller & M. Filippini:** Economies of Scale and Scope in the Swiss Post Office Network

**Lise Martin, S. Bernard & B. Roy:** Cost drivers in the postal sector: the influence of weight and format on manual processes

**Friday, May 29, 2009 (CONTINUED)**

12:40 - 2:00	Lunch			<i>Lunch</i>
2:00 - 3:30	<b>Concurrent Session</b>			
	<b>USO II</b>	<b>PARAMOUNT-GAUMONT</b>	<b>COSTING II</b>	<b>PATHÉ-UGC</b>
	Chair: James Pierce Myers		Chair: Daryl Jackson	
	Discussants: Jan Bart Henry, Leonardo Mautino		Discussants: Alan Horncastle, Joakim Levin, Eli Sagie	
	<b>Robert Cohen, C. McBride &amp; J. Panzar:</b> The Value of the Postal Monopoly and the USO in the United States		<b>G. Harman, W. Koevoets, A. Requejo, E. Van der Merwe, N. Waghe:</b> The Effect of Falling Volumes on Traditional Efficiency Assessment	
	<b>Helmuth Cremer, C. Borsenberger, P. De Donder, D. Joram &amp; B. Roy:</b> Funding the cost of universal service in a liberalized postal sector		<b>Edward S. Pearsall, M. Cigno &amp; D. Monaco:</b> A Measurement of the Cost of Universal Service	
	<b>Joan Calzada, C. Jaag &amp; U. Trinkner:</b> Tendering Universal Service Obligations in Liberalized Postal Markets		<b>V. Visco Comandini, A. Consiglio, E. Piccinin, MR Pierleoni &amp; S. Gori:</b> What is a well run typical undertaking in the postal sector?	
3:30	Break			
7:00	Reception			<i>Reception</i>
8:00 –	Dinner & Speech: <b>Robert Campbell,</b> President and Vice-Chancellor, Mount Allison University			

**Saturday, May 30, 2009**

7:00	Breakfast			<i>Breakfast</i>
9:00 - 10:35	<b>USO III</b>		<b>PARAMOUNT-GAUMONT-UGC</b>	
	Chair: Philippe Claeys			
	Discussants: Henrik Ballebye Okholm			
	<b>Claire Borsenberger, D. Joram &amp; B. Roy:</b> The costs of universal service in the postal sector: a cross comparison of counterfactual scenarios			
	<b>James I. Campbell Jr.:</b> Historical Development of a Universal Service Obligation in the United States			
	<b>Isabelle Carslake &amp; G. Houpis:</b> Evaluating USO Costs in a Liberalized Environment: A Comparative Analysis			
10:35 - 11:05	Coffee Break			
11:05 - 12:55	<b>ACCESS</b>		<b>PARAMOUNT-GAUMONT-UGC</b>	
	Chair: Michael J. Shinay			
	Discussants: Gonzales d'Alcantara, Michael MacClancy, Stuart Holder			
	<b>Michael A. Crew &amp; P. Kleindorfer:</b> Access Under Full Market Opening			
	<b>Shoji Maruyama:</b> Future Problems Concerning Access in the Postal Market: Significance of Existing Bypass Networks			
	<b>Joost Vantomme, A. Fratini &amp; B. Roy:</b> Access in the Postal Sector: A Framework of Regulatory Analysis			
12:55 - 1:00	Concluding Remarks – Michael A. Crew			
1:00	Lunch (Conference Ends)			<i>Lunch</i>

## POSTAL AND DELIVERY ECONOMICS PUBLICATIONS

The following edited books resulted from Previous CRRI Postal Events:

- *Postal Reform*, Edited by James I. Campbell, Jr., Michael A. Crew, and Paul R. Kleindorfer, Edward Elgar, Dec 2008
- *Competition and Regulation in the Postal and Delivery Sector*, edited by M.A. Crew and P.R. Kleindorfer, Edward Elgar, 2008
- *Liberalization of the Postal and Delivery Sector*, edited by M.A. Crew and P.R. Kleindorfer, Edward Elgar, 2007
- *Progress toward Liberalization of the Postal and Delivery Sector*, edited by M.A. Crew and P.R. Kleindorfer, Springer, 2006
- *Regulatory and Economics Challenges in the Postal and Delivery Sector*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2005
- *Competitive Transformation of the Postal and Delivery Sector*; edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2004
- *Postal and Delivery Services: Delivering on Competition*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2003
- *Postal and Delivery Services: Pricing, Productivity, Regulation and Strategy*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2001
- *Future Directions in Postal Reform*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2001
- *Current Directions in Postal Reform*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 2000
- *Emerging Competition in the Postal and Delivery Services*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1999
- *Managing Change in the Postal and Delivery Services*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1997
- *Commercialization of Postal and Delivery Services: National and International Perspectives*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1994
- *Regulation and the Nature of Postal and Delivery Services*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1992
- *Competition and Innovation in Postal Services*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1991

The following are texts on postal economics:

- *Postal Reform*; edited by J.I. Campbell, M.A. Crew and P.R. Kleindorfer, Edward Elgar, *forthcoming* 2008.
- *The Economics of Postal Service*, by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1992

These books are published by Springer and Edward Elgar. For information on ordering the books is available at either [www.springeronline.com](http://www.springeronline.com) or <http://www.e-elgar.co.uk/>.

## CONFERENCE STAFF

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**Thomas Baldry**, Senior Vice President - Global Mail Germany, Deutsche Post World Net  
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**Joan Calzada**, Professor, University of Barcelona  
**James I. Campbell, Jr.**, Attorney, Washington, DC  
**Dr. Robert Campbell**, President and Vice-Chancellor, Mount Allison University  
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## HOTEL INFORMATION

The conference will be held in Bordeaux, FRANCE. The conference site is:

Mercure Bordeaux Merideck Center Phone: 05.56.56.43.43; Fax: 05.56.96.50.59  
5 Rue Robert Lateulade  
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If you are staying at the Mercure Bordeaux Merideck Centre it is necessary to make your hotel reservations directly with hotel via the email address above, telephone, or by faxing the reservation form. Reference the CRRI – Rutgers Conference in your communication. Please make your reservations only through the hotel and not through reservation services/travel agencies.

The hotel reservation forms can be obtained at our web site (<http://crri.rutgers.edu/post/>). The reservation forms must be sent to the Mercure Bordeaux Merideck Center. The Conference rates run from (for the American plan) 180,09 €single to 260,66 €for double including meals (Breakfast, Lunch & Dinner). The European plan run from 112,32 €for the single room and 133,65 €for the double. This plan includes ONLY breakfast. Please note on reservation form that you are attending the 17th CPDE (Rutgers University). The deadline for reservations is May 1st. However as hotel space is limited it may fill earlier than May 1st.

## FEES AND EXPENSES

- A registration fee of \$1,500 is payable to Rutgers University.
- Food and lodging at the Conference are not included in the registration fee. Breakfast, lunch and dinner are included in the rates for lodging. All persons that do not stay at the either the hotel will be required to pay for meals separately.
- The conference fee is waived for a limited number of employees of sponsoring organizations.
- Registered participants will be provided with
  - Online access to the conference proceedings
  - A CD-ROM with complete proceedings (papers and presentations) after the conference.
  - A copy of the edited volume resulting from the conference (approximately 6 months after the conference).

Please forward the Registration Form to Karen Walters at:

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180 University Avenue, Newark, NJ 07102-1897, USA  
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**CANCELLATION POLICY:** Until April 17, 2009 cancellation is allowed without penalty and refunds will be allowed in full. After this date, the indicated fee is due in full whether or not the participant actually attends. Substitutions may be made at any time.

**Signature of Participant:** \_\_\_\_\_