
Competitive Transformation of the Postal and Delivery Sector

edited by

Michael A. Crew

Center for Research in Regulated Industries
Graduate School of Management
Rutgers University
Newark, New Jersey, U.S.A.

and

Paul R. Kleindorfer

Risk Management and Decision Process Center
The Wharton School
University of Pennsylvania
Philadelphia, Pennsylvania, U.S.A.



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AUTHORS

Mohammad Adra, Economist, Office of Inspector General, USPS

Gonzales d'Alcantara, De Post / La Poste

Anthony Alverno, Attorney, USPS

Bernard Amerlynck, De Post / La Poste

Ali Ayub, Economist, Pricing Strategy, USPS

Etienne Billette de Villemeur, Associate Professor, IDEI, University of Toulouse

Michael D. Bradley, Professor of Economics, George Washington University

Ralph Carter, European Express Association

Robert Cohen, Director, Rates Analysis & Planning, U.S. Postal Rate Commission

Jeff Colvin, Manager of Cost Attribution, USPS

Luis Correia da Silva, Director of OXERA

Helmuth Cremer, Professor of Economics, GREMAQ and IDEI, University of Toulouse

Michael A. Crew, Professor of Economics and Director—Center for Research and Regulated Industries, Rutgers Business School, Rutgers University

Charles Crum, Economist, Pricing Strategy, USPS

Paul Dudley, Head of Regulatory Economic Analysis, Royal Mail

Philippe De Donder, Professor of Economics, IDEI, University of Toulouse

Wendy Eitan, Manager, International Relations, Israel Postal Authority

Alvaro Escribano, Professor of Applied Economics, Universidad Carlos III de Madrid, Georgetown University

Rutger Goethart, European Express Association

Patricia González, Laboratorio de Regulacion Postal, Universidad Carlos III de Madrid

John Haldi, President, Haldi Associates, Inc.

Greg Harford, Manager, International Relations, New Zealand Post Limited

Jarret Jackson, Consultant, IBM Business Consulting Services

Cecilia Kindstrand, European Express Association

- Paul R. Kleindorfer**, Anheuser–Busch Professor of Management Science and Economics, Wharton School, University of Pennsylvania
- Julio Lasheras**, Correos y Telégrafos S.A. Estatal
- Pekka Leskinen**, General Counsel, Legal Affairs, Finland Post Corporation
- Allison Levy**, International Postal Affairs, USPS
- Leonardo Mautino**, Senior Consultant, OXERA
- Annette Meijer**, European Express Association
- Arno Meijer**, Macro & Sector Policies, ECORYS-NEI
- Juan J. Montero**, Professor of Commercial Law, Universidad Nacional de Educación a Distancia
- John Mularski**, Manager, Staffing & Field Policy, USPS
- William J. Olson**, William J. Olson, P.C., Attorneys at Law
- Mary Perkins**, Graduate Associate Professor, Department of Economics, Howard University
- Michael Plunkett**, Manager, Pricing Strategy, USPS
- Sophie Richard**, Senior Economist, Royal Mail
- Matthew Robinson**, Postal Rate and Classification Specialist, U.S. Postal Rate Commission
- Frank Rodriguez**, Head of Economics, Royal Mail
- Bernard Roy**, Head – Department of Regulatory Economics, La Poste
- James Sauber**, Research Director, National Association of Letter Carriers
- Renee Sheehy**, Analyst, U.S. Postal Rate Commission
- Gregory Swinand**, Senior Consultant, Regulatory Division, London Economics
- Joëlle Toledano**, Director, European and National Regulation, La Poste
- David Treworgy**, Partner, IBM Business Consulting Services
- Mark van der Horst**, European Express Association
- Nick van der Lijn**, ECORYS NEI
- Anthony Vegliante**, Vice President, Labor Relations, USPS
- John Waller**, Assistant Director, Rates Analysis & Planning, U.S. Postal Rate Commission
- Spyros Xenakis**, Economist, U.S. Postal Rate Commission

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Preface and Acknowledgments

This book arises out of the Eleventh Conference on Postal and Delivery Economics held in Toledo, Spain, June 4-7, 2003. Leading practitioners, postal administrations, and the courier industry, as well as a number of regulators, academic economists, mailers, consultants, technology suppliers, and lawyers came together to examine some of the major policy and regulatory issues facing the industry. Issues addressed included international postal policy, strategies for the postal sector, the universal service obligation, regulation, competition, entry, cost and productivity, interaction of law and economics, and future technologies.

The conference and the book follow our earlier conferences. In 1990, the first Conference on Postal and Delivery Economics (CPDE) was held at Coton House, Rugby, England, July 22-25, 1990, in honor of the one hundred and fiftieth anniversary of the Penny Post and the contributions of Sir Rowland Hill. The ensuing book, *Competition and Innovation in Postal Services*, was published by Kluwer Academic Publishers in 1991. In 1992 2nd CPDE was held at Village PTT, La Londe les Maures, France, on March 18-21, 1992. This conference resulted in *Regulation and the Nature of Postal and Delivery Services*, published by Kluwer Academic Publisher in 1993. Both conferences were recognized by the European Express Organization with the Hermes Award 1992 at its annual award dinner in Munich on June 22, 1992. The first workshop, The Workshop on Postal and Delivery Economics, was held June 23-26, 1993 in Daun, Germany. In 1994 the 3rd CPDE was held in Stockholm, Sweden, May 18-21, 1994, and a workshop, in Hakone, Japan, June 1-4, 1994 combined to produce the volume *Commercialization of Postal and Delivery Services*, published by Kluwer Academic Publisher in 1995. A workshop was held in Naantali, Finland, June 7-10, 1995. The 4th CPDE was held in Monterey, California, May 22-25, 1996, and resulted in the book *Managing Change in The Postal and Delivery Industries*, published by Kluwer Academic Publisher in 1996. The next book, *Emerging Competition in Postal and Delivery Services* was a

direct result of the 5th and 6th CPDEs the former was held in Helsingor, Denmark, June 11-14, 1997; and the latter held in Montreux, Switzerland, June 17-20, 1998. . The 7th CPDE was held in Sintra, Portugal, June 23-26, 1999, which resulted in the book *Current Directions in Postal Reform*, published by Kluwer Academic Publishers in 2000. The 8th CPDE, was held in Vancouver, Canada, June 7-10, 2000, resulting in the book *Future Directions in Postal Reform*, published by Kluwer Academic Publishers in 2001. The 9th CPDE was held in Sorrento, Italy, June 6-9, 2001, and the book *Postal and Delivery Services: Pricing, Productivity, Regulation and Strategy*, was published by Kluwer Academic Publishers in 2001. The 10th CPDE was held in Potsdam, Germany, June 5-8, 2002, and the resulting book, *Postal and Delivery Services: Pricing, Delivering on Competition*, was published by Kluwer Academic Publishers in 2002.

The 2003 conference was made possible by the support of the following organizations: CRR—Center for Research in Regulated Industries, Rutgers Business School, Rutgers University; The Wharton Center for Risk Management and Decision Processes of the University of Pennsylvania; Deutsche Post World Net; Royal Mail; United States Postal Service; Canada Post Corporation; FedEx; La Poste; R.R. Donnelley & Sons Company; United Parcel Service; CTT Correios (Portuguese Post); IBM Business Consulting Services; Pitney Bowes; Postcomm (U.K. Postal Services Commission); Siemens Dematic Postal Automation; United States Postal Rate Commission; Posten AB (Sweden Post); Swiss Post; Finland Post Corporation; Anacom – Autoridade Nacional de Comunicações; Correos y Telégrafos; DePost-LaPoste; TPG Post; Poste Italiane; Haldi Associates; An Post (Irish Post); Frontier Economics; Canadian Union of Postal Workers; National Association of Letter Carriers; New Zealand Post; Sidley Austin Brown and Wood LLP; Association for Postal Commerce; Venable, Baetjer, Howard & Civiletti.

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The host country plays an important role in these conferences. This year's conference, the *Eleventh Conference on Postal and Delivery Economics*, benefited greatly from the efforts of our host, Correos y Telégrafos. Their representative José Maria Marcos Espinosa provided advice and assistance on numerous occasions.

We would like to thank our distinguished dinner speakers, Víctor Calvo-Sotelo, Frank Wilod Versprille, and S. David Fineman. In the tradition of these conferences we very much enjoyed the speech by Víctor Calvo-Sotelo, Chairman and CEO, Correos y Telégrafos,. His keynote speech at the Conference provided an outlook on the future of postal and delivery networks from the unique perspective of Correos y Telégrafos. Frank Wilod Versprille, Manager International Regulatory Affairs, TPG-Public Affairs, presented a speech, which gave an interesting perspective opposing mandatory access to postal networks. S. David Fineman, Chairman of the Board of Governors, United States Postal Service, provided commentary on current challenges facing USPS.

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Michael A. Crew
Paul R. Kleindorfer