

Advanced Workshop in Regulation and Competition 2006-2007

*Market Power, Mergers and
Governance under Deregulation*

CENTER FOR
RESearch IN
REGULATED
INDUSTRIES

November 17, 2006

Deals for Large Customers and Innovative Pricing

at Rutgers University
Management Education Center
Room 105

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|-------------|---|
| 10:00-10:30 | Sign In, Coffee and Tea available |
| 10:30-10:40 | Welcome and Introduction – Michael A. Crew |
| 10:40-11:05 | “Negotiated Service Agreements: Incentive Pricing in the US
Postal Delivery Market”
Michael Plunkett, United States Postal Service, |
| 11:05-11:40 | “Negotiated Service Agreements: the Mailers’ Perspective”
Lawrence G. Buc, SLS Consulting, and David Levy, Sidley Austin |
| 11:40-12:15 | “Evolution of Negotiated Service Agreements”
Matthew Robinson, Postal Rate Commission |
| 12:15-12:30 | “BG&E Case Studies on Negotiated Services”
Sheldon Switzer, BG&E |
| 12:30-1:30 | LUNCH |
| 1:30-1:50 | “New York’s Electric Discount Program”
John Calcagni, New York State Dept. of Public Service |
| 1:50-2:10 | “PSE&G’s Experience with Negotiated Electric and Gas Rates for
Large Customers”
Gerald Schirra, PSE&G |
| 2:10-2:50 | “Theory of Real-Time Pricing: a Spatial Approach”
Menahem Spiegel, Rutgers University |
| 2:50-3:10 | “Real-Time Pricing and Time-of-Day-Pricing: the Best is the
Enemy of the Good!”
John Kelly, American Public Power Association |
| 3:10-3:15 | Closing Remarks –Michael A. Crew |