

## WORKSHOP IN POSTAL AND DELIVERY SERVICES

Naantali Hotel, Naantali, Finland—June 7-10, 1995

### Fees and Expenses

- A registration fee of \$750 is payable to the Center for Research in Regulated Industries.
- The charge for food and lodging for the duration of the Conference is FIM 1,755 double/FIM 2,265 single, per person.
- The workshop fee is waived for a limited number of employees of sponsoring organizations.

### Workshop Staff

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*Workshop Organizer*

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*Workshop Administrator*

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### Sponsors

- La Poste
- United States Postal Service
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- The United States Postal Rate Commission
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### Organizing Committee

James Campbell (IECC)

Robert Cohen (U.S. Postal Rate Comm.)

Frank Heselton, (U.S. Postal Service)

Wynne Jones (Coopers-Lybrand)

Susanne Meier (Deutsche Post AG)

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Ian Reay (British Post Office)

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Cathy Rogerson (U.S. Postal Service)

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Elmar Toime (New Zealand Post)

Joëlle Toledano (La Poste)

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**RUTGERS**

School of Management

**CENTER FOR RESEARCH IN REGULATED INDUSTRIES**

180 University Avenue • Newark, NJ 07102 • (201) 648-5049 • (201) 648-1348 (fax)

## THE WORKSHOP IN POSTAL AND DELIVERY ECONOMICS

Sponsored by

La Poste • United States Postal Service

The British Post Office • Sweden Post • Deutsche Post AG

Federal Express • United States Postal Rate Commission

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June 7-10, 1995

Naantali Hotel  
Naantali, Finland

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.

## Workshop Schedule

### Wednesday, June 7, 1995

- 5:30 *Registration*
- 6:00-7:00 *Reception and Welcome, Welcome to Workshop Overview of Workshop—Michael A. Crew & Paul R. Kleindorfer Cocktails, Naantali Congress Centre*
- 7:00 *Dinner & Speech: Asko Saviaho, Chief Executive, Finland Post*
- 9:00 *After Dinner Drinks*

### Thursday, June 8, 1995

- 9:00-10:00 *Future Scenarios for Postal and Delivery Services: A Roundtable*  
Chair: Michael Crew  
Discussants: Susanne Meier and Börje Spong  
**James Campbell:** History of the U.S. Postal Monopoly Law, 1635-1993  
**Joëlle Toledano:** Is There Any Common Trend in European Liberalization Strategies
- 10:00-10:20 *Coffee Break*
- 10:20-12:20 *Universal Service Obligation*  
Chair: Michael Crew  
Discussants: Maurice Levy and Sture Wallander  
**Helmuth Cremer, Marc De Rycke, and André Grimaud:** Service Quality, Competition and Regulatory Policies in the Postal Sector  
**Jeanne Golay and Ian Dobbs:** Economic Methodology for Estimating the Burden of the Universal Service Obligation  
**John Haldi and Leonard Merewitz:** Cost and Returns from Delivery to Sparsely Settled Rural Areas
- 12:20-1:40 *Lunch*
- 1:40-3:00 *Institutional Frameworks*  
Chair: Frank Heselton  
Discussants: Nancy Sparks and Ulrich Stumpf  
**William Kovacic:** Facilitating the Transition from Monopoly to Competition: A Proposed Approach for Reforming the Legal Framework that Governs the Status and Operations of the U.S. Postal Service  
**Virpi Palo:** Opening Up of Universal Services for Competition: Postal Services and Competition Rules
- 3:30 *Boat Cruise to Turku Archipelago*
- 5:30 *Visit to the Post Office in Nauvo, an isle of the Archipelago*
- 7:30 *Dinner & Speech in restaurant L-escale in Nauvo*  
**Robert Reisner,** Vice President—Technology Applications, United States Postal Service
- 12:00 *Return to Naantali Congress Centre by Boat*

### Friday, June 9, 1995

- 9:00-10:30 *Pricing*  
Chair: Tim Walsh  
Discussants: Mary Bundy and Frank Rodriguez  
**Robert Cohen, William Ferguson, and Spyros Xenakis:** Measuring Cost Differences and Setting Cost-Based Rates  
**Michael Bradley and Jeff Colvin:** One Wage or Many: An Efficiency Wage for a National Postal Administration  
**Roger Sherman:** Pricing the U.S. Mail
- 10:30-10:50 *Coffee Break*
- 10:50-12:40 *Downstream Access*  
Chair: Wynne Jones  
Discussants: Wynne Jones and Ian Reay  
**Michael Crew and Paul Kleindorfer:** Efficient Components Pricing and Alternatives for Postal Services  
**Cathy Rogerson and David Treworgy:** Downstream Access Pricing: The U.S. Postal Service Experience  
**John Panzar:** Efficient Postal Discounts
- 12:40-2:10 *Lunch*
- 2:10-3:20 *Implementing Pricing Innovations*  
Chair: Michael Crew  
Discussants: Marc De Rycke and Roger Sherman  
**Alan Robinson:** Developing a Customer-Based Approach to Pricing Postal Products  
**Heikki Nikali:** Do Electronic Communications Increase Letter Service Volume?
- 3:30 *Excursion to Turku Old Town*
- 7:30 *Cocktails in Naantali Congress Center (walk to Naantali Old Town*
- 8:30 *Dinner at Kalatrappi Restaurant, Naantali Old Town*

### Saturday, June 10, 1995

- 9:00-11:00 *Alternative Delivery Networks*  
Chair: John Dolling  
Discussants: Hakan Ohlsson and Walpurga Speckbacher  
**John Allen:** Competitor Access to the Postal Network: The New Zealand Experience  
**Paul Richards:** Liberalization and Fair Play  
**Ed Merloo:** How an Alternative Distribution Network Became Successful
- 11:00-11:20 *Coffee Break*
- 11:20-12:00 *Roundtable on a Research Agenda*  
Chair: Michael Crew  
Speakers: Paul Kleindorfer, Ulrich Stumpf  
**Manuel Kohnstamm & Alastair Tempest:** FED!M's "Postal Users Survey"
- 12:00 *Lunch and End of Workshop*

Rutgers, The State University of New Jersey  
Graduate School of Management  
Center for Research in Regulated Industries  
**WORKSHOP IN POSTAL AND DELIVERY SERVICES 1995**  
Naantali Spa Hotel, Naantali, Finland—June 7-10, 1995

## Application

Name \_\_\_\_\_  
Title \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
\_\_\_\_\_  
Telephone Number \_\_\_\_\_  
Fax Number \_\_\_\_\_

### Billing Information:

- Employee of sponsoring organization.  
 Payment enclosed.\*  
 Send invoice to participant at above address.  
 Send invoice to: \_\_\_\_\_  
\_\_\_\_\_

Fees: The fee for the Workshop is \$750 per person which includes all coffee breaks, receptions, and instructional materials. The charge for food and lodging is FIM 1,755 double/FIM 2,265 single, per person, for the duration of the Workshop. Instructions for payment will be provided upon receipt of your completed application form. The workshop fee is waived for employees of sponsoring organizations.

**CANCELLATION POLICY:** Until April 30, 1995 refunds will be allowed in full. After this date the workshop fee is due in full whether or not the participant actually attends the workshop. Substitutions may be made at any time.

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

Please return completed application form by **April 30, 1995\*\*** to:  
Linda S. Brennan, Rutgers University, Graduate School of  
Management, 180 University Avenue, Newark, NJ 07102, U.S.A.  
or FAX your application to: (201)648-1348.

\* Make check in U.S. funds payable to "Rutgers University." Credit cards are *not* acceptable for payment of conference fees.  
\*\* Space is highly limited. Early application is advised.

## Members

- John Allen, New Zealand Post  
Hans-Peter Balle, Coopers & Lybrand  
Mary Bundy, Foster Associates  
James Campbell, Attorney  
Robert Cohen, U.S. Postal Rate Commission  
Jeff Colvin, U.S. Postal Service  
Helmuth Cremer, University of Toulouse  
Michael Crew, Rutgers University  
Ulrich Dammann, Federal Ministry of Posts and Telecommunications  
Marc De Rycke, La Poste  
Ian Dobbs, University of Newcastle  
John Dolling, Royal Mail  
André Grimaud, University of Toulouse  
Jeanne Golay, U.K. Post Office  
John Haldi, Haldi Associates  
Frank Heselton, United States Postal Service  
Wynne Jones, Coopers & Lybrand  
Paul Kleindorfer, University of Pennsylvania  
Manuel Kohnstamm, Time Warner  
William Kovacic, American University  
Ed Merloo, Medianet B.V.  
Heikki Nikali, Finland Post  
Leonard Merewitz, Jack Faucett Associates  
Hakan Ohlsson, CityMail  
Virpi Palo, Finland Post  
John Panzar, Northwestern University  
Ian Reay, U.K. Post Office  
Robert A. Reisner, United States Postal Service  
Paul Richards, DGXIII  
Alan Robinson, Foster Associates  
Frank Rodriguez, U.K. Post Office  
Cathy Rogerson, U.S. Postal Service  
Hitoshi Sakurai, IPTP  
Roger Sherman, University of Virginia  
Nancy Sparks, Federal Express Corporation  
Walpurga Speckbacher, European Commission  
Ulrich Stumpf, WIK  
Alastair Tempest, Federation of European Direct Marketing  
Joëlle Toledano, La Poste  
David Treworgy, Price Waterhouse  
Sture Wallander, Sweden Post  
Tim Walsh, Royal Mail International