



INSTITUT
D'ECONOMIE
INDUSTRIELLE



INSTITUT D'ECONOMIE INDUSTRIELLE and **LA POSTE**

organize the **FIFTH CONFERENCE** on
« **REGULATION, COMPETITION
AND UNIVERSAL SERVICE IN THE POSTAL SECTOR** »

Toulouse, March 13-14, 2008

with the support of TSE and the Conseil Regional Midi-Pyrénées

PROGRAMME

SCIENTIFIC COMMITTEE

François Boldron (La Poste), Helmuth Cremer (IDEI-TSE), Philippe De Donder (IDEI-TSE), Jean-Pierre Florens (IDEI-TSE), Denis Joram (La Poste), John Panzar (Northwestern University), Patrick Rey (IDEI-TSE), Frank Rodriguez (Royal Mail), Bernard Roy (La Poste), Jean Tirole (IDEI-TSE), Frank Wolak (Stanford University).

SITE

Atria Toulouse
Compans Caffarelli
8, Esplanade Compans Caffarelli
Bd Lascrosses – BP16
31901 Toulouse Cedex 9
France
Phone: +33 (0)5 61.11.09.09

CONFERENCE SECRETARIAT

Marie-Hélène DUFOUR
Institut D'Economie Industrielle
Université Toulouse 1 Sciences Sociales
Manufacture des Tabacs - Aile Jean-Jacques Laffont
21, Allée de Brienne- 31000 Toulouse - France
Phone:+33 (0)5.61.12.85.90 - **Fax:**+33 (0)5.61.12.86.37
Email: postconf@cict.fr - http://www.idei.fr/conference/postal_fifth.html

THURSDAY, MARCH 13, 2008

- 8:30-9:00 **Registration**
- 9:00-9:15 **Opening of the conference** : Patrick Rey (IDEI-TSE) and Marc-André Feffer (La Poste)
- 9:00-11:00 **SESSION 1 COMPETITION AND STRATEGY**
CHAIR : JEAN-PIERRE FLORENS (IDEI-TSE)
- « *A Contestable Market Model of the Delivery of Commercial Mail* »
Edward Pearsall (Northwestern University) and **Charles L. Trozzo** (University of Auckland)
Discussant: Menahem Spiegel (Rutgers University)
- « *Strategic Bypass Deterrence* »
Axel Gautier (HEC – ULG CORE) and **Francis Bloch** (Université de la Méditerranée)
Discussant: Joan Calzada (Universitat de Barcelona)
- « *A Welfare and Pricing Analysis of Value Added Taxation in Postal Services* »
Philippe De Donder (IDEI-TSE), **Helmuth Cremer** (IDEI-TSE), **Paul Dudley** (Royal Mail) and **Frank Rodriguez** (Royal Mail)
Discussant: Georges Houpis (Frontier Economics)
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- 11:15-11:45 **Coffee Break** ☕
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- 11:45-12:45 **KEYNOTE LECTURE**
CHAIR : BERNARD ROY (LA POSTE)
- « *State Aid* »
Paul Seabright (IDEI-TSE)
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- 12:45-14:00 **Lunch**
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- 14:00-16:00 **SESSION 2 REGULATION AND COMPETITION**
CHAIR : FRANK RODRIGUEZ (ROYAL MAIL)
- « *Transfer Pricing and Governance in the Postal Sector* »
Sébastien Lecou (La Poste) and **Bernard Roy** (La Poste)
Discussant: Mary Perkins (Howard University)
- « *Price Discrimination Bans on Dominant Firms* »
Jan Bouckaert (University of Antwerp), **Hans Degryse** (Tilburg University) and **Theon Van Dijk** (Lexonomics)
Discussant: Philippe De Donder (IDEI-TSE)
- « *Interaction between Regulatory and Antitrust Policy in the Postal Sector* »
John Panzar (Northwestern University)
Discussant: Fabian Bergès (IDEI-TSE/INRA)

16:00-16:30 Coffee Break ☕

16:30-18:30 **SESSION 3 ECONOMETRICS**
CHAIR : MARC IVALDI (IDEI-TSE)

« *Dynamic Model for Mail Demand: The French Case* »

Catherine Cazals (IDEI-TSE), François Boldron (La Poste), Jean-Pierre Florens (IDEI-TSE), Denis Joram (La Poste)

Discussant: Soterios Soteri (Royal Mail)

« *Evidence on the Effect of Liberalisation and Competition on Innovation in the Postal Sector* »

Catia Felisberto (Ecole Polytechnique Fédérale de Lausanne)

Discussant: Vincenzo Visco Comandini (University of Rome)

« *Forecasting Mail Market Volumes and Competition* »

Frédérique Fève (IDEI-TSE), Jean-Pierre Florens (IDEI-TSE), Frank Rodriguez (Royal Mail) and Soterios Soteri (Royal Mail)

Discussant: Christian Jaag (Swiss Post)

20:30 Dinner

9:15-11:15

SESSION 4 UNIVERSAL SERVICE

CHAIR: BOTOND SZEKENY (MAGYAR POSTA)

« *The Universal Service Obligation and the Effects of Bypass under Asymmetric Market Power* »

Jeff L. Colvin (US Postal Service), Michael Bradley (George Washington University) and Mary Perkins (Howard University)

Discussant: Claire Borsenberger (La Poste)

« *Liberalization of the French Postal Service Market: Entry with Universal Service and Partial Coverage* »

Patrick Beschorner (Centre for European Economic Research - ZEW)

Discussant : Helmut Dietl (University of Zurich)

« *Feasible Financing of the USO after Full Postal Market Opening: Empirical Analysis* »

Gonzales d'Alcantara (University of Antwerp) and Axel Gautier (HEC, University of Liege)

Discussant: Paul Dudley (Royal Mail)

11:00-11:30

Coffee Break ☕

11:30-12:30

PLENARY SESSION

CHAIR: HELMUTH CREMER (IDEI-TSE)

« *International Perspectives on Postal Reform* »

Paul Kleindorfer (University of Pennsylvania)

12:30-14:00

Lunch

14:00-15:30

ROUND TABLE

CHAIR : PATRICK REY (IDEI-TSE)

Jean-Paul Bailly (La Poste), Kees Boef (TNT), Paul Champsaur (ARCEP), Nigel Stapleton (Postcomm), Jean Tirole (IDEI-TSE).

15:30-16:00

Coffee Break ☕

16:00

End of the conference