



## INSTITUT D'ECONOMIE INDUSTRIELLE

and

## GROUPE LA POSTE

organize the **SIXTH CONFERENCE** on

« **REGULATION, COMPETITION  
AND UNIVERSAL SERVICE IN THE POSTAL SECTOR** »

Toulouse, March 25-26, 2010

*with the support of TSE and the Conseil Régional Midi-Pyrénées*

## PROGRAMME

### SCIENTIFIC COMMITTEE

François Boldron, (Groupe La Poste), Helmuth Cremer (TSE (IDEI, GREMAQ and IUF)), Philippe De Donder (TSE (IDEI and GREMAQ-CNRS)), Paul Dudley (Royal Mail Group), Jean-Pierre Florens (TSE (IDEI and GREMAQ)), Denis Joram (Groupe La Poste), John Panzar (Northwestern University), Patrick Rey (TSE (IDEI and GREMAQ)), Frank Rodriguez (OXERA), Bernard Roy (Groupe La Poste), Soterios Soteri (Royal Mail Group), Jean Tirole (TSE and IDEI), Frank Wolak (Stanford University).

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### CONFERENCE SECRETARIAT

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## THURSDAY MARCH 25, 2010

9:00-9:30      **Registration**

9:30-9:45      **Opening of the conference :**  
Patrick Rey, (TSE (IDEI and GREMAQ)) and Bernard Roy (Groupe La Poste)

9:45-11:15      **SESSION 1      REGULATION AND COMPETITION**  
**CHAIR : Philippe De Donder (TSE (IDEI and GREMAQ-CNRS))**

*« Present and Future of the Universal Postal Service after the Lisbon Treaty »*

**Alessandra Fratini** (FratiniVergano European Lawyers)

**Discussant : Antonia Niederprüm (WIK)**

*« Raising Rivals' Fixed (Labor) Costs: The Deutsche Post Case »*

**Christian Wey** and Swen Heitzler (DIW Berlin and Technische Universität Berlin)

**Discussant : Jean-Marie Lozachmeur (TSE (GREMAQ-CNRS and IDEI))**

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11:15-11:45      **Coffee Break** ☕

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11:45-12:45      **KEYNOTE LECTURE**  
**CHAIR : Jacques Crémer (TSE (IDEI and GREMAQ))**

*« Responses to the Economic and Financial Crisis: Whither Competition? »*

**Frédéric Jenny** (Cour de Cassation)

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12:45-14:00      **Lunch**

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14:00-16:00 **SESSION 2 UNIVERSAL POSTAL SERVICE**  
**CHAIR : Denis Joram (Groupe La Poste)**

« *Compensating the Net Cost of Universal Postal Services* »  
**Christian Jaag** (Swiss Economics and University of St. Gallen)  
**Discussant : Joan Calzada (Universitat de Barcelona, IREA-GiM)**

« *Universal Service Financing in Competitive Postal Markets : One Size Does not Fit All* »  
**Axel Gautier** (HEC-Management School, University of Liège), **Dimitri Paolini** (CRENos and DEIR, University of Sassari)  
**Discussant : Claire Borsenberger (Groupe La Poste)**

« *Environmental Costs and Universal Service Obligations in the Postal Sector* »  
**François Boldron** (Groupe La Poste), **Claire Borsenberger** (Groupe La Poste), **Helmuth Cremer** (TSE (IDEI, GREMAQ and IUF)), **Philippe De Donder** (TSE (IDEI and GREMAQ-CNRS)), **Denis Joram** (Groupe La Poste) and **Bernard Roy** (Groupe La Poste).  
**Discussant : Helmut Dietl (University of Zurich and Institut of Strategy and Business Economics)**

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16:00-16:30 **Coffee Break** ☕

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16:30-18:30 **SESSION 3 ECONOMETRICS**  
**CHAIR : Jeff L. Colvin (US Postal Service)**

« *Letter Traffic Demand in the UK: An Analysis by Product and Envelope Content Type* »  
**Leticia Veruete-McKay** (Royal Mail Group), **Soterios Soteri** (Royal Mail Group), **John Nankervis** (University of Essex), and **Frank Rodriguez** (OXERA)  
**Discussant : Frédérique Fève (TSE and IDEI)**

« *The Effect of Unobserved Heterogeneity in Stochastic Frontier Estimation : Comparison of Cross Section and Panel with Simulated Data for the Postal Sector* »  
**Catherine Cazals** (TSE (IDEI and GREMAQ)), **Paul Dudley** (Royal Mail Group), **Jean-Pierre Florens** (TSE (IDEI and GREMAQ)) and **Michael Jones** (Royal Mail Group)  
**Discussant : Vincent Réquillart (TSE (INRA, GREMAQ, IDEI))**

« *The Effect of Flexible Pricing on Entry into the US Letter Market* »  
**Robert Cohen** and **Charles McBride** (George Mason University)  
**Discussant : Sébastien Lécou (Groupe La Poste)**

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20:30 **Dinner at the Restaurant “Brasserie Les Arcades”**  
**Dinner speech: Paul Bates (Royal Mail Wholesale) and Marc-André Feffer (Groupe La Poste)**

9:30-11:00 **SESSION 4 COMPETITION AND STRATEGY**  
**CHAIR : Jean-Pierre Florens (TSE (IDEI and GREMAQ))**

« *Sustainable Fleet Operations in the Postal Sector* »

**Paul Kleindorfer** (INSEAD), Vanessa Chocteau (Groupe La Poste), David Drake (INSEAD), Renato J. Orsato (INSEAD) and Alain Roset (Groupe La Poste)

**Discussant : Stefan Ambec (TSE (LERNA and IDEI))**

« *Welfare and Pricing of Mail in a Communications Market* »

**Philippe De Donder (TSE (IDEI and GREMAQ-CNRS))**, Helmuth Cremer (TSE (IDEI, GREMAQ and IUF)), Paul Dudley (Royal Mail Group) and Frank Rodriguez (OXERA)

**Discussant : Mary Perkins (Howard University)**

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11:00-11:30 **Coffee Break** ☕

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11:30-12:30 **KEYNOTE LECTURE**  
**CHAIR : Helmuth Cremer (TSE (IDEI, GREMAQ and IUF))**

« *Economic Geography and the Supply of Public Services* »

**Jacques-François Thisse** (Université Catholique de Louvain)

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12:30-14:00 **Lunch**

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14:00-14:45 **KEYNOTE LECTURE**  
**CHAIR : Bernard Roy (Groupe La Poste)**

« *Competition Policy: A Tool That Cannot Fail in Times Crisis* »

**Joaquin Fernandez Martin** (European Commission)

14:45-16:30 **ROUND TABLE**  
**CHAIR : Patrick Rey (TSE (IDEI and GREMAQ))**

« *Liberalisation and Universal Service in the Postal Sector* »

**Jean-Paul Bailly** (Groupe La Poste), **Thomas Baldry** (Deutsche Post), **Kamil Kiljanski** (European Commission), **Andreas Taprantzis** (Hellenic Postbank - UPU), **Jean Tirole** (TSE and IDEI) and **Joëlle Toledano** (ARCEP).

16:30-16:45 **End of the conference**