



**ANNUAL CONFERENCE 30 May - 2 June 2018**

## 26<sup>th</sup> CONFERENCE ON POSTAL AND DELIVERY ECONOMICS

**Pier Luigi Parcu** | European University Institute

**Victor Glass** | Rutgers Business School

Hotel Radisson Blu | Put Trstenika 19 - 21000 Split, Croatia



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## ANNUAL CONFERENCE

# 26TH CONFERENCE ON POSTAL AND DELIVERY ECONOMICS

30 MAY - 2 JUNE 2018

## ■ SESSION ROOMS

Plenary Sessions | Oleander Room  
Parallel Sessions A | Oleander Room  
Parallel Sessions B | Ruzmarin Room

## ■ PROGRAMME

### 30 MAY

18.30 - 21.00      Registration  
Welcome drink and buffet  
Introduction by  
**Pier Luigi Parcu**  
**Victor Glass**

### 31 MAY

09.00 - 10.45      **PLENARY SESSION | EVOLVING BUSINESS MODELS**  
Chair: **Robert Campbell**  
Discussant: **Leonardo Mautino**  
Vertical Integration in the E-Commerce Sector  
**Claire Borsenberger, Helmuth Cremer, Denis Joram and Jean-Marie Lozachmeur**  
Postal Operators as “Ground Based” Online Platforms?  
**Paula Gori and Pier Luigi Parcu**

- Brand in postal markets: does it explain market outcomes?  
**Isabelle Carslake, George Houpis, Eleanor Monaghan**
- 10.45 - 11.15 Coffee break
- 11.15 - 13.00 **PARALLEL SESSION A | PARCELS AND E-COMMERCE**  
Chair: **Alberta Corona**  
Discussant: **Victor Glass**  
The Impact of Increasing Competition for Non-Contract Parcels on Postal Prices and Efficiency Decisions  
**Philippe De Donder, Frank Rodriguez and Soterios Soteri**  
The Impact of Brexit on Postal and other Delivery Operators and their Customers  
**John Hearn**
- 11.15 - 13.00 **PARALLEL SESSION B | COMPENSATION FUNDS**  
Chair: **Peter Dunn**  
Discussant: **Mark van der Horst**  
Is the Compensation Fund an Efficient Tool for Financing Universal Service Obligations?  
**Vincenzo Visco Comandini**  
Compensation Fund in Postal Service: A Step forward after the Polish Case - An Update from the 25th Conference on Postal and Delivery Economics, Barcelona  
**Simona Romito, Stefano Gori and Gennaro Scarfiglieri**  
Design and Enforcement of Compensation Funds after Confetra: A Legal and Economic Analysis  
**Alessandra Fratini and Marc Chovino**
- 13.00 - 14.15 Lunch
- 14.15 - 15.30 **PARALLEL SESSION A | INNOVATION, DIVERSIFICATION AND REGULATION**  
Chair: **Frank Rodriguez**  
Discussant: **Philip Groves**  
Postal Industry Innovation - Exploring New Worlds ... With New Regulations  
**Virginie Alloo**  
The Transformation of Postal Services in Light of Technology Developments and Users' Needs  
**Luigi Scorca**
- 14.15 - 15.30 **PARALLEL SESSION B | NATIONAL CASE STUDIES**  
Chair: **Alessandra Fratini**  
Discussant: **Tim Walsh**  
Polish Postal Market in Transition: The Role of State on Postal Market  
**Mateusz Chołodecki**  
How Price Sensitive is Letter Advertising Mail in the UK  
**Frédérique Fève, Thierry Magnac, Soterios Soteri and Leticia Veruete-McKay**

The regulation and Governance of Canada Post Corporation

**Rajeev Venugopal**

15.30 - 16.00

Coffee break

16.00 - 17.30

**ROUND-TABLE ON REGULATORY CHALLENGES IN THE POSTAL AND DELIVERY SECTOR**

Keynote speakers:

**Raphaël Goulet** | Head of Unit, DG Growth, European Commission

**Jack Hamande** | ERGP Chair, BIPT

20.00

Gala Dinner

Welcome speech by **Jack Hamande**

**1 JUNE**

09.00 - 10.45

**PARALLEL SESSION A |  
DIGITALISATION, E-GOVERNMENT AND BIG DATA**

Chair: **Jan Bart Henry**

Discussant: **Bruno Basalisco**

Open-Data: Where is the Right Frontier?

**Claire Borsenberger, Mathilde Hoang and Denis Joram**

E-government: a Curse or an Opportunity for Posts?

**Blandine Eggrickx, Olaf Klargaard, Marine Lefort and Philippe Régnard**

The Danish Problem - Soon Everybody's? - An Analysis of Different Effects of Digitalization on Postal Services in Denmark and Sweden

**Peter Andersson, Sofia Bengtsson and Johanna Eriksson**

09.00 - 10.45

**PARALLEL SESSION B |  
MAIL DEMANDING MODELLING**

Chair: **Claire Carslake**

Discussant: **Aleksander Rutkowski**

Relating Postal Volumes to the Business Cycle by Linear Regression with Integral Equations

**Katalin K. Clendenin, Soiliou D. Namoro and Edward S. Pearsall**

Applications of Algebraic Methods for Linear Integral Equations to Some Problems from Postal Economics

**Edward S. Pearsall**

To What Extent has E-substitution impacted the Demand for Letters and Which Factors are constraining its Advance?

**Catherine Cazals, Thierry Magnac, Frank Rodriguez and Soterios Soteri**

10.45 - 11.15

Coffee break

11.15 - 12.30

**PARALLEL SESSION A |  
MARKET DYNAMICS AND REGULATORY CHALLENGES**

Chair: **Til Rozman**

Discussant: **Peter Andersson**

Regulating Person-to-Person Communication

**Alberta Corona**

The Reassessment of the Postal Service Regulation – A View on E-Commerce and the Online Platforms Role

**Michela Raco**

11.15 - 12.30

**PARALLEL SESSION B |  
INCENTIVISING QUALITY OF SERVICE**

Chair: **Altamir Linhares**

Discussant: **Ted Pearsall**

Inducing Optimal Quality Under Price Caps: Why, How, and Whether

**Tim Brennan**

Challenges of Regulating Quality of Service in the Postal Industry

**Henrik Ballebye Okholm, Bruno Basalisco, Anna Möller Boivie and Jimmy Gårdebrink**

12.30 - 13.00

**PLENARY SESSION**

An Efficient Serving of Very Small Business Shippers via Utilization of the Technology in 21st Century

**Jan Štefe**

13.00 - 14.15

Lunch

14.15 - 16.00

**PARALLEL SESSION A |  
INNOVATING THE LAST MILE**

Chair: **John Hearn**

Discussant: **Soterios Soteri**

Does the Public Want “Progress?”

**Amanda Martinez and Jake Soffronoff**

Parcel Lockers, an Answer to the Pressure on the Last Mile Delivery?

**Özhan Zurel and Laurent van Hoyweghen**

Reverse Logistics and E-commerce Returns: Regulatory Challenges Facing the U.S. Postal Service

**Virgil Stanford**

14.15 - 16.00

**PARALLEL SESSION B | REGULATORY TOOLS**

Chair: **Joakim Levin**

Discussant: **Ian Streule**

Disoriented No More: an Economics Compass for the Cost Orientation Principle

**Henrik Ballebye Okholm, Bruno Basalisco and Mindaugas Cerpickis**

An Approach to the Assessment of whether a ‘Commercial Rate of Return’ is earned by an Asset-Light Universal Service Network – the UK Approach

**Adam Goodman**

Creating Last-Mile Incentives from Inside-out. A Template Drawn from Rural Telecom

**Victor Glass**

20.00

Farewell Dinner by the pool

## 2 JUNE

09.00 - 10.45

### **PLENARY SESSION | COMPETITION TOOLS ON POSTAL REGULATION**

Chair: **Henrik Ballebye Okholm**

Discussant: **Tim Brennan**

Market Definition in the Postal Sector - an Empirical Study of Direct Mail

**Ilka Meyne and Niels Frank**

Prices and Conditions of Access to the Postal Network - The Principle of Non-Discrimination

**Til Rozmann**

Market Studies as Competition Policy Tools: Applications to Postal Services

**William Kovacic**

10.45 - 11.15

Coffee break

11.15 - 13.00

### **PLENARY SESSION | NEW ECONOMICS OF THE LAST MILE**

Chair: **Pier Luigi Parcu**

Discussant: **Bruno Basalisco**

Crowdsourcing the Last Mile

**Michael D. Bradley, Jeffrey Colvin and Mary Perkins**

Consolidation in Urban Logistics: What Could we Learn from Past Experiences and Economy Theory?

**Claire Borsenberger**

Lessons from Other Network Industries: Should Posts Seek to Collaborate More in the Last Mile?

**Adam Houck and Bernhard Bukovc**

13.00 - 14.15

Lunch