

Progress in the Competitive Agenda in the Postal and Delivery Sector

Edited by

Michael A. Crew

Rutgers, The State University of New Jersey, Newark, USA

and

Paul R. Kleindorfer

University of Pennsylvania, USA and INSEAD, France

ADVANCES IN REGULATORY ECONOMICS

Edward Elgar

Cheltenham, UK • Northampton, MA, USA

Contents

<i>List of contributors</i>	vii
<i>List of sponsors</i>	x
<i>Preface and acknowledgements</i>	xi
1 Service quality, price caps and the USO under entry <i>Michael A. Crew and Paul R. Kleindorfer</i>	1
2 Estimating the impact of price regulation on service quality in post <i>Gregory Swinand, Sean Lyons, Michael O'Grady and David Murphy</i>	23
3 Price and quality of service regulation in Portugal <i>João Castro and Agostinho Franco</i>	34
4 Competition through downstream access in the UK postal sector: the first four years <i>Paul Dudley, Stephen Agar, Leonardo Mautino and Felipe Flórez Duncan</i>	52
5 A dynamic and endogenous approach to financing the USO in a liberalized environment <i>François Boldron, Claire Borsenberger, Denis Joram, Sébastien Lécou and Bernard Roy</i>	67
6 Postal costing beyond ABC: estimating the economic cost of mails services <i>Richard Robinson and Jane McMurdie</i>	83
7 Costing elements of the universal service <i>Richard Bradley, Phil Burns and George Houpis</i>	100
8 Calculating the cost of the Universal Service Obligation: the need for a global approach <i>Christian Jaag, Martin Koller and Urs Trinkner</i>	113
9 Cost analysis and pricing of innovative postal products <i>Louis F. O'Brien, Leon A. Pintsov and Andrei Obrea</i>	128
10 Some welfare and pricing implications of alternative regimes for value-added taxation of postal services <i>Philippe De Donder, Helmuth Cremer, Paul Dudley and Frank Rodriguez</i>	145
11 Postal price elasticities and intermedia competition: a multisided market approach <i>Vincenzo Visco Comandini, Michael Lintell, Stefano Gori, Maria Rita Pierleoni and Bradley Tisdahl</i>	163
12 Network externalities and the USO: a two-sided market approach <i>François Boldron, Helmuth Cremer, Philippe De Donder, Denis Joram and Bernard Roy</i>	184
13 Mail order business demand: a conceptual approach <i>Xavier Ambrosini, Sebastien Breville, Joël Cornee and Olaf Klargaard</i>	196

14	Internet advertising and direct mail: trends and analysis for the UK <i>Soterios Soteri, Frédérique Fève, Jean-Pierre Florens and Frank Rodriguez</i>	209
15	Using operating data to measure labor input variability and density economies in United States Postal Service mail processing operations <i>A. Thomas Bozzo</i>	223
16	Do differences in facility-specific mail processing unit costs have implications for the cost of the Universal Service Obligation? <i>Margaret Cigno, Diane Monaco and Matthew Robinson</i>	239
17	The EU postal services and public procurement law: legal and regulatory issues for the postal sector <i>Alessandra Fratini and Fabio Filpo</i>	250
18	How should regulation be adjusted when universal service substitution grows? <i>Pekka Leskinen, Peter Karlsson, Heikki Nikali and Päivi Rokkanen</i>	263
19	Market entry and competitive strategies in the German B2B parcel market <i>Helmut M. Dietl, Markus Lang, Martin Lutzenberger and Stephan M. Wagner</i>	280
20	Bank of America, mail, and the environment <i>Lawrence G. Buc and Peter A. Soyka</i>	298
21	Innovation in postal products and pricing: opportunities and obstacles in the reform era <i>Robert A.F. Reisner, Maynard Benjamin and Derek Osborn</i>	309
22	The IPO as a driving force in the change process <i>Peter Koppe, Christian Bosch, Silke Hömstreit and Stefan Pohl</i>	322
	<i>Index</i>	339