

Contents

<i>List of contributors</i>	vii
<i>List of sponsors</i>	x
<i>Preface and acknowledgments</i>	xi

PART I UNIVERSAL SERVICE OBLIGATION

1	Regulation and the USO under entry	3
	<i>Michael A. Crew and Paul R. Kleindorfer</i>	
2	Social costs and benefits of the universal service obligation in the postal market	23
	<i>Helmuth Cremei; Philippe De Dander, Francois Boldron, Denis Joram and Bernard Roy</i>	
3	The distribution of post offices in Italy and the United States	36
	<i>Robert Cohen, Luigi Di Paola, Rente Sheehy and Vincenzo Visco Cotnandini</i>	
4	Accessibility of the postal retail network, social cohesion and economic development	47
	<i>François Boldron, Karen Dewulf Denis Joram, Clémence Panel, Bernard Roy and Olivier Vialaneix</i>	

PART II DEMAND

5	Forecast uncertainty in dynamic models: an application to the demand for mail	63
	<i>Catherine Cazals, Jean-Pierre Florens, Frank Rodriguez and Soterios Soteri</i>	
6	The impact of economic and demographic dispersion on aggregate mail volumes	74
	<i>Luis Jimenez, Matthew C. Harding and Michael Lintell</i>	
7	Substitution of letter mail for different sender-receiver segments	89
	<i>Heikki Nikali</i>	
8	Empirical analysis of service quality in Japan's small package market	107
	<i>Shoji Maruyama</i>	

PART III PRICING UNDER ENTRY

9	Access, bypass and productivity gains in competitive postal markets	125
	<i>Francis Bloch and Axel Gauhier</i>	
10	Pricing in competitive two-sided mail markets	136
	<i>Christian Jaag and Urs Trinkner</i>	

11	Pricing, welfare and organisational constraints for postal operators <i>Philippe De Dander, Helmuth Cremet; Paul Dudley and Frank Rodriguez</i>	150
12	National postal strategies after a full postal market opening <i>Gonzales d'Alcantara and Axel Gun tier</i>	167
PART IV REGULATION		
13	Postcodes in competitive postal markets: is there a case for regulation? <i>Alex Dieke and Sonja Schölermann</i>	189
14	Negotiated volume discounts in a regulated post <i>Matthew H. Robinson, Margaret M. Cigno and J. P. Klingenberg</i>	199
15	Development of competition in EU postal markets: the influence of the regulatory framework on the pattern of competition <i>Patrick de Bas and Nick van der Lijn</i>	216
16	An incentive regime for quality of service of universal service providers in the postal sector <i>Luis Correia da Silva, Leonardo Mautino, Paul Dudley and Elizabeth Payling</i>	232
PART V POSTAL REFORM		
17	The Postal Accountability and Enhancement Act: some consequences <i>Robert A.F. Reisman; Lawrence G. Bitt and James Pierce Myers</i>	249
18	The proper scope of the rules on abuse of dominant position in a liberalized postal services market <i>Richard Eccles and Pauline Kuipers</i>	263
19	Licensing regimes in the postal sector: the impact of the recent EC proposal for a third Postal Directive <i>Joost Vantomme and Alessandra Fratini</i>	282
20	Waiting for 'Rowland Hill' - elements of reform of postal services in Sub-Saharan Africa <i>José Ansoñ and Joelle Tale da no</i>	295
PART VI ACCOUNTING AND COST		
21	Are there economies of scale in mail processing? Getting the answers from a large-but-dirty sample <i>Lawrence Fenstet; Diane Monaco, Edward S. Peat-sail and Spyros Xenakis</i>	315
22	The accounting implications of the EU's Third Postal Directive <i>John Hearn</i>	338
23	Tradeoffs in product costing: the statistical impact of cost pool formation decisions <i>Alan Robinson, Richard Waterman and David Rawnsley</i>	352
24	Data requirements for cost accounting in the mail communication system <i>Leon A. Pintsov and Andrei Obrea</i>	370
	<i>Index</i>	385