Contents

List of sponsors vii
Preface and acknowledgements viii

1 Competitive strategies under FMO and intermodal competition 1
   Michael A. Crew and Paul R. Kleindorfer
2 Invoicing in 16 European countries 20
   Kari Elkelä
3 Does the level of price elasticity change with the progression of substitution? 36
   Heikki Nikali
4 Understanding the impact of e-substitution on letter mail volumes: a multi-
   country panel study 47
   Meloría Meschi, Matthew Cherry, Carla Pace and Milena Petrova
5 The future of the Portuguese postal sector and the role of CTT 61
   Alberto Pimenta and António Manuel Amaral
6 Optimal pricing for mail and welfare implications in a communications
   market 73
   Philippe De Donder, Helmuth Cremer, Paul Dudley and Frank Rodriguez
7 UK letter mail demand: a content-based time-series analysis using
   overlapping market survey statistical techniques 91
   Catherine Cazals, Jean-Pierre Florens, Leticia Veruete-McKay,
   Frank Rodriguez and Soterios Soteri
8 Postal markets and electronic substitution: implications for regulatory
   practices and institutions in Europe 109
   Martin Maegli, Christian Jaag, Martin Koller and Urs Trinkner
9 How many outlets if the USP does not face any USO? A cross-country
   comparison 123
   Claire Borsenberger, Denis Joram and Bernard Roy
10 Costing the universal service: evaluating the demand response 142
    Isabelle Carslake, George Houpis and Christian Strobel
11 State funding and cost sharing of the USO under the 2008 EU Postal
    Services Directive 152
    Richard Eccles
12 Econometric models and the evolution of the French post office network
    François Boldron, Frédérique Fève, Jean-Pierre Florens,
    Clémence Panet-Amaro and Christophe Valognes 163
13 Evaluating the demand effects of reductions in the frequency of delivery
    service 173
    Edward S. Pearsall and Charles L. Trozzo
14 The UK service obligation: what do the public think and how do they value it? 199
   Rob Sheldon and Alison Lawrence
15 Assessing anti-competitive behavior in a postal market 217
   Mary Davies
16 Price discrimination in the postal sector and competition law 230
   Damien Geradin
17 Price discrimination and price differentiation within direct mail 243
   Felipe Flórez Duncan, Dawn Longman, Leonardo Mautino and Paul Dudley
18 The economics of postal payment channels and EU postal VAT 257
   Tim Walsh
19 Impact of VAT exemptions in the postal sector on competition and welfare 267
   Helmut Dietl, Christian Jaag, Markus Lang, Martin Lutzenberger and Urs Trinkner
20 Competition and regulation in the Italian postal market 281
   Vincenzo Visco Comandini and Francesca Mazzarella
21 Strategic responses to recession: a comparison of the United States Postal Service to leading companies 292
   Norma Nieto, Keith Strange and William Takis
22 The United States Postal Service business model: lessons from the American railroad industry? 306
   David M. Levy and Matthew D. Field
23 Financial inclusion and postal banking: is the survival of posts also there? 319
   José Ansón and Joëlle Toledano
24 The dual trend towards operational efficiencies and social regulation in European postal services 336
   Dominique Bailly and Margaux Meidinger
25 Sustainable growth and the postal sector: universal service versus environmental protection 351
   François Boldron, Claire Borsenberger, Helmuth Cremer, Philippe De Donder, Denis Joram and Bernard Roy
26 Offering sensor network services using the postal delivery vehicle fleet 366
   Michael J. Ravnitzky