

Contents

<i>List of sponsors</i>	vii
<i>Preface and acknowledgements</i>	viii
1 Competitive strategies under FMO and intermodal competition <i>Michael A. Crew and Paul R. Kleindorfer</i>	1
2 Invoicing in 16 European countries <i>Kari Elkelä</i>	20
3 Does the level of price elasticity change with the progression of substitution? <i>Heikki Nikali</i>	36
4 Understanding the impact of e-substitution on letter mail volumes: a multi-country panel study <i>Meloria Meschi, Matthew Cherry, Carla Pace and Milena Petrova</i>	47
5 The future of the Portuguese postal sector and the role of CTT <i>Alberto Pimenta and António Manuel Amaral</i>	61
6 Optimal pricing for mail and welfare implications in a communications market <i>Philippe De Donder, Helmuth Cremer, Paul Dudley and Frank Rodriguez</i>	73
7 UK letter mail demand: a content-based time-series analysis using overlapping market survey statistical techniques <i>Catherine Cazals, Jean-Pierre Florens, Leticia Veruete-McKay, Frank Rodriguez and Soterios Soteri</i>	91
8 Postal markets and electronic substitution: implications for regulatory practices and institutions in Europe <i>Martin Maegli, Christian Jaag, Martin Koller and Urs Trinkner</i>	109
9 How many outlets if the USP does not face any USO? A cross-country comparison <i>Claire Borsenberger, Denis Joram and Bernard Roy</i>	123
10 Costing the universal service: evaluating the demand response <i>Isabelle Carslake, George Houpis and Christian Strobel</i>	142
11 State funding and cost sharing of the USO under the 2008 EU Postal Services Directive <i>Richard Eccles</i>	152
12 Econometric models and the evolution of the French post office network <i>François Boldron, Frédérique Fève, Jean-Pierre Florens, Clémence Panet-Amaro and Christophe Valognes</i>	163
13 Evaluating the demand effects of reductions in the frequency of delivery service <i>Edward S. Pearsall and Charles L. Trozzo</i>	173

14	The UK service obligation: what do the public think and how do they value it? <i>Rob Sheldon and Alison Lawrence</i>	199
15	Assessing anti-competitive behavior in a postal market <i>Mary Davies</i>	217
16	Price discrimination in the postal sector and competition law <i>Damien Geradin</i>	230
17	Price discrimination and price differentiation within direct mail <i>Felipe Flórez Duncan, Dawn Longman, Leonardo Mautino and Paul Dudley</i>	243
18	The economics of postal payment channels and EU postal VAT <i>Tim Walsh</i>	257
19	Impact of VAT exemptions in the postal sector on competition and welfare <i>Helmut Dietl, Christian Jaag, Markus Lang, Martin Lutzenberger and Urs Trinkner</i>	267
20	Competition and regulation in the Italian postal market <i>Vincenzo Visco Comandini and Francesca Mazzarella</i>	281
21	Strategic responses to recession: a comparison of the United States Postal Service to leading companies <i>Norma Nieto, Keith Strange and William Takis</i>	292
22	The United States Postal Service business model: lessons from the American railroad industry? <i>David M. Levy and Matthew D. Field</i>	306
23	Financial inclusion and postal banking: is the survival of posts also there? <i>José Ansón and Joëlle Toledano</i>	319
24	The dual trend towards operational efficiencies and social regulation in European postal services <i>Dominique Bailly and Margaux Meidinger</i>	336
25	Sustainable growth and the postal sector: universal service versus environmental protection <i>François Boldron, Claire Borsenberger, Helmuth Cremer, Philippe De Donder, Denis Joram and Bernard Roy</i>	351
26	Offering sensor network services using the postal delivery vehicle fleet <i>Michael J. Ravnitzky</i>	366