

**Rutgers University, Graduate School of Management
Center for Research in Regulated Industries
Advanced Workshop in Regulation and
Public Utility Economics
TENTH ANNUAL EASTERN CONFERENCE**

Otesaga Hotel, Cooperstown, New York
Wednesday, May 29 to Friday, May 31, 1991



**Graduate School of Management
Center for Research in Regulated Industries**

**Advanced Workshop in Regulation and
Public Utility Economics**

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EASTERN CONFERENCE**

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**Otesaga Hotel
Cooperstown, New York**

The *Center for Research in Regulated Industries* aims to further the study of regulation by research in economics, finance, and institutions. Its publications, seminars, workshops, and courses make available the latest advances to academics, managers, and regulatory commission staff. The Center's *Journal of Regulatory Economics* is an international scholarly quarterly intended to provide a forum for the highest quality research in regulatory economics.

APPLICATION PROCEDURES

Please complete the attached application form and return it by **April 15, 1991**. Applications received after this date will be accepted on a space available basis. The fee for the Conference is **\$595** per person. This includes learning materials, receptions, and coffee breaks; it does not cover other food and lodging which are to be paid directly to the hotel by the participant. For participants affiliated with governmental and other non-profit organizations, there is a reduced rate of **\$300** per person.

HOTEL RESERVATIONS

Sufficient rooms are reserved at the Otesaga Hotel for all of the Conference participants. Participants should register for the conference by returning the application form. Hotel reservation forms will be sent to participants after their conference application forms have been received.

CONFERENCE FACULTY AND STAFF

Linda S. Brennan, Administrative Assistant, Graduate School of Management, Rutgers University

Michael A. Crew, Professor of Economics, Graduate School of Management, Rutgers University

Keith Crocker, Associate Professor of Economics, Pennsylvania State University

Paul Kleindorfer, Universal Furniture Professor of Economics and Decision Sciences, University of Pennsylvania

Thomas A. Abbott, III, Assistant Professor of Economics, Graduate School of Management, Rutgers University

Paul K. Dygert, Visiting Lecturer in Economics, Graduate School of Management, Rutgers University

For further information, please contact:

Michael A. Crew

Center for Research in Regulated Industries

Graduate School of Management

Rutgers University

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Newark, NJ 07102

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**TENTH ANNUAL EASTERN CONFERENCE OF THE ADVANCED
WORKSHOP IN REGULATION AND PUBLIC UTILITY ECONOMICS**

Wednesday, May 29, 1991

4:30 - 6:00 **Welcome to Conference**—Michael Crew
Brooks Albery and Mark Sievers: Strategic Allocation of Overhead:
 The Application of Traditional Predation Tests to Multiproduct Firms
Brian J. McGlinchy and William M. Takis: The Restructuring of the
 Electricity Sector in New Zealand: Applications of the Economic Prin-
 ciples of the Competition and Contestability

6:00 **Cocktail Hour**

7:00 **Dinner and Speech**
Thomas H. Norris, Corporate Vice President, AT&T

Thursday, May 30, 1991

9:00 - 10:30 Chair: Kent Bjornstad
 Discussants: William E. Kovacic and Richard Simnett
David J. Salant: Behind the Revolving Door: A New View of Public
 Utility Regulation
Paul K. Dygert: Productivity and Information Intensity: Some Further
 Evidence

10:30 - 10:45 **Coffee Break**

10:45 - 12:15 **Concurrent Sessions:**

Chair: John Dura
 Discussants: Nicholas A. Vlisides and Roger Woock
Charles M. Clemmons: An Hypothesis: Exchange Carrier Provision
 of Enhanced Services Under an Alternative Regulatory Framework
Von K. McConnell: The Economics of the U.S. ISDN Standardization
 Process
Alexander C. Larson and Terrence J. Schroepfer: A Roadmap for
 the Regulation of New Technologies: The Case of Wireless Com-
 munications

Chair: William J. Deehan
 Discussants: Robert Camfield, Eugene T. Mehan and Glenn Meyers
Jesus C. Dumagan and Timothy D. Mount: Measuring the Welfare
 Effects of Environmental Externalities: Theory and Applications to
 Household Energy Demand in New York State
Michael J. Kelleher: The Importance of Including Consumer's
 Surplus in Demand-Side Management Cost Effectiveness Analysis
Howard M. Spinner: Comparison of Percentage of Income Plans to
 Fixed Credits as a Means of Providing Energy Assistance to Low In-
 come Households

12:15 - 1:45 **Lunch**

1:45 - 3:00 **Concurrent Sessions:**

Chair: Richard Onofry
 Discussants: Joseph C. Schuh and David Treworgy
Michael D. Bradley, Jeffrey L. Colvin and Marc A. Smith: Measur-
 ing Cost for Setting Rates in a Multiproduct, Multistage Firm: The U.S.
 Post Office
Shimon Awerbuch: Evaluating the Benefits and Costs of New Tech-
 nology: The Case of Photovoltaics

Chair: William M. Newman
 Discussants: Thomas A. Abbott and Joseph P. Gatto
John V. Colias: Estimation of Time of Day/Week Own- and Cross-
 Price Elasticities: A Comparison of Continuous and Discrete Models of
 Local Usage
Joseph G. Hirschberg: Hourly Price Elasticities

3:00 **Exercise Break**

6:00 **Cocktail Hour**

7:00 **Dinner and Speech**
Peter A. Bradford, Chairman, New York Public Service Commission

Friday, May 31, 1991

9:00 - 10:50 Chair: Gerald A. Tlapa
 Discussants: David Korn and Saikat Sen
Jain-Shing Chen and R. Bruce Williamson: Residential Demand for
 White Pages Directory Listings: A Discrete Choice Analysis
Mike Roberson and Todd Waletzki: An Integrated Demand Model
 for Business IntraLATA Toll Services: Almost Ideal Demand System

10:50 - 11:10 **Coffee Break**

11:10 - 12:55 Chair: Daniel J. Lane
 Discussants: Keith J. Crocker, Kent Currie and Cindy Rhodes
Mike Nelson: Pay-per-call Information Services
Thomas P. Lyon: Anonymous Regulatory Mechanisms with Non-Stationary
 Costs
Victor Glass: Estimating Optimal Tariff Areas under Price Caps

12:55 - 1:00 **Closing Remarks**—Michael Crew

1:00 **Lunch**

SPEAKERS, DISCUSSANTS AND CHAIRPERSONS

Brooks Albery, Manager—Regulatory Policy & Coordination, US Sprint/United Telecom
Shimon Awerbuch, Assistant Professor of Finance, University of Lowell
Kent Bjornstad, Staff Manager—Business Research, Bell Atlantic
Michael D. Bradley, Associate Professor of Economics, George Washington University
Robert Canfield, Strategic Planner, Southern Company
Jain-Shing Chen, Area Manager—Demand Analysis, Southwestern Bell
Charles M. Clemmons, Mgr.—Reg. & Legislative Policy, GTE Telephone Operations
John V. Colias, Staff Manager, BellSouth Services
Jeffrey L. Colvin, Principal Economist, United States Postal Service
Kent Currie, Manager—Cost Methods, Ohio Bell Telephone
William J. Deehan, Director, Central Vermont Public Service
Jesus C. Dumagan, Agricultural Economics, Cornell University
John Dura, Manager, Bell Communications Research
Joseph P. Gatto, Staff Manager—Demand Analysis, AT&T Communications
Victor Glass, Group Manager, National Exchange Carrier Association
Joseph G. Hirschberg, Assistant Professor, Southern Methodist University
Michael J. Kelleher, Associate Corporate Planner, Niagara Mohawk Power Corp.
David Korn, Staff Manager, AT&T
William E. Kovacic, Associate Professor, George Mason University School of Law
Daniel J. Lane, Director—Capital Recovery, New York Telephone
Alexander C. Larson, Senior Economist, Southwestern Bell
Thomas P. Lyon, Assistant Professor, Bus. Econ. & Public Policy, Indiana University
Von K. McConnell, Regulatory & Managerial Economist, Bell Atlantic
Brian J. McGlinchy, Senior Executive Engineer, Electricity Supply Assn. of New Zealand
Eugene T. Meehan, Vice President, Energy Management Associates
Glenn Meyers, Senior Economist, Economic Studies
Timothy D. Mount, Professor, Agricultural Economics, Cornell University
Mike Nelson, Regulatory Director, US Sprint/United Telecom
William M. Newman, District Staff Manager, Diamond State Telephone
Richard Onofry, Manager—Ind. Power & Cogeneration, Orange & Rockland Utilities
Cindy Rhodes, Staff Manager—Strategic Access Costs, AT&T
Mike Roberson, Manager—Demand Analysis, Southwestern Bell
David J. Salant, Senior Member of Technical Staff, GTE Laboratories
Terrence J. Schroepfer, Area Manager—Economics, Southwestern Bell
Joseph C. Schuh, Director—Economics, Orange and Rockland Utilities
Saikat Sen, Staff Manager, AT&T
Mark Sievers, Director—Regulatory Policy & Coordination, US Sprint/United Telecom
Richard Simnett, District Manager, Bell Communications Research
Marc A. Smith, Principal Economist, United States Postal Service
Howard M. Spinner, Senior Rate Economist, Central Vermont Public Service
William M. Takis, Manager, Price Waterhouse
Gerald A. Tlapa, District Manager—Cost & Rates, Bell Communications Research
David Treworgy, Senior Consultant, Price Waterhouse
Nicholas A. Vlisides, District Manager—Business Services Pricing, Michigan Bell
Todd Waletzki, Corporate Manager—Strategic Marketing, Southwestern Bell
R. Bruce Williamson, Manager—Demand Analysis, Southwestern Bell
Roger Woock, Member Technical Staff, Bell Communications Research

Rutgers, The State University of New Jersey
Graduate School of Management
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Application

Name _____

Title _____

Company _____

Address _____

Telephone Number _____

Billing Information:

Payment enclosed*

Send invoice to participant at above address

Send invoice to: _____

Fees: The fee for the conference is \$595 per person which includes beverages and instructional materials. Food and lodging are not included.

Government Rate: Members of non-profit organizations may apply for the reduced enrollment fee of \$300 per person.

I would like to apply for the government rate of \$300.

Volume Discount: Second and subsequent applications received in the same envelope will receive a 5% volume discount.

Telephone Reservations: You may register for the Conference by telephone (201-648-5049), however, your call should be followed up by a completed signed application form.

This form confirms a telephone reservation.

CANCELLATION POLICY: Until April 15, 1991 refunds will be allowed in full. After this date the conference fee is due in full whether or not the participant actually attends the conference. Substitutions may be made at any time.

Signature of Participant: _____

Please return completed application form by **April 15, 1991**** to:

Linda S. Brennan, Rutgers University, Graduate School of
Management, 180 University Avenue, Newark, NJ 07102

or FAX your application to: (201)648-1348.

* Make check payable to "Rutgers University." Credit cards are *not* acceptable for payment of conference fees.

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