

Seventh Conference on Postal and Delivery Economics:

CURRENT DIRECTIONS IN POSTAL REFORM

UPDATED PROGRAM!

June 23–26, 1999
Sintra, Portugal

THE STATE UNIVERSITY OF NEW JERSEY
RUTGERS

Presented by
CENTER FOR RESEARCH IN REGULATED INDUSTRIES
at Rutgers University

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CURRENT DIRECTIONS IN POSTAL REFORM

Wednesday, June 23, 1999

- 5:00 - 6:00 pm Registration
- 6:00 Reception
- 7:00 Welcome and Introduction to Conference: *(Arcos Room)*
Michael A. Crew and Paul R. Kleindorfer
Dinner & Speech: **Emilio Rosa**,
Presidente do Conselho de Administração, CTT Correios de Portugal
- 9:00 After Dinner Drinks

Thursday, June 24, 1999

- 7:30 a.m. Breakfast *(Restaurant)*
- 9:00 - 10:40 **Concurrent Sessions**
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| STRATEGIC ALLIANCES/
ACQUISITIONS <i>(D. João II)</i> | ABC AND POSTAL
COSTING <i>(D. João IV)</i> |
| Chair: Edward E. Horgan, Jr.
Discussants: Jose M. Marcos and
Börje Spong
James I. Campbell: Public Postal
Operators: Acquisitions in the
Competitive Arena
Klaus Moller Hansen and Paul A.
Halberg: Strategic Alliances as a
Tool Towards a Liberalized
European Postal Sector
Tim Walsh: Globalization and the
Postal Sector: Implications for
Governance | Chair: Peter Johnson
Discussants: Mary Kay Perkins and
John Pickett
Michael Bradley and William R.
Price: ABC and the Fully Distributed
Cost Trap
Alistair Preston and Shimon
Awerbuch: An Activity Based
Costing Analysis of U.S. Postal
Service Operations
Richard P. Waterman, Donald
Rubin, Andrew Gelman, and Neal
Thomas: Simulation Models for
Measuring the Precision and
Sensitivity of Cost Estimates |
- 10:40 - 11:00 Coffee Break
- 11:00 - 12:40 **Concurrent Sessions**
- | | |
|---|--|
| PROJECTIONS <i>(D. João II)</i> | COUNTRY EXPERIENCE I <i>(D. João IV)</i> |
| Chair: William Johnstone
Discussants: Thomas Baldry
Mary Bundy and Roger McCune:
Canada Post's Experience in New
Electronic Services
Peter Hanley and Gregory Schmid:
Mail-Intensive Industries to 2010:
Changing Communications | Chair: David A. Rawnsley
Discussants: João Bilhim, Stephen
Ferguson, and Yann Pétel
Peter Andersson: Entry on
Deregulated Postal Markets:
Lessons from Sweden
Raymond Van Doorn: Ten Years
Privatization of PTT Post in the
Netherlands and Challenges for the
Future
Joao Confraria: Postal Services
Regulation in Portugal |

12:40 - 2:00

Lunch

(Ardens Marquee)

2:00 - 3:15

Concurrent Sessions

ENTRY *(D. João II)*

Chair: António Nogueira Leite
Discussants: José Soares and David Storer

Helmuth Cremer, Jean-Pierre Florens, Andre Grimaud, Sarah Marcy, Bernard Roy, and Joëlle Toledano: Entry and Competition in the Postal Market: Foundations for the Construction of Entry Scenarios

Ian Reay: Liberalizing Postal Markets: Reducing the Weight/Price Threshold

Ulrich Dammann: Competition by Licensing: One Year of Experience in Germany

COUNTRY EXPERIENCE II *(D. João IV)*

Chair: Kathleen E. Synnott
Discussants: Rohan Malhotra, Mary Kay Perkins, and Wolfgang Pordzik

John Pickett, Mary Elcano, and R. Andrew German: Postal Liberalization: Applicability of European Postal Liberalization to the U.S.

James Sauber, Dale Belman, and Robert Bjorkenwall: Sweden's Postal Deregulation and the Lessons for the United States

Christian Schunck: Perspectives for Fair Competition on the EU's Postal Markets

3:15

Break

6:00

Reception

7:00

Dinner & Speech: **Sheldon Bell** *(Arcos Room)*
Senior Vice President and Chief Financial Officer, Canada Post Corporation

9:00

After Dinner Drinks

Friday, June 25, 1999

7:30 a.m.

Breakfast

(Restaurant)

9:00 - 10:40

Concurrent Sessions

STRATEGY *(D. João II)*

Chair: Jack Mayer
Discussants: Susan C. Deagle and Gary S. Jensen

Brad Burlingham and Derek Osborn: Organizational Responses to Strategic Challenges in the Postal Sector

Robert Reisner: Business Strategy and the Posts: The Case of the USPS

Alan Robinson and Hank Klassen: Piecing Together a USPS Competitor

ACCESS *(D. João IV)*

Chair: Sarah S. Prosser
Discussants: Helena Camacho and Hans Peter Teufers

Christopher Brehm, Michael Bradley, Catherine Stanmeyer, and David Storer: Accessing the Postal Network

Allison Conrad, John Pickett, and David Treworgy: Access Pricing for USPS: An Initial Discussion of Issues and Practicalities

Peter MacKechnie, Michael Kehoe and Joseph Poellnitz: What's Price Got to do With It? How Postal Administrations Can Use Price as a Strategic Tool

10:40 - 11:00

Coffee Break

11:00 - 12:40

Concurrent Sessions

ESTIMATION I *(D. João II)*

Chair: George A. Omas
Discussants: John Dodgson and Donald O'Hara

Cathy Cazals, Marc De Rycke, P. Aligon, A. Dessertaine, and S. Oulieu Rouzaud: Postal Delivery Costs and Efficiency: An Analysis on French Panel Data

Antoinette J. Crowder and William C. Miller: Optimal Pricing of Mail Sortation and Transportation

Philip Hatfield and Jennifer Eggleston: Measuring Distance-Related Transportation Costs in Postal Networks

POSTAL REFORM ISSUES *(D. João IV)*

Chair: Oluf Raldorf
Discussants: Stephen Agar and Ashley Lyons

Pekka Leskinen: Postal Operators and Their Liabilities for the USO Services

Michael A. Crew and Paul R. Kleindorfer: Privatization: The Future of Postal Service!

12:40 - 2:00

Lunch

(Ardens Marquee)

2:00 - 3:30

Concurrent Sessions

ESTIMATION II *(D. João II)*

Chair: William R. Price
Discussants: Donald O'Hara, and Diego Piacentino

Heikki Nikali: Customer-Specific Demand Models for Different Communication Means

Alberto Pimenta, Ricardo Santos, and Sergio Lagoa: Evolution of Technical Efficiency in CTT Correios de Portugal by International Comparison

TRANSACTIONS COSTS *(D. João IV)*

Chair: Nancy S. Sparks
Discussants: Robert Campbell and David Treworgy

Shirish Joshi, Leon Pinstov and Theresa Biasi: Economic Effects of an Information-Rich Mailing System on Work Sharing

John Haldi and John Schmidt: Transactions Costs and Distribution Channels in the Postal Retail Market

Norihiro Kasuga and Akio Torii: Long-term Relationship for Dealings Between the Shipper and Truck Carrier in Japan

3:30

Break

6:30

Reception

7:30

Dinner & Speech: **Peter Melanson** *(Arcos Room)*
Vice President—Electronic Services and Federal Government Accounts, Canada Post Corporation

9:30

After Dinner Drinks

Saturday, June 26, 1999

7:00 a.m.	Breakfast	<i>(Restaurant)</i>
8:00 - 9:45	ANTITRUST	<i>(D. João I)</i>
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Chair: Catherine Churchard Discussants: Antonio Garcia-Mon, Alex Nourry, and Gerard Power Tony Reeves: Background and Introduction: EU Antitrust in the Postal Sector William E. Kovacic: How the Duty to Provide Access Might Facilitate Collusion Monika Plum and Cara Schwarz-Schilling: Defining Postal Markets: An Antitrust Perspective Vincenzo Visco-Comandini: Antitrust Versus Regulation Issues in the Postal Sector: Lessons From the Italian Hybrid Mail Case		
9:45 - 12:55	USO	<i>(D. João I)</i>
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Chair: John Dolling Commentary: John C. Panzar Robert Cohen, William Ferguson, John Waller, and Spyros Xenakis: Does the USPS Need a Monopoly to Carry Out Its Universal Service Obligation? Michael A. Crew and Paul R. Kleindorfer: Funding the USO Under Liberalization Marshall Kolin: The Vulnerability of USPS To Loss of Worksharing Mail Delivered to Residences Jeffrey Colvin and Michael Bradley: Issues in Measuring the Cost of Universal Service Richard Robinson and Frank Rodriguez: Liberalization of the Postal Market and the Cost of the USO Francoise L. Bartheemy and Joëlle Toledano: In France, Mail Goes Where the Money and Businesses Are		
11:00 - 11:20	Coffee Break	
12:55 - 1:00	Concluding Remarks —Michael A. Crew	
1:00 - 2:00	Lunch (Conference Ends)	<i>(Ardens Marquee)</i>

Recent Publications

The following edited books resulted from previous Postal Conferences:

- *Commercialization of Postal and Delivery Services: National and International Perspectives*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1994
- *Managing Change in the Postal and Delivery Industries*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1997
- *Emerging Competition in Postal and Delivery Services*, edited by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1999

The following is a text on postal economics:

- *The Economics of Postal Service*, by M.A. Crew and P.R. Kleindorfer, Kluwer Academic Publishers, 1992

All books are published by Kluwer Academic Publishers. For information on ordering the books, please contact Linda Brennan at the Center for Research in Regulated Industries or check the web site: www.rci.rutgers.edu/~crrl

SPEAKERS, DISCUSSANTS, AND CHAIRS

STEPHEN AGAR, Assistant Director—Postal Services and Regulation Division, U.K. Post Office Legal Services

P. ALIGON, La Poste

PETER ANDERSSON, Professor, Linköping University

SHIMON AWERBUCH, Independent Economist, Nashua, NH, USA

THOMAS BALDRY, Director—New Business Sectors, Deutsche Post

DALE BELMAN, Professor of Economics, University of Wisconsin

FRANÇOISE BERTHELEMY, Head Manager, SOFRES

THERESA BIASI, Manager, International Concepts Development, Pitney Bowes Inc.

JOÃO BILHIM, Professor, Lisbon University and CTT Training and Development Director, Portuguese Post

ROBERT BJORKENWALL, SEKO-Swedish Communications and Service Workers Union

MICHAEL BRADLEY, Professor of Economics, George Washington University

CHRISTOPHER BREHM, Principal Consultant, PricewaterhouseCoopers

MARY BUNDY, Director, LINX

BRAD BURLINGHAM, Senior Consultant, U.K. Post Office

HELENA CAMACHO, CTT Planning Director, Portuguese Post

JAMES I. CAMPBELL, Attorney, Washington, DC, USA

ROBERT CAMPBELL, Professor of Political Studies, Trent University

CATHY CAZALS, Researcher, IDEI - University of Toulouse

CATHERINE CHURCHARD, Legal Services Director, U.K. Post Office Legal Services

ROBERT COHEN, Director, Rates Analysis & Planning, U.S. Postal Rate Commission

JEFFREY COLVIN, Principal Economist, U.S. Postal Service

JOAO CONFRARIA, Board Member & Prof. of Ec., Catholic Univ. of Lisbon, Instituto das Comunicacoes de Portugal

ALLISON CONRAD, Consultant, PricewaterhouseCoopers

HELMUTH CREMER, Professor of Economics, Institut D'Economie Industrielle (IDEI)

MICHAEL A. CREW, Professor of Economics and Director, Center for Research in Regulated Industries, Rutgers University

ANTOINETTE J. CROWDER, Senior Analyst, TRANSCOMM, Inc.

ULRICH DAMMANN, Regulatory Authority for Telecommunications and Posts, Germany

SUSAN C. DEAGLE, Manager, PricewaterhouseCoopers

MARC DE RYCKE, La Poste

ALAIN DESSERTAINE, Statistician, La Poste

JOHN DODGSON, Associate Director, NERA

JOHN DOLLING, Head of Commercial Policy, Royal Mail

MARY S. ELCANO, General Counsel, Senior Vice President, U.S. Postal Service

STEPHEN FERGUSON, Manager-Regulatory Affairs, An Post (The Irish Post Office)

WILLIAM FERGUSON, Assistant Director, U.S. Postal Rate Commission

JEAN-PIERRE FLORENS, Directeur de Recherche, IDEI

ANTONIO GARCIA-MON, General Counsel, Spanish Post Office

ANDREW GELMAN, Associate Professor of Statistics, Columbia University

R. ANDREW GERMAN, Managing Counsel—Legal Policy, U.S. Postal Service

ANDRE GRIMAUD, Professor of Economics, Institut D'Economie Industrielle

PAUL A. HALBERG, Principal Consultant, PricewaterhouseCoopers

JOHN HALDI, President, Haldi Associates, Inc.

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WILLIAM JOHNSTONE, Managing Counsel, U.S. Postal Service

SHIRISH JOSHI, Principal Engineer, Pitney Bowes, Inc.

NORIHIRO KASUGA, Researcher, Institute for Posts and Telecommunications Policy, MPT

MICHAEL KEHOE, Consultant, PricewaterhouseCoopers

HANK KLASSEN, Director, Postal Services International

PAUL R. KLEINDORFER, Universal Furniture Professor of Decision Sciences and Economics, University of Pennsylvania

MARSHALL KOLIN, Economist, U.S. Postal Service

WILLIAM E. KOVACIC, Professor of Law, George Washington University

ANTÓNIO NOGUEIRA LEITE, Professor of Economics, Nova University of Lisbon

ASHLEY LYONS, Manager—Pricing, U.S. Postal Service

LEA LYYTIKÄINEN, Finland Post

PETER MACKECHNIE, Principal Consultant, PricewaterhouseCoopers

ROHAN MALHOTRA, Public Affairs International, United Parcel Service

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ROGER MCCUNE, Director of Electronic Commerce, Canada Post Corporation

WILLIAM C. MILLER, Senior Analyst, TRANSCOMM, Inc.

HEIKKI NIKALI, Researcher, Finland Post Ltd.

ALEX NOURRY, Partner, Clifford Chance

DONALD O'HARA, Manager—Classification and Product Development, U.S. Postal Service

GEORGE A. OMAS, Commissioner, U.S. Postal Rate Commission

DEREK OSBORN, Senior Consultant, U.K. Post Office

SEVERINE OULIEU ROUZAUD, Economist, La Poste

JOHN C. PANZAR, Louis W. Menk Professor of Economics, Northwestern University

MARY KAY PERKINS, Associate Professor of Economics, Howard University

YANN PÉTEL, Ministere Delegue a la Poste

DIEGO PIACENTINO, Professor of Economics, Universita Roma

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ALBERTO PIMENTA, Director-Strategic Development, Portuguese Post

LEON A. PINTSOV, Fellow-Operations and Technology, Pitney Bowes Inc.

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SARAH S. PROSSER, Managing Attorney, International Regulatory Affairs, Federal Express

OLUF RALDORF, Director—Marketing, Post Denmark

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IAN REAY, Head of Competition and Regulation Policy, Royal Mail

TONY REEVES, Lawyer, Clifford Chance

ROBERT REISNER, Vice President-Strategic Planning, U.S. Postal Service

ALAN ROBINSON, Vice President, Postal Services International

RICHARD ROBINSON, Head of Operational Research, The UK Post Office

FRANK RODRIGUEZ, Head of Economics Group, U.K. Post Office

BERNARD ROY, Economist—Strategy Division, La Poste

DONALD B. RUBIN, Professor of Statistics, Harvard University

SPEAKERS, DISCUSSANTS, AND CHAIRS

JAMES SAUBER, Research Director, National Association of Letter Carriers

GREGORY SCHMID, Institute for the Future

JOHN T. SCHMIDT, Director-Postal Regulatory Affairs, Pitney Bowes, Inc.

CHRISTIAN SCHUNCK, Referent, Deutsche Post AG

CARA SCHWARZ-SCHILLING, Senior Economist, WIK

JOSÉ SOARES, Professor, Lusiada University

NANCY S. SPARKS, Managing Attorney—Government & Regulatory Affairs, Federal Express European Services Inc.

BÖRJE SPONG, Group Controller, Sweden Post

CATHERINE STANMEYER, Consultant, PricewaterhouseCoopers

DAVID STORER, Director, PricewaterhouseCoopers

KATHLEEN E. SYNNOTT, Vice President—Worldwide Postal Market Development, Pitney Bowes, Inc.

JOËLLE TOLEDANO, Chef du Service de la prospective, La Poste

AKIO TORII, Professor of Economics, Yokohama National University

DAVID TREWORGY, Director, PricewaterhouseCoopers

HANS PETER TEUFERS, Public Affairs, United Parcel Service

RAYMOND VAN DOORN, Ministry of Transport

VINCENZO VISCO-COMANDINI, Director for Strategies and Market Unit, Poste Italiane SpA

JOHN D. WALLER, Postal Rate & Classification Specialist, U.S. Postal Rate Commission

TIM WALSH, Director International Affairs & Business Strategy, Royal Mail International

RICHARD P. WATERMAN, Assistant Professor of Statistics, Wharton School-U. Penn

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Sture Wallander (Sweden Post)

CONFERENCE STAFF

Professor Michael A. Crew, Director—CRRI and
Conference Chair
Linda S. Brennan, Assistant Director—CRRI,
Conference Administrator
Center for Research in Regulated Industries
Graduate School of Management, Rutgers University
180 University Avenue, Newark, NJ 07102, U.S.A.
Telephone: 973-353-5049 (Office); 973-353-1348 (fax)

Michael Crew: 908-221-0524 (Home); 908-221-0435 (fax)

E-mail: mcrew@andromeda.rutgers.edu or

lbrennan@andromeda.rutgers.edu

Web: www.rci.rutgers.edu/~crrri

Professor Paul R. Kleindorfer, *Conference Co-Chair*
The Wharton School, University of Pennsylvania
Philadelphia, PA 19104, U.S.A.
Telephone: 215-898-5830; 215-573-2130 (fax)
E-mail: kleindorfer@wharton.upenn.edu

C.R.R.I.

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 regulators. The Center's **Journal of Regulatory Economics** is an international scholarly bi-monthly intended to provide a forum for the highest quality research in regulatory economics.

The **Center for Research in Regulated Industries** is pleased to be the recipient of *The Hermes Award, 1992*, awarded by the European Express Organization.

Registration Form

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IN POSTAL REFORM
Sintra, Portugal
June 23–26, 1999**

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TITLE _____

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- Employee of sponsoring organization*—fee waived.
 Payment of \$895 enclosed—check in U.S. dollars payable to Rutgers University.
 Charge to credit card:
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 Send invoice to participant at above address.
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CANCELLATION POLICY:

Until April 15, 1999 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, 1999** to:

Linda S. Brennan
Rutgers University
Center for Research in Regulated
Industries
180 University Avenue
Newark, NJ 07102, U.S.A.

or FAX your application to:
(973)353-1348.

* Sponsorship must be current for 1999.

FEEES AND EXPENSES

- A registration fee of \$895 is payable to the Center for Research in Regulated Industries.
- Food and lodging at the Conference are not included in the registration fee.
- The conference fee is waived for a limited number of employees of sponsoring organizations.

HOTEL INFORMATION

The Conference will be held in Sintra, Portugal, which is approximately 30 minutes from Lisbon. The conference site is:

Caesar Park Penha Longa

Estrada da Lagoa Azul, Linhó, 2710 Sintra, Portugal
Phone: 351-1-924-9011; Fax: 351-1-924-9007
E-mail: penhalongresort@mail.telepac.pt

Rooms at Caesar Park Penha Longa are limited and are available on a first-come-first-served basis. Rooms can be reserved only by faxing in the hotel reservation form. This form will be supplied to conference participants after their registration form is received. The rate is Pte 39,000 single or 56,000 double per night, including meals, service, and tax. For those wishing to extend their stay prior to June 23 or after June 26, the rate is Pte 25,000 single or 28,000 double per night, including breakfast, service, and tax.

Additional hotel rooms are available at:

Hotel Estoril Sol

Parque de Palmela, 2750 Cascais, Portugal
Phone: 351-1-483-9000; Fax: 351-1-483-2280

Hotel Estoril Sol is approximately 15 minutes from the conference site. The room rate is Pte 24,000 single or 26,000 per night double, including breakfast, service, and tax. To reserve rooms at Hotel Estoril Sol, please mention the name of the Conference.

Participants not staying at Caesar Park Penha Longa may join the group for meals (lunch and dinner) for Pte 14,000 per day, which is payable, in advance, to Rutgers University. Please contact the Center for Research in Regulated Industries no later than June 14 to register for meals.

POSTAL CONFERENCE 2000

The Center for Research in Regulated Industries is pleased to announce that the Postal Conference will be held in the Vancouver area in British Columbia, Canada, in the year 2000.