

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

**Catamaran Hotel, San Diego, California  
Wednesday, July 8 to Friday, July 10, 1992**

**APPLICATION PROCEDURES**

Please complete the attached application form and return it by **May 15, 1992**. Applications received after this date will be accepted on a space available basis. The fee for the Conference is **\$645** per person. This includes learning materials, receptions, coffee breaks, dinner on July 8, and lunch on July 9; 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 **\$345** per person.

**HOTEL RESERVATIONS**

Sufficient rooms are reserved at the Catamaran 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**

Thomas A. Abbott, III, Assistant Professor of Economics, Graduate School of Management, Rutgers University  
Linda S. Brennan, Administrative Assistant, Center for Research in Regulated Industries, Graduate School of Management, Rutgers University  
Michael A. Crew, Professor of Economics, Graduate School of Management, Rutgers University  
William E. Kovacic, Associate Professor, George Mason University School of Law  
Robert H. Patrick, Associate Professor of Mineral Economics, Colorado School of Mines

***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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**Graduate School of Management  
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**Advanced Workshop in Regulation and  
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WESTERN CONFERENCE**

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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.

FIFTH ANNUAL WESTERN CONFERENCE OF THE ADVANCED  
WORKSHOP IN REGULATION AND PUBLIC UTILITY ECONOMICS

Wednesday, July 8, 1992

- 4:30 - 6:00 **Welcome to Conference**—Michael Crew  
**Vernon L. Smith:** Electric Power Privatization in New Zealand: Status, Prospects, Problems and Theory  
**William E. Kovacic:** Whistleblower Bounty Lawsuits as Devices for Monitoring the Conduct of Regulated Firms
- 6:00 - 9:00 **Cocktail Hour, Dinner & Speech**  
Thomas A. Page, Chairman of the Board and Chief Executive Officer,  
San Diego Gas & Electric

Thursday, July 9, 1992

- 8:45 - 10:30 **Concurrent Sessions:**
- TELECOM** Chair: John J. Dura  
Discussants: Joseph F. Agnich, James Lechtenberg, and Dennis Weller  
**Michael A. Crew and Paul R. Kleindorfer:** Responsive Incentive Regulation for Local Exchange Carriers  
**Terrence J. Cooney, Jr.:** A Model: Integrating Modernization Needs into Incentive Regulation  
**John V. Colias and Carlos Salazar:** The Impact of IntraLATA Competition on the Local Exchange Carriers: A National Demand Equation for IntraLATA Toll Service
- DSM** Chair: Steven L. Kline  
Discussants: Marion V. Brown, Michael Robinson, and Fred J. Wells  
**John H. Chamberlin and Ahmad Faruqui:** Demand-Side Management: The Next Generation  
**Paul E. Hansen:** DSM Incentives: Are They Working?  
**Larry D. Schelhorse:** Incorporating Demand-Side Management Impacts into Total Factor Productivity Analysis
- 10:30 - 10:45 **Coffee Break**
- 10:45 - 12:15 **Concurrent Sessions:**
- GAS** Chair: Fred L. Curry  
Discussants: Steve Lango, Bruce Wetzcl, and Ralph Zarumba  
**James W. Hendrix:** Cost Options: Defining Utility Responses to Competitive Markets  
**G. Alan Comnes:** Using Marginal Costs in the Pricing of Natural Gas Services in California: An Overview of Methods and Critical Issues  
**Donald B. Clemons:** Equilibrium Study of Regional Gas Prices in North America

- Electric/ Environment** Chair: Richard L. Mucci  
Discussants: Dennis M. Keane, Winifred C. Walters, and Eric C. Woychik  
**Robin J. Walther:** Introducing Marketable Emission Permits and Pollution Taxes to Utility Resource Planning  
**Victor Niemeier:** Emission Trading: Effects on Utility Planning and Operations  
**Robert H. Patrick:** Environmental Regulation Effects on Utility Profitability and Direction

12:15 - 1:45 **Luncheon**

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

- Demand Analysis** Chair: Stephen Pociask  
Discussants: Kenneth C. Bailey and Mark Sievers  
**Carlos Salazar and John V. Colias:** The Demand for AIN Features Among Wireless Users: A Rank Ordered Logit Approach  
**John S. Watters:** An Econometric Model of the Demand for IntraLATA MTS Pricing Plans

- Electricity Transmission** Chair: John L. Jurewitz  
Discussants: Cliff Rochlin and Gregory M. Duncan  
**Paul T. Hunt, Jr.:** Supply Procurement for Uncertain Future Demand Under Regulation  
**Edward Kahn:** Regulation and Transmission Planning for Electric Power

3:00 **Exercise Break**

Friday, July 10, 1992

- 9:00 - 10:50 Chair: Stephen B. Levinson  
Discussants: Thomas A. Abbott, III, Jasmin Ansar, and Barbara Cherry  
**Timothy J. Brennan:** Comparing the Cost and Benefits of Diversification by Regulated Firms  
**Anjali Sheffrin:** Cost of Pseudo Market Incentives in Electric Utility Regulation  
**Dewey Seeto and Shu-Dong He:** Optimal Decisionmaking in Electric Utility 'One Shot' Situations: Why Expected Values Don't Always Lead You to the Right Choices
- 10:50 - 11:10 **Coffee Break**
- 11:10 - 12:55 Chair: Michael R. Hoover  
Discussants: Brenda Kahn, Mary Simpson, and William M. Takis  
**Padmanabhan Srinagesh:** The Economics of Broadband Services: Product Line Pricing  
**Robert J. Michaels:** A Theory of the Public Utility Obligation  
**Lon L. Peters:** Vertical Integration, Horizontal Co-Ordination, and Innovation in the Electric Power Industry
- 12:55 - 1:00 **Closing Remarks**—Michael Crew

Rutgers, The State University of New Jersey  
Graduate School of Management  
Center for Research in Regulated Industries  
Advanced Workshop in Regulation and Public Utility Economics  
**Fifth Annual Western Conference**  
Catamaran Hotel, San Diego, California, July 8-10, 1992

## Application

Name \_\_\_\_\_  
Title \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_

Telephone Number \_\_\_\_\_  
Fax Number \_\_\_\_\_

### Billing Information:

- Payment enclosed\*  
 Send invoice to participant at above address  
 Send invoice to: \_\_\_\_\_

**Fees:** The fee for the conference is \$645 per person which includes beverages and instructional materials. Food (except as stated in program) and lodging are not included.

**Government Rate:** Members of non-profit organizations may apply for the reduced enrollment fee of \$345 per person.

- I would like to apply for the government rate of \$345.

**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 May 15, 1992 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 **May 15, 1992\*\*** to:

Linda S. Brennan, Rutgers University, Graduate School of  
Management, 180 University Avenue, Newark, NJ 07102  
or FAX your application to: (201)648-1348.

## SPEAKERS, DISCUSSANTS AND CHAIRPERSONS

*Joseph F. Agnich*, Exec. Director—Pub. Pol. & Reg. Matters, Bell Communications Research  
*Jasmin Ansar*, Energy Economist, Pacific Gas & Electric  
*Kenneth C. Bailey*, Manager, U.S. West Communications  
*Timothy J. Brennan*, Associate Professor, University of Maryland, Baltimore  
*Marion V. Brown*, Manager—Market Research, Southern California Edison  
*John H. Chamberlin*, Partner, Barakat & Chamberlin, Inc.  
*Barbara Cherry*, Director—Government Affairs, AT&T  
*Donald B. Clemons*, Program Specialist, CA Public Utilities Commission  
*John V. Colias*, Staff Manager, BellSouth Telecommunications  
*G. Alan Connes*, Regulatory Analyst, CA Public Utilities Commission  
*Terry J. Cooney, Jr.*, Managing Director, New York Telephone  
*Fred L. Curry*, Chief—Water Branch, CA Public Utilities Commission  
*Gregory M. Duncan*, Principal Member—Technical Staff, GTE Labs  
*John J. Dura*, Manager, Bell Communications Research  
*Ahmad Faruqi*, Principal, Barakat & Chamberlin, Inc.  
*Paul E. Hansen*, Senior Planner, Pacific Gas & Electric  
*Shu-Dong He*, Rate Analyst, Pacific Gas & Electric Co.  
*James W. Hendrix*, Senior Special Studies Analyst, Southern California Gas Company  
*Michael R. Hoover*, Senior Planning Engineer, Southern California Edison  
*Paul T. Hunt, Jr.*, Regulatory Economics Consultant, Southern California Edison  
*John L. Jurewitz*, Manager—Regulatory Policy, Southern California Edison  
*Brenda Kahn*, Staff Manager—Government Affairs, AT&T  
*Edward Kahn*, Group Leader, Lawrence Berkeley Laboratory  
*Dennis M. Keane*, Senior Planner, Pacific Gas and Electric  
*Steven L. Kline*, Manager—Corporate Planning, Pacific Gas & Electric  
*Steve Lango*, Pricing Analyst, San Diego Gas & Electric  
*James Lechtenberg*, Director—Marketing Financials, Pacific Bell Telephone  
*Stephen B. Levinson*, Government Affairs—Regulatory Policy Analysis, AT&T  
*Robert J. Michaels*, Professor of Economics, California State University at Fullerton  
*Richard L. Mucci*, Manager—Statistical Studies, Bell Atlantic  
*Victor Niemeyer*, Program Manager, Electric Power Research Institute  
*Lon L. Peters*, Senior Economist, Public Power Council  
*Stephen Pociask*, Manager, Bell Atlantic  
*Michael Robinson*, Senior Energy Economist, PSI Energy  
*Cliff Rochlin*, Electric Energy Analyst, Southern California Gas Company  
*Carlos Salazar*, Planning & Research Economist, BellSouth Telecommunications  
*Larry D. Schelhorse*, Principal Economic Advisor, San Diego Gas & Electric  
*Dewey Seeto*, Senior Rates Analyst, Rate Department, Pacific Gas & Electric  
*Anjali Sheffrin*, Economic & Fin. Planning Manager, Sacramento Municipal Utility District  
*Mark Sievers*, Director of Regulatory Policy, US Sprint  
*Mary Simpson*, Manager—Regulatory Finance, Southern California Edison  
*Vernon L. Smith*, Research Director—Economic Science Laboratory, University of Arizona  
*Padmanabhan Srinagesh*, Member Technical Staff, Bell Communications Research  
*William M. Takis*, Manager, Price Waterhouse  
*Winifred C. Walters*, Director—GRC, Revenue Requirements, Pacific Gas & Electric  
*Robin J. Walther*, Senior Engineer, Southern California Edison  
*John S. Watters*, Area Manager—Demand Analysis, Southwestern Bell Telephone  
*Dennis Weller*, Manager—Industry Policy, GTE  
*Fred J. Wells*, Principal Economist, United States Postal Service  
*Bruce Wetzel*, Senior Forecasting Analyst, Southern California Gas  
*Eric C. Woychik*, Manager—Utility Economics, Synergic Resources Corp.  
*Ralph Zarumba*, Specialist—Corporate Planning, Wisconsin Electric Power Company

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

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