



**Dr. Urs Trinkner, M.B.L.-HSG**  
Managing Partner

## Contact Information

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## Area of Expertise

Urs Trinkner's practice focuses on strategic issues in regulated industries and on quantitative management. He specializes in regulatory design, regulatory impact analysis, market modelling and econometric analysis. As a Managing Partner with Swiss Economics, Urs advises clients in regulated industries with regard to regulation, economic policy, strategy, pricing and competition. He is a Lecturer at the University of Zurich.

## Work Experience (Selection)

2008 – Managing Partner, Swiss Economics  
2006 – Senior Research Associate & Lecturer, University of Zurich  
2009 – 2011 Lecturer, University of Bonn  
2006 – 2009 Head of Regulatory Strategy, Swiss Post  
2003 – 2005 Head of Regulatory Affairs PostMail, Swiss Post  
1996 – 2002 Editor, AG für Wirtschaftspublikationen (AWP)

## Education and Training (Selection)

2008 M.B.L.-HSG, Executive Master in European and International Business Law University of St.Gallen  
2007 Dr. oec. publ. (Ph.D.) in Management and Economics University of Zürich  
2001 Lic. oec. publ. (B.Sc. and M.A.) in Economics, emphasis Finance University of Zürich

## Skills and Competences

### Languages

German Mother tongue  
English Fluent in speech and writing  
French Solid in speech and writing  
Spanish Solid in speech and writing

### Social

Team working and leadership in multidisciplinary and multicultural environments. Working with government departments, regulatory bodies, press and politicians. International representation and bargaining. Presentations and chairing at international conferences, panels, workshops, etc. worldwide. Teaching and supervising international students in economics and law.

### Organizational

Project management, leadership, strategy development and implementation, budget preparation and negotiation, management of research projects, seminars and courses.

### Technical

Market modelling, econometric analysis and modelling, programme analysis and evaluation, market regulation, policy making.

### Computer

Wide-ranging computer competence: Office applications, econometric estimation packages, programming (Visual Basic for Applications).

## Publications (Selection)

### Books

Regulating the Mail Market, 2009, Südwestdeutscher Verlag für Hochschulschriften, ISBN 3838107888

### Reviewed Articles

"Estimating the Financial Impact of Discontinuing Saturday Delivery of Letters and Flats in the United States". 2015. In Postal and Delivery Innovation in the Digital Economy. Edited by M. Crew and T. Brennan, Springer, pp. 155–168. With M.H. Robinson, J.P. Klingenberg & A. Haller.

"Integrated Timetables for Railway Passenger Transport Services". 2014. Competition and Regulation in Network Industries, 15(1), pp. 78 - 107. With M. Finger, A. Haller & S. Strube Martins.

"Regulation and the Burden of the Net Cost Resulting from Universal Service Obligations". 2014. In The Role Of The

Postal And Delivery Sector In A Digital Age., Edward Elgar, pp. 204–213. With C. Jaag & T. Uotila.

“Calculating the Net Cost of Home Delivery Obligations”. 2014. In *The Role Of The Postal And Delivery Sector In A Digital Age*. Edited by M. Crew and T. Brennan, Edward Elgar, pp. 227–239. With A. Haller & C. Jaag.

“Termination charges in the international parcel market”. 2013. In *Reforming the Postal Sector in the Face of Electronic Competition*. Ed. by M. Crew and P.R. Kleindorfer, Edward Elgar, pp. 277-293. With A. Haller & C. Jaag.

“Measuring consumer preferences for postal services.” 2013. In *Reforming the Postal Sector in the Face of Electronic Competition*. Edited by M. Crew and P.R. Kleindorfer, Edward Elgar, pp. 241-260. With Ch. Rohr, A. Lawrence, K. Chong Woo, D. Potoglou & R. Sheldon.

“Defending Mail Markets Against New Entrants: An Application of the Defender Model”. 2012. In *Multi-Modal Competition And The Future Of Mail*. Edward Elgar, pp. 236-246. With C. Jaag, H. Dietl & O. Fürst.

„Ein kohärenter Regulierungsrahmen für den Schienengüterverkehr in der Schweiz“. 2011. *Jahrbuch der Schweizerischen Verkehrswirtschaft*. C. Lässer, T. Bieger & R. Maggi (Hrsg.), 2011, pp. 97-114. With J. Grotrian & C. Jaag.

“Practical Approaches to USO Costing and Financing”, 2011. *Competition and Regulation in Network Industries*, Vol. 12, No. 2, pp. 108-129. With C. Jaag, J. Lisle, N. Waghe & E. van der Merwe.

“Competition and Welfare Effects of VAT Exemptions”, 2011. *B.E. Journal of Economic Analysis & Policy*, 11(1):19. With H. Dietl, C. Jaag & M. Lang.

“The interaction between universal service costing and financing in the postal sector: A calibrated approach”, 2011. *Journal of Regulatory Economics*. Vol. 39, No.1, pp. 89-110. With C. Jaag.

“Postal Markets and Electronic Substitution: Implications for Regulatory Practices and Institutions in Europe”, 2010. *Competition and Regulation in Network Industries*, Vol. 11, No. 4, pp. 382-397. With M. Maegli, C. Jaag & M. Koller.

“Economies of Scale and Scope and Opening Hours in Post Offices and Agencies”, 2010. In *Heightening Competition in the Postal and Delivery Sector*, Cheltenham, UK, Edward Elgar, pp. 149-160. With M. Filippini & M. Koller.

“Tendering Universal Service Obligations in Liberalized Network Industries”, 2009. In *Journal of Competition and Regulation in Network Industries*. Vol. 10, No. 4, pp. 313-332. With C. Jaag.

“Neue Postrichtlinie: Spielräume der Mitgliedstaaten bei der Umsetzung, Konsequenzen für den Binnenmarkt und Folgen für die Schweizer Postpolitik”, 2009. In *Aktuelle Entwicklungen des Europäischen und Internationalen Wirtschaftsrechts*. Band XI. C. Baudenbacher (Hrsg.), Verlag Helbing und Lichtenhahn, pp. 337-424.

“Calculating the Cost of the USO - The Need for a Global Approach”, 2009. In *Progress in the Competitive Agenda in the Postal and Delivery Sector*. Cheltenham, UK, Edward Elgar, pp. 113-127. With C. Jaag. & M. Koller.

“El desarrollo de servicios postales universales en América Latina: una perspectiva económica”, 2009. In *Más allá del mercado. Las políticas de servicio universal en América Latina*, edited by Calzada, J., A. Costas and J. Jordana. Barcelona, Fundación CIDOB, pp. 377-406. With H. Dietl.

“Economics of Post Office Networks: Strategic Issues and the Impact on Mail Demand”, 2008. In *Handbook of Global Postal Reform*, edited by M. A. Crew, P. R. Kleindorfer, and J. Campbell. Cheltenham, UK, Edward Elgar, pp. 80-97. With M. Buser & C. Jaag.

“Pricing in competitive two-sided mail markets”, 2008. In *Competition and Regulation in the Postal and Delivery Sector*. Cheltenham, UK and Northampton, MA, USA: Edward Elgar, pp. 136 - 149. With C. Jaag.

“Economies of scale, density and scope in Swiss Post’s Mail Delivery”, 2006. In *Liberalization of the Postal and Delivery Sector*. UK and Northampton, MA, USA: Edward Elgar, pp. 91-101. With M. Farsi & M. Filippini.

“Consumer preferences and last mile pricing in the postal sector”, 2006. In *Liberalization of the Postal and Delivery Sector*. UK: Edward Elgar, pp. 343-356. With B. Friedli, C. Jaag, D. Krähenbühl, O. Nielsen & S. Phil.

“Forecasting Swiss Mail Demand”, 2006. In *Progress towards Liberalization of the Postal and Delivery Sector*, edited by M. A. Crew and P. R. Kleindorfer. New York: Springer, pp. 267-280. With M. Grossmann.

“Liberalization and Regulation of the Swiss Letter Market”, 2005. In *Regulatory and Economic Challenges in the Postal and Delivery Sector*, edited by M. A. Crew and P. R. Kleindorfer. Boston, MA: Kluwer Academic Publishers, pp. 53–72. With H. M. Dietl & R. Bleisch.

#### Studies and Reports

Zukünftige Energiemärkte und die Rolle der Netzbetreiber. 2015. Prepared for Swiss Federal Office of Energy. With Ch. Nabe & M. Bons.

Impact of Discontinuance of Saturday Delivery for Letters and Flats. 2014. Prepared for the U.S. Postal Regulatory Commission. With A. Haller.

Effizienzvergleich für Verteilernetzbetreiber Strom. 2014. Report prepared for Bundesnetzagentur. With P. Agrell, P. Bogetoft & M. Koller.

Langfristige Sicherung von integrierten Taktfahrplänen. 2012 Prepared for ÖBB. With M. Finger, M. Kern & S. Strube Martins.

Möglichkeiten eines gemeinsam definierten Universaldienst Post und Telekommunikation aus ökonomischer und juristischer Sicht. 2012. Prepared for Deutscher Bundestag. With B. Holznagel, C. Jaag, H. Dietl & A. Haller.

Study on Appropriate Methodologies to Better Measure Consumer Preferences for Postal Services. 2011. Prepared for the European Commission. With Ch. Rohr, A. Lawrence, P. Hunt, C.W. Kim & D. Potoglou.

International Parcels – Review of Inward Land Rates. 2011. Prepared for the UPU. With C. Jaag, H. Dietl, A. Haller, E. Verbeek & O. Fürst.

Regulierungsrahmen und Abgeltungsmodelle im Schienengüterverkehr. 2010. Prepared for SBB Cargo, with C. Jaag & H. Dietl.

Umsetzungsvarianten einer aktiven öffentlichen FTTH-Policy für die Schweiz. 2009. Prepared for Sunrise. With M. Finger, C. Jaag, M. Lang & M. Lutzenberger

Bestimmung des Regulierungsbedarfs aus ökonomischer Sicht: Angemessenheit und Folgen einer funktionalen oder strukturellen Trennung von Swisscom. 2009. Prepared for Swisscom AG. With M. Finger, C. Jaag, M. Lang & M. Lutzenberger.