



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 market modelling and econometric analysis. As a Managing Partner with Swiss Economics, Urs advises players in regulated industries with regard to economic policy, strategy, pricing and competition. He is a Lecturer at the Universities of Zurich and Bonn.

Work Experience (Selection)

2009 – Lecturer, University of Bonn
2008 – Managing Partner, Swiss Economics
2006 – Senior Research Associate & Lecturer, University of Zurich
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

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

"Practical Approaches to USO Costing and Financing", 2011. Competition and Regulation in Network Industries, Vol. 12, No. 2, pp. 108-129. With Christian Jaag, John Lisle, Navin Waghe & Erik van der Merwe.

"Competition and Welfare Effects of VAT Exemptions", 2011. *B.E. Journal of Economic Analysis & Policy*, 11(1):19. With Helmut Dietl, Christian Jaag & Markus 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 Christian Jaag.

"Impact of VAT-Exemptions in the Postal Sector on Competition and Welfare", 2011. In *Reinventing the Postal Sector in an Electronic Age*, edited by M.A. Crew and P.R. Kleindorfer. Cheltenham, UK, Edward Elgar, pp. 267-280. With Helmut Dietl, Christian Jaag, Markus Lang & Martin Lutzenberger.

"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 Christian Jaag, Martin Maegli & Martin Koller

"Economies of Scale and Scope and Opening Hours in Post Offices and Agencies", 2010. In *Heightening Competition in the Postal and Delivery Sector*, edited by M.A. Crew and P.R. Kleindorfer. Cheltenham, UK, Edward Elgar, pp. 149-160. With Massimo Filippini & Martin 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 Christian 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*, edited by M. A. Crew and P. R. Kleindorfer. Cheltenham, UK, Edward Elgar, pp. 113-127. With Christian Jaag & Martin 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. ISBN 13: 978-84-92511-15-0, pp 377-406. With Helmut 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 Martin Buser & Christian Jaag.

"Pricing in competitive two-sided mail markets", 2008. In *Competition and Regulation in the Postal and Delivery Sector*, edited by M. A. Crew and P. R. Kleindorfer. Cheltenham, UK and Northampton, MA, USA: Edward Elgar, pp. 136 - 149. With Christian Jaag.

"Economies of scale, density and scope in Swiss Post's Mail Delivery", 2006. In *Liberalization of the Postal and Delivery Sector*, edited by M. A. Crew and P. R. Kleindorfer. Cheltenham, UK and Northampton, MA, USA: Edward Elgar, pp. 91-101. With Mehdi Farsi & Massimo Filippini.

"Consumer preferences and last mile pricing in the postal sector", 2006. In *Liberalization of the Postal and Delivery Sector*, edited by M. A. Crew and P. R. Kleindorfer. Cheltenham, UK: Edward Elgar, pp. 343-356. With Beat Friedli, Christian Jaag, Daniel Krähenbühl, Ole Bach Nielsen & Søren-Michael Pihl.

"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 Martin Grossmann.

"Pricing the last mile in the postal sector", 2006. In *Progress towards Liberalization of the Postal and Delivery Sector*, edited by M. A. Crew and P. R. Kleindorfer. New York: Springer, pp. 249-266. With Catia Felisberto, Matthias Finger, Beat Friedli & Daniel Krähenbühl.

"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 Helmut M. Dietl & Reto Bleisch.

Studies and Reports

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

Umsetzungsvarianten einer aktiven öffentlichen FTTH-Policy für die Schweiz. 2009. Prepared for Sunrise. With Matthias Finger, Christian Jaag, Markus Lang & Martin Lutzenberger

Netzzugang im Postmarkt: Möglichkeiten und Auswirkungen. 2009. Prepared for Swiss Post. With Christian Jaag.

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

Other

Reform des Postsektors in der Schweiz: Eine Standortbestimmung / La réforme du secteur postal en Suisse: état des lieux. 2011. *Die Volkswirtschaft*, 2011(4), pp. 43-46. With Helmut Dietl & Christian Jaag

Regulatory risk in the tendering of rail lines. 2010. *Network Industries Quarterly*, Vol. 12, No. 3, pp. 17-19. With Christian Jaag.

Elements of successful fiber to the home policies. 2009. *Network Industries Quarterly*, Vol. 11, No. 4, pp. 6-18. With Christian Jaag and Martin Lutzenberger.

Kabelstaat statt Kabelsalat? Umsetzungsvarianten einer öffentlichen Glasfaserpolitik. Un câblage libre ou réglementé? Pistes pour la mise en oeuvre d'une politique publique en matière de fibre optique. 2009. *Die Volkswirtschaft* 11-2009, pp. 46-50. With Christian Jaag.

Bottleneck regulation in telecommunications, railways and post. 2009. *Network Industries Quarterly*, Vol. 11, No. 3, pp. 3-6. With Christian Jaag.

Does a liberalized postal market need a sector specific regulator? 2008. *Network Industries Quarterly*, Vol. 10, No. 1, pp. 18-19. With Matthias Finger.

Schwedische Postmarktöffnung - ein Modell für die Schweiz? L'ouverture du marché postal suédois: un modèle pour la Suisse? 2007. *Die Volkswirtschaft* 5-2007, pp. 10-13. With Christian Jaag.