

## Quarterly Newsletter of the INFORMS Revenue Management and Pricing Section

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### **Message from the Chair**

October is here, and with it the annual INFORMS membership renewal. If you're already an INFORMS member you should receive your notice shortly. If not, you can become a member by visiting the web site [www.informs.org](http://www.informs.org).

Independent of your status in the parent organization INFORMS you can still be a member of the Revenue Management and Pricing Section. For members, simply check the box on your membership renewal form -- \$8 for regular INFORMS members, \$5 for students and retirees. For non-INFORMS members, or for INFORMS members who have already returned their renewal forms, you can obtain a 2007 section application form at [www.informs.org/application/](http://www.informs.org/application/). Simply fill it out and return it with your payment.

I want to emphasize how important your membership is. In addition to benefits including reduced rates for journal subscriptions and regular information about ongoing pricing activities, your membership is a statement about your commitment to the rapidly growing field of pricing and revenue management. The larger the Revenue Management and Pricing Section's membership, the greater the visibility of the field to the rest of the world -- an important objective of the Section. For those who work in pricing and revenue management, a higher profile translates into greater professional opportunities.

While INFORMS is committed to supporting the broader field of management science, not just pricing and revenue management, if you're not an INFORMS member I nonetheless encourage you to join. In doing so, you'll become affiliated with the largest, most prestigious organization of management scientists in the United States, with a total membership of close to 12,000. And at \$130, it's one of the best professional deals going.

On other fronts, I am delighted to announce that the Revenue Management and Pricing Section is now a sponsor of the *Journal of Revenue and Pricing Management*. Published by Palgrave Macmillan, the journal carries timely, relevant articles drawn from both industry applications and academic research. As part of the arrangement, the journal's editor, Ian Yeoman, will become a member of the Board of Directors of the Revenue Management and Pricing Section. In this way, the Section and journal can work together to best meet the needs of the community we serve. It's

an exciting opportunity, and one which I expect will yield many good things over the coming years.

Finally, if you will be attending the INFORMS Annual Meeting in Pittsburgh, I would like to invite you to attend the Revenue Management and Pricing Section business meeting. The business meeting will be held at 6:15 PM on Sunday, November 5th, at a location that will be available at the conference. If you've never attended before, it's a great opportunity to hear what the Section is up to, provide your input on what the Section should be doing, and meet your peers in an informal setting over wine, beer, and an assortment of snacks. I hope to see you there.

Andy Boyd  
Section Chair

### **Journal of Revenue and Pricing Management Affiliation**

The INFORMS Revenue Management and Pricing Section is now a sponsor of Palgrave Macmillan's *Journal of Revenue and Pricing Management*. As part of the sponsorship arrangement, members of INFORMS and the INFORMS Revenue Management and Pricing Section are entitled to a subscription rate of \$98 -- a 40% discount off of the regular price. To learn more about the journal, including editorial policies for submitting papers, visit [www.palgrave-journals.com/rpm/](http://www.palgrave-journals.com/rpm/). To subscribe, or for other information, contact Laura Ingle, Palgrave Macmillan Journals, Houndmills, Basingstoke, Hampshire RG21 6XS, UK [Journals-info@palgrave.com](mailto:Journals-info@palgrave.com).

### **150 Pricing and Revenue Management Presentations at Upcoming INFORMS Meeting**

Approximately 150 invited and sponsored pricing and revenue management presentations are scheduled in two parallel tracks at the INFORMS Annual Meeting to be held November 5th through 8th in Pittsburgh. For conference information, see <http://www2.informs.org/Conf/Pittsburgh06/>. Thanks to Baris Ata, Northwestern University, and Luce Brotcorne, University of Valenciennes, France, for their efforts in organizing the Revenue Management and Pricing track, and to Georgia Perakis, MIT, for her efforts on the Dynamic Pricing and Forecasting track. For more information, see <https://informs.revenue.management.and.pricing> and <https://informs.dynamic.pricing.and.forecasting>. For early risers, there will be a Revenue Management and Pricing Tutorial in the tutorials track at 8:00 AM Sunday morning, November 5th. See <https://informs.tutorial>.

### **POMS Introduces New Revenue Management Editorial Department**

POMS, the Production and Operations Management Society, has introduced a new editorial department in its flagship Journal of Production and Operations Management. The senior editorial staff, most of whom are members of the Revenue Management and Pricing Section, include Costis Maglaris, departmental editor, Columbia University; Rene Caldentey, New York University; William Cooper, University of Minnesota; Guillermo Gallego, Columbia University; Pinar Keskinocak, Georgia Institute of Technology; Jeff McGill, Queen's University; and Robert Phillips, Nomis Solutions. More information can be found at [www.poms.org/Journal.html](http://www.poms.org/Journal.html).

## **Corporate Sponsorship Opportunities**

For a nominal fee, your organization can help sponsor Section activities and have its name prominently associated with the premier organization for quantitative pricing and revenue management. To learn more, contact Andy Boyd at [aboyd@prosrn.com](mailto:aboyd@prosrn.com).