

Quarterly Newsletter of the INFORMS Revenue Management and Pricing Section

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Message from the Chair

It is my pleasure to share with you that the state of the Revenue Management and Pricing Section is strong, and together, we will make it stronger.

I would like to congratulate our newly elected officers Robert Shumsky, our new Vice-Chair/Chair-Elect, and John Quillinan, our new Secretary/Treasurer. Rob and John will undoubtedly help the Section and its board build on the great momentum that our outgoing Chair, Andy Boyd, created this past year.

I wish to emphasize the importance of increasing our membership. Over the past year we have appealed to you on several occasions to subscribe or renew your membership to the Revenue Management and Pricing Section, and we hope you did so or will do so soon. This year, we would like to request that you convince your friends and colleagues who are interested in this area to become members of the Section. Please take some time to do it today or this week.

Practitioners and industry experts, in addition to your personal membership you can become a corporate sponsor of the Section and/or advertise job and internship opportunities on the Section's website. For more information, please do not hesitate to contact Andy Boyd (aboyd@prosrn.com) or myself (kachani@ieor.columbia.org).

Academics, please ask students under your supervision and students within your departments interested in pricing and revenue management to become members of the Section. Student members, please recommend membership to your fellow classmates. Our student membership is fairly low compared to other INFORMS sections, and your help is needed.

You will find the 2007 Section application form attached and on our website (membership cost is \$8 for regular INFORMS members, \$5 for students and retirees, and \$15 for non-INFORMS members). To become a member, it is necessary to include payment with your application.

Below are some of the initiatives we are undertaking:

- *Journal*
As you may know, the Section is a sponsor of the *Journal of Revenue and Pricing Management*. We are continuing to work with the leadership of the Journal to improve quality and increase readership. We are discussing ways of building stronger ties between the editorial board and the board of the Section. We are also working at the level of the Subdivisions Council of INFORMS to formalize our relationship with the Journal.
- *Annual conference*
The annual RM&P Section conference is taking place in Barcelona on June 28-29. With an RM&P board member now on the organizing committee, the Section's board is now more intimately involved in the organization of the conference, and we hope that the Section's involvement will continue and grow with time.
- *RM&P clusters for upcoming conferences*
We are proactively contacting organizers of future major national and international conferences (*e.g.*, INFORMS, EURO, CORS, IFORS) to help them identify organizers of the revenue management and pricing clusters. Georgia Perakis and Robert Phillips will be co-organizing the cluster at the upcoming INFORMS annual meeting in Seattle on November 4-7. If you are interested in organizing or co-organizing a cluster at an upcoming conference, please contact me.
- *Other*
We are updating the Bylaws of the Section to reflect the many changes that occurred over the years and we will have them ready for a vote before the fall. We are also actively seeking corporate sponsorship for the Section and internship opportunities for student members.

As always, we welcome your feedback and suggestions.

Best regards,
Soulaymane Kachani
Section Chair

7th Annual RM&P Conference Travels to Barcelona

The 7th Annual INFORMS Revenue Management and Pricing Section Conference, which has historically been held in either Boston at MIT or New York at Columbia University, will be traveling to Barcelona June 28-29. Chaired by Kalyan Talluri and hosted at the Universitat Pompeu Fabra, the venue offers a delightful backdrop in addition to the many outstanding technical presentations. The abstract submission deadline is March 30, 2007. For more information about the conference, including registration and accommodations, see www.econ.upf.edu/informs/.

PROS Revenue Management and Pricing Event

PROS will be hosting its 13th annual revenue management conference and 2007 pricing excellence summit April 22-25 at the Intercontinental Hotel in uptown Houston. In addition to an array of industry presenters, the event will showcase leading academic speakers including Peter Belobaba, Robert Shumsky, and Garrett van Ryzin. Greatly reduced academic rates are available

for the event, which expects to bring together over 500 people. For more information, see www.prospricing.com.

Call for Nominations

Nominations are now being sought for one open board position. Responsibilities will commence at the 2007 INFORMS Annual meeting and extend for a two year period. Nominees must be members of INFORMS and the RM&P Section at the time they assume their duties. Nominations are being accepted now through August 1, 2006. To submit a nomination, contact the committee chair, Andy Boyd, at aboyd@prosrn.com.

Journal of Revenue and Pricing Management

The Journal of Revenue and Pricing Management is published by Palgrave Macmillan, a global academic publisher and part of the MacMillan group, the United Kingdom's largest independent publisher. The journal carries timely, relevant articles drawn from both industry applications and academic research. Members of the RM&P Section are entitled to significantly reduced subscription rates. To learn more about the journal, visit www.palgrave-journals.com/rpm/.

Job and Internship Listings

Job and internship listings can be posted on the RM&P web page. This service is presently free of charge. To view listings, see [Jobs](#). For information about placing a listing, contact Andy Boyd at aboyd@prosrn.com.

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.