

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

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### **Message from the Chair**

With the INFORMS Annual Meeting in Seattle just a few days away, I would like to remind those of you who are attending the conference to join us for the Revenue Management and Pricing Section reception and business meeting, which will be held on Sunday November 4th at 6:15 PM. The location of the business meeting will be available in the conference program booklet. This meeting is a wonderful opportunity for us to meet around fine wine, beer and snacks, and discuss important issues related to our community and the Section. I look forward to seeing each and every one of you there.

On behalf of the Section, I would like to thank our cluster chairs, Georgia Perakis and Bob Phillips, for organizing the largest ever Revenue Management and Pricing cluster of any conference! With 35 sessions (12 on Sunday, 9 on Monday, and 7 on each of Tuesday and Wednesday), the INFORMS Annual Meeting in Seattle will bring ever-increasing visibility to our community, and will surely get us closer to our goal of upgrading the status of our section within INFORMS to a society.

In addition to this great news, I am happy to report that the planning of the 8th Annual INFORMS Revenue Management and Pricing Section Conference, which will be held in Montreal on June 18th through 20th, 2008, is almost complete. The conference organizers, Patrice Marcotte and Gilles Savard, have secured an impressive set of keynote speakers, scientific committee members, and sponsors from both industry and academia. The conference website is already up and running, and those interested in presenting at the conference should send a title and a one page extended abstract of their proposed talk by March 30, 2008, through the conference website.

I invite those of you who have presented papers at the 7th Annual INFORMS Revenue Management and Pricing Section Conference in Barcelona to submit your paper by January 15, 2008, for publication in a special issue of the Journal of Revenue and Pricing Management. As you may know, the Section is a proud sponsor of the journal, and as Chair of the Section, I will

be editing this special issue of the journal that is set to appear in October 2008. I ask for your help in submitting quality papers to the journal, and in participating in the refereeing process.

I also ask you to please remember to renew your Section membership, and to invite your colleagues and students to join the Section, which they can do by printing and submitting the membership application form available from the front page of the Section's website <http://revenue-mgt.section.informs.org>. Members of the Section receive our quarterly newsletter with the latest information about conferences, prizes, and other activities. They also benefit from a 40 percent discount on the subscription rate for the Journal of Revenue and Pricing Management – a savings of over \$70 – while joining the Section costs \$15 or less (\$5 for students, \$8 for INFORMS members, and \$15 for non-INFORMS members).

As my term comes to an end, this is my last *Message from the Chair*. I would like to take this opportunity to express my sincere thanks to Andy Boyd, Mark Ferguson, Ahmet Kuyumcu, Joern Meissner, John Quillinan, and Rob Shumsky for their dedication and service to the Board of the Section. Andy has been a great mentor and I look forward to working with Rob as he takes on the role of Chair of the Section. I would also like to thank Garrett van Ryzin (Prize Committee Chair), Barry Smith, and Andy Boyd for their service on the Section Prize Committee. The Section prizes will be awarded at our business meeting on Sunday, November 4th, in Seattle.

If you have any questions, feedback or suggestions, please do not hesitate to contact me or any member of the Section Board. Have a nice holiday season.

Best regards,  
Soulaymane Kachani  
Section Chair

### **Seattle INFORMS Meeting Boasts Over 140 Revenue Management and Pricing Presentations**

Over 140 presentations on pricing and revenue management will be presented in sessions running the duration of the Seattle INFORMS Meeting, November 4th through 7th. Many of the presentations are part of the track sponsored by the Revenue Management and Pricing Section and held in conjunction with the invited track, entitled Revenue Management and Pricing ([https://informs\\_rmp](https://informs_rmp)), but there are also separate contributed tracks entitled Pricing and Revenue Management ([https://informs\\_prm](https://informs_prm)) and Revenue/Yield Management ([https://informs\\_rym](https://informs_rym)). General information on the meeting can be found at <http://meetings.informs.org/Seattle07/>.

### **The 8th Annual INFORMS Revenue Management and Pricing Section Conference Takes Shape**

The dates for the 8th Annual INFORMS Revenue Management and Pricing Conference are now set for June 18th through 20th on the University of Montreal campus. Organized by co-chairs Patrice Marcotte and Gilles Savard, the conference promises to be bigger and better than ever. A preliminary web site is available at [www.iro.umontreal.ca/~marcotte/INFORMS\\_RMP\\_2008/](http://www.iro.umontreal.ca/~marcotte/INFORMS_RMP_2008/).

## **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/](http://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 <http://revenue-mgt.section.informs.org/jobs.html>. For information about placing a listing, contact Andy Boyd at [aboyd@prospricing.com](mailto:aboyd@prospricing.com).

## **Corporate Sponsorship Opportunities**

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 Soulaymane Kachani at [kachani@ieor.columbia.edu](mailto:kachani@ieor.columbia.edu).