

Quarterly Newsletter of the INFORMS Revenue Management and Pricing Section

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Message from the Chair

On behalf of the Revenue Management and Pricing Section, I would like to thank Professor Kalyan Talluri and the organizing committee of the 7th Annual INFORMS Revenue Management and Pricing Section Conference for their hard work and great efforts. This conference, which took place in Barcelona on June 28-29, was a great success. We hope to build on this success to attract more European members to the Section.

As Chair of the Section, I will be editing a special issue of the Journal of Revenue and Pricing Management. This issue will be based on the papers presented in Barcelona, and will appear in October 2008. The submission deadline is January 15, 2008. In a few weeks, I will be sending a detailed announcement regarding this special issue. We count on your help in submitting quality papers to the Journal, and in participating in the refereeing process. Also, we hope that initiating and sustaining a tradition of publishing a special issue of the Journal tied to the Section's conference and edited by its chair will strengthen and further formalize the ties between the Section and the Journal.

We are pleased to announce that the next Section Conference will take place in Montreal in June 2008. The conference co-chairs Professors Patrice Marcotte and Gilles Savard have set ambitious goals for this conference. They postponed the decision of setting the dates of the conference until September when the Formula 1 committee determines the dates of their annual race in Montreal, a testament to their pricing and revenue management skills.

To join the Revenue Management and Pricing Section, please print and submit 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).

If you have any questions, feedback or suggestions, please do not hesitate to contact me or any member of the Section's board.

Have a nice end of summer.

Best regards,
Soulaymane Kachani
Section Chair

Barcelona Conference a Huge Success

The 7th Annual INFORMS Revenue Management and Pricing Section Conference proved to be a huge success. Held in Barcelona in late June, attendees included academicians and practitioners from around the world and drew the top names in the field. The meeting was highlighted by keynote addresses from distinguished speakers Bruno Matheu, Executive Vice President of Marketing and Network Management at Air France, and Professor Xavier Vives of the IESE Business School at ICREA-UPF. Information on the presentations can be found at www.econ.upf.edu/informs/, and photos of the event at www.flickr.com/photos/informs_rm_bcn/.

3rd Annual Revenue Management and Price Optimization Conference in Atlanta

Georgia Tech and Revenue Analytics will host the 3rd Annual Revenue Management and Price Optimization Conference. This year's conference, entitled Revenue Management and the Analytics Explosion, will take place October 2-3 in Midtown Atlanta at the Georgia Tech Global Learning Center.

The Revenue Management and Price Optimization conference provides a unique opportunity for business leaders, researchers and service providers to exchange ideas about the latest developments in Revenue Management business practice and technology. The carefully constructed agenda features three keynote addresses, panel discussions, breakout sessions, and numerous networking opportunities, as well as a full day of educational workshops.

For more information, visit www.revenuemanagementconference.com.

INFORMS Annual Meeting to be Held in Seattle, November 4-7

The INFORMS Annual Meeting is just around the corner. Both invited and sponsored tracks of presentations on pricing and revenue management are scheduled, with Section members Georgia Perakis and Bob Phillips coordinating speaker activities. The general meeting will also host the Section's annual business meeting, where Section members have a chance to learn about what plans are underway and to make their voices heard.

Held in Seattle, the meeting promises stunning sea and mountain backdrops, a great street scene, and, of course, coffee houses on every corner, in addition to the many opportunities to interact with pricing and revenue management researchers and professionals.

Plans Underway for the 8th Annual INFORMS Revenue Management and Pricing Section Conference

The 8th Annual INFORMS Revenue Management and Pricing Section conference will take place in Montreal, Canada. Due to the success of the previous meetings and the growing number of submissions, the schedule will span two-and-a-half days. Tentative dates, yet to be officially confirmed, are set for June 11-13, in between the likely time of the Formula 1 Grand Prix (June 8) and Québec's national holiday (June 24).

The conference will be held at HEC-Montréal, whose recent building has all modern facilities, including wireless access, a computer room for conference participants, a cafeteria in the middle of its large and impressive atrium. The business school is located within walking distance of several French or ethnic (Vietnamese, Indian, Chinese, Greek, vegetarian) restaurants, and is easily accessed from the downtown area by bus, metro or car.

ORGANIZING COMMITTEE

- Patrice Marcotte (Co-chair)
- Gilles Savard (Co-chair)
- Christopher Anderson (Cornell)
- Luce Brotcorne (Valenciennes)
- Guillermo Gallego (Columbia)
- Soulaymane Kachani (Columbia)
- Yuri Levin (Queen's)
- Costis Maglaras (Columbia)
- Jeff McGill (Queen's)
- Jean-François Pagé (Air Canada)
- Georgia Perakis (MIT)
- Ioana Popescu (INSEAD)
- Mariane Riss (SNCF)
- Garrett van Ryzin (Columbia)
- Gustavo Vulcano (NYU)

Last Chance to Make a Nomination for Section Office

Nominations for Vice Chair/Chair Elect, Secretary/Treasurer, and one open board position will close on Friday, August 10.

The Vice Chair/Chair Elect will serve three years, one as Vice Chair, one as Chair, and one as a board member. The Secretary/Treasurer will serve a single year term and the board member will serve a term of two consecutive years. All duties will commence at the 2007 INFORMS Annual

Meeting, and the elected individuals must be members of INFORMS and the Revenue Management and Pricing Section at that time.

To submit a nomination for yourself or someone else, please contact Andy Boyd at aboyd@prospricing.com, or Robert Shumsky at Robert.A.Shumsky@Dartmouth.edu.

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 <http://revenue-mgt.section.informs.org/jobs.html>. For information about placing a listing, contact Andy Boyd at 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.