

Table 1: Descriptive statistics

	Dependent variable: Revenues per four-week period			Dependent variable: Shifts per four-week period		
	Messengers participating in experiment	All messengers at Veloblitz	All messengers at Flash and Veloblitz	Messengers participating in experiment	All messengers at Veloblitz	All messengers at Flash and Veloblitz
	(1)	(2)	(3)	(4)	(5)	(6)
Treatment dummy	1,033.560*** (336.704)	1,094.496*** (282.873)	1,090.199*** (270.641)	3.986*** (1.136)	4.083*** (0.995)	4.064*** (0.983)
Dummy for nontreated at Veloblitz			-54.398 (305.213)			-0.629 (1.108)
Treatment period 1	-210.973 (385.305)	-370.619 (264.578)	-264.758 (223.643)	-1.275 (1.299)	-1.570* (0.931)	-0.717 (0.812)
Treatment period 2	-574.713 (378.235)	-656.233** (261.412)	-650.479*** (223.643)	-2.561** (1.276)	-2.631*** (0.919)	-2.216*** (0.812)
Observations	124	190	386	124	190	386
R ²	0.740	0.786	0.753	0.694	0.740	0.695
Adjusted R ²	0.596	0.666	0.610	0.524	0.593	0.519
Residual Std. Error	1,541.221 (df = 79)	1,364.353 (df = 121)	1,305.812 (df = 244)	5.198 (df = 79)	4.798 (df = 121)	4.742 (df = 244)

Notes: ***Significant at the 1 percent level.
**Significant at the 5 percent level.
*Significant at the 10 percent level.
Robust standard errors, adjusted for clustering on messengers, are in parentheses. *Source*: Own calculations.