

RICHARD J. SEXTON

Department of Agricultural & Resource Economics
University of California
Davis, CA 95616

H: (916) 939-6507
O: (530) 752-4428
FAX: (530) 752-5614
E: rich@primal.ucdavis.edu

Education

- Ph.D. September 1984, Department of Agricultural and Applied Economics, University of Minnesota.
- M.S. March 1980, Department of Agricultural and Applied Economics, University of Minnesota.
- B.A. June 1977, St. Cloud State University, St. Cloud, Minnesota. Majors: Economics, Public Administration.

Major Fields

Agricultural Markets, Industrial Organization, Cooperatives,

Recent Work Experience

- 10/2012-present Professor and Chair. Department of Agricultural & Resource Economics, University of California, Davis
- 7/98-10/2012 Professor. Department of Agricultural & Resource Economics, University of California, Davis.
- June 2009 Visiting Professor. Universita Cattolica Del Sacro Cuore, Cremona, Italy
- 7/00-7/03 Director. Giannini Foundation of Agricultural Economics
- 7/94-6/98 Professor and Chair. Department of Agricultural & Resource Economics, University of California, Davis.
- 7/90 - 6/94 Associate Professor. Department of Agricultural Economics, University of California, Davis.
- 9/84 - 6/90 Assistant Professor. Department of Agricultural Economics, University of California, Davis.
- 10/81 - 9/84 Research Associate. Institute for Economic and Business Research, University of Kansas.
- 1/82 - 6/84 Lecturer. Department of Economics, University of Kansas.

Courses Taught

Graduate

Agricultural Commodity Markets
Production Planning and Market Analysis
Analysis of Research in Agricultural Marketing
Microeconomic Theory

Undergraduate

Cooperative Business Enterprise
Managerial Marketing
Intermediate Microeconomics
Agricultural Economics
Microeconomic Principles
Macroeconomic Principles
Introduction to Economics

Awards, Honors, and Activities

- Best Article Award, *Journal of Agricultural & Resource Economics*, Western Agricultural Economics Association, 2013
- Distinguished Scholar Award, Western Agricultural Economics Association, 2013.
- Distinguished Fellows Address, Australian Agricultural & Resource Economics Society Annual Meeting, February 8, 2013.
- Quality of Policy Contribution Award, European Association of Agricultural Economists, 2012.
- President Elect, President, Past President, Agricultural and Applied Economics Association, 2011-2014.
- Citation for Distinguished Graduate/Professional Teaching, University of California, Davis, 2012.
- Outstanding Published Research Award, Western Agricultural Economics Association, 2011.
- Outstanding Journal Article Award, *Canadian Journal of Agricultural Economics*, Honorable Mention, Canadian Agricultural Economics Society, 2011.
- *International Food and Agribusiness Management Review* Best Paper Award: Communication Strategy, 2011.
- Outstanding Published Research Award, Western Agricultural Economics Association, 2005.
- Outstanding Alumni Award, Department of Applied Economics, University of Minnesota, 2004-05.
- Fellow, American Agricultural Economics Association, 2004.
- Director, Executive Board, American Agricultural Economics Association 2004-07.
- Listed in *Who's Who in Economics*, Fourth Edition.
- H.C. Filley Lecturer, Department of Agricultural Economics, University of Nebraska, April 2002.
- Hanson Lecturer, Department of Agricultural Economics, Purdue University, April 2001.

- Waugh Lecturer, American Agricultural Economics Association annual meeting, Tampa, Florida, August 2000.
- Outstanding Published Research Award, Western Agricultural Economics Association, 1999.
- Co-Editor, *American Journal of Agricultural Economics*, Volumes 80-82 (1998-2000).
- Outstanding article in the *American Journal of Agricultural Economics*, American Agricultural Economics Association, 1996.
- Outstanding Published Research Award Honorable Mention, Western Agricultural Economics Association, 1996.
- Hicks-Tinbergen Medal, European Economic Association Award for Outstanding Research, 1994.
- Edwin G. Nourse Award for Doctoral Dissertation, Amer. Inst. of Cooperation, 1984.
- Public Policy Research Award, American Council on Consumer Interests, 1980.

Journal Publications

- “Managing Quantity, Quality, and Timing in Indian Cane Sugar Production: Ex Post Marketing Permits or Ex Ante Production Contracts?” *World Bank Economic Review*, 2014, in press, with Rachael Goodhue, and Sandhya Patlolla.
- “Grocery Retailer Pricing Behavior and Implications for Farmer Welfare,” *Journal of Agricultural and Resource Economics*, 38, 2013, 141-158, with Chenguang Li.
- “Market Power, Misconceptions, and Modern Agricultural Markets,” *American Journal of Agricultural Economics* 95, 2013, 209-219.
- “Competition in U.S. Farm Product Markets: Do Long-Run Incentives Trump Short-Run Market Power?” *Applied Economic Perspectives and Policy* 34, 2012, 669-695, with John Crespi and Tina Saitone.
- “Will Geographical Indications Supply Excessive Quality?” *European Review of Agricultural Economics*, 39, 2012, 567-587, with Pierre Mérel.
- “Effective Marketing of Hass Avocado: The Impacts of Changing Trade Policy and Promotion-Information Systems,” *International Food and Agribusiness Management Review*, 14, 2011, 37-50, with Hoy Carman.
- "Agricultural Support Policies in Imperfectly Competitive Markets: Why Market Power Matters in Policy Design," *American Journal of Agricultural Economics*, 93, 2012, 1328-1340, with Carlo Russo and Rachael Goodhue.
- "Price Floors and Technical Inefficiency in the Sugar Processing Industry of India," *Agricultural Economics*, 43, 2012, 105-114, with Sandhya Patlolla and Rachael Goodhue.

- “Spatial Price Discrimination in Agricultural Product Procurement Markets: A Computational Economics Approach,” *American Journal of Agricultural Economics*, 93, 2011, 949-967, with Marten Graubner and Alfons Balmann.
- “Partial Vertical Integration, Risk Shifting, and Product Rejection in the High-Value Export Supply Chain: the Ghana Pineapple Sector,” *World Development*, 39, 1611-1623, with Aya Suzuki and Lovell Jarvis.
- “Producer Organizations, Self-Regulation and Economic Welfare: Minimum Quality Standards in Agricultural Markets,” *Canadian Journal of Agricultural Economics*, 2011, 435-455, with Tina Saitone.
- “Product Differentiation and Quality in Food Markets: Industrial Organization Impacts,” *Annual Review of Resource Economics*, 2, 2010, 341-368, with Tina Saitone.
- “Kinked-Demand Equilibria and Weak Duopoly in the Hotelling Model of Horizontal Differentiation,” *B.E. Journal of Theoretical Economics (Contributions)*, 10, 2010, issue 1, <http://www.bepress.com/bejte/vol10>, with Pierre Mérel.
- “A Century of Research on Agricultural Markets,” *American Journal of Agricultural Economics*, 92, 2010, 376-402, with Robert Myers and William Tomek.
- “Brand or Variety Choices and Periodic Sales as Substitute Instruments for Monopoly Price Discrimination,” *Review of Industrial Organization*, 36, 2010, 333-349, with Tian Xia.
- “Impacts of Minimum Quality Standards Imposed Through Marketing Orders or Related Producer Organizations,” *American Journal of Agricultural Economics*, 92, 2010, 164-180, with Tina Saitone.
- “Cooperatives and Quality-Differentiated Markets: Strengths, Weaknesses, and Modeling Approaches,” *Journal of Rural Cooperation*, 37, 2009, 201-225, with Pierre Mérel and Tina Saitone.
- “Retail Prices for Milk by Fat Content: A New Theory and Empirical Test of Retailer Pricing Behavior,” *Journal of Agricultural and Resource Economics* 34, 2009, 256-275, with Tian Xia.
- “Estrategias de Cooperación de los Productores de Frutas y hortalizas. Una Comparación Transatlántica (Cooperative Strategies for Fruit and Horticultural Products : A Transatlantic Comparison),” *CIRIEC-ESPAÑA, Revista De Economía Pública, Social Y Cooperativa*, 65, 2009, with José María García Álvarez-Coque and Teresa López-García Usach.
- “Optimal Cooperative Pooling in a Quality-Differentiated Market,” *American Journal of Agricultural Economics*, 91, 2009, 1224-1232, with Tina Saitone.

- “The Rise and Fall of Tri Valley Growers Cooperative,” *Journal of Cooperatives*, 23, 2009, 87-100, with Himawan Hariyoga.
- “A Study in Cooperative Failure: Lessons from The Rice Growers Association of California,” *Journal of Cooperatives*, 23, 2009, 71-86, with Jennifer Keeling Bond and Colin Carter.
- "A Flexible Oligopoly-Oligopsony Model for Classroom Simulations and Policy Analyses," *Journal of Industrial Organization Education*, 4, 2009, Iss. 1, Article 1, with Tina Saitone.
- “Optimal Investment in Transportation Infrastructure When Middlemen Have Market Power: A Developing-Country Analysis.” *American Journal of Agricultural Economics*, 91, 2009, 462-476, with Pierre Mérel and Aya Suzuki.
- “Allowing Communities to Trade in Imperfectly Competitive Pollution-Permit Markets.” *Journal of Regulatory Economics*, 36, 2008, 60-82, with Dafna DiSegni Eshel.
- “Market Power in the Corn Sector: How Does It Affect the Impacts of the Ethanol Subsidy?” *Journal of Agricultural and Resource Economics*, 33, 2008, 169-194, with Tina Saitone and Steven Sexton.
- “Alpaca Lies? Speculative Bubbles in Agriculture: Why They Happen and How to Recognize Them.” *Review of Agricultural Economics*, 29, 2007, 286-305, with Tina Saitone.
- “Agricultural Trade Liberalization and Economic Development: the Role of Downstream Market Power.” *Agricultural Economics* 36, 2007, 253-270, with Ian Sheldon, Steve McCorrison, and Humei Wang.
- “The Economic Impacts of California’s Mandated Commodity Promotion Programs,” *Review of Agricultural Economics* 28, 2007, 40-63, with J.M. Alston, J.M. Crespi, and H. M. Kaiser.
- “Food Retailers’ Pricing and Marketing Strategies, with Implications for Producers,” *Agricultural and Resource Economics Review* 35, 2006, 1-18, with Lan Li and Tian Xia.
- “Analysis of a Supply-Control Program Under Uncertainty and Imperfect Competition: Chinese Cabbage in Taiwan,” *Agricultural Economics*, 34, 2006, 69-80, with S-Y. Huang and Tian Xia.
- “A Multinomial Logit Framework to Estimate Bid Shading in Procurement Auctions: Application to Cattle Sales in the Texas Panhandle,” *Review of Industrial Organization* 27, 2005, 253-278, with John Crespi.
- “Grocery Retailer Behavior in Perishable Fresh Produce Procurement,” *Journal of Agricultural and Food Industrial Organization*, Vol. 3: No. 1, Article 6.
<http://www.bepress.com/jafio/vol3/iss1/art6> 2005, 21 pp., with Mingxia Zhang, and James Chalfant.

- “Supermarket Fluid Milk Pricing Practices in the Western United States,” *Agribusiness* 21, 2005, 509-530, with Hoy Carman.
- “Bidding for Cattle in the Texas Panhandle,” *American Journal of Agricultural Economics*, 86, 2004, 660-674, with John Crespi.
- “The Cost Effectiveness of the U.S. Export Enhancement Bonus Allocation Mechanism,” *American Journal of Agricultural Economics*, 86, 2004, 375-388, with Humei Wang.
- “The Competitive Implications of Top-of-the-Market and Related Contract-Pricing Clauses,” *American Journal of Agricultural Economics*, 86, 2004, 124-138, with Tian Xia.
- “Competition, U.S. Farmer Cooperatives, and Marketing Orders,” *Econ Rurale*, 277-278, 2003, 135-151, (in French) with John Crespi.
- “Does Branded Food Product Advertising Help or Hurt Farmers?” *Journal of Agricultural and Resource Economics*, 27, 2002, 365-389, with Mingxia Zhang and Julian Alston.
- “Optimal Commodity Promotion when Downstream Markets Are Imperfectly Competitive,” *American Journal of Agricultural Economics*, 84, 2002, 352-365, with Mingxia Zhang.
- “Marketing Orders, Grading Errors, and Price Discrimination,” *American Journal of Agricultural Economics* 84, 2002, 53-66, with James Chalfant.
- “FOB or Uniform Delivered Prices: Strategic Choice and Welfare Effects,” *Journal of Industrial Economics*, 49, 2001, 197-221, with Mingxia Zhang.
- “An Assessment of Market Power in the U.S. Food Industry and Its Impacts on Consumers,” *Agribusiness*, 17, 2001, 59-79, with Mingxia Zhang. (Also reprinted in H. M. Kaiser and N. Suzuki eds., *New Empirical Industrial Organization & the Food System*, New York: Peter Lang, 2006.)
- “Industrialization and Consolidation in the U.S. Food Sector: Implications for Competition and Welfare,” *American Journal of Agricultural Economics*, 82, 2000, 1087-1104.
- “Do Agricultural Marketing Cooperatives Advertise Less Intensively Than Investor-Owned Food-Processing Firms?” *Journal of Cooperatives*, 15, 2000, 31-46, with J. Gruber and R.T. Rogers.
- “Oligopsony Power with Uniform Spatial Pricing: Theory and Application to Milk Processing in Spain,” *European Review of Agricultural Economics*, 27, 2000, 347-364, with Antonio Alvarez, Eduardo Fidalgo, and Mingxia Zhang.

- “Captive Supplies and the Cash Market Price: A Spatial Markets Approach,” *Journal of Agricultural and Resource Economics*, 25, 2000, 88-108, with Mingxia Zhang.
- “Measuring Research Benefits in an Imperfect Market: Reply to Holloway,” *Agricultural Economics* 22, 2000, 129-131, with Terri Sexton.
- “Imperfect Competition, Functional Forms, and the Size and Distribution of Research Benefits,” *Agricultural Economics*, 21, 1999, 155-172, with Julian Alston and Mingxia Zhang.
- “Asymmetric Grading Error and Adverse Selection: Lemons in the California Prune Industry,” *Journal of Agricultural and Resource Economics*, 24, 1999, 57-79, with J.A. Chalfant, J.S. James, and N. Lavoie.
- “The Optimal Joint Provision of Water for Irrigation and Hydropower,” *Journal of Environmental Economics and Management*, 36, 1998, 295-313, with Bishu Chatterjee and Richard Howitt.
- “The Effects of Imperfect Competition on the Size and Distribution of Research Benefits.” *American Journal of Agricultural Economics*, 79, 1997, 1252-1265, with Julian Alston and Mingxia Zhang.
- “A Model of Price Determination for Fresh Produce with Application to California Iceberg Lettuce,” *American Journal of Agricultural Economics*, 78, 1996, 924-34, with Mingxia Zhang.
- “Spatial Competition, Uniform Pricing, and Transportation Efficiency in the California Tomato Processing Industry,” *American Journal of Agricultural Economics*, 78, 1996, 115-125, with C.M. Durham and J-H. Song.
- “Measuring Returns to an Innovation in an Imperfectly Competitive Market: Application to Mechanical Harvesting of Processing Tomatoes in Taiwan,” *American Journal of Agricultural Economics*, 78, 1996, 558-571, with Shu-Yu Huang.
- “Comment: Measuring Research Benefits in an Imperfect Market,” *Agricultural Economics* 13, 1996, 201-204, with Terri Sexton.
- “A Perspective on Helmerger and Hoos’ Theory of Cooperatives,” *Journal of Agricultural Cooperation*, 10, 1995, 87-91.
- “Assessing the Importance of Oligopsony Power in Agricultural Markets,” *American Journal of Agricultural Economics*, 76, 1994, 1143-50, with Richard Rogers.
- “Strategic Buyers and Exclusionary Contracts,” *American Economic Review*, 81, June 1994, 566-584, with Robert Innes.

- “A Survey of Noncooperative Game Theory with Reference to Agricultural Markets: Part 1. Theoretical Concepts,” *Review of Marketing and Agricultural Economics*, 62, April 1994, 11-28.
- “A Survey of Noncooperative Game Theory with Reference to Agricultural Markets: Part 2. Potential Applications in Agriculture,” *Review of Marketing and Agricultural Economics*, 62, August 1994, 183-200.
- “What Do We Know About the Economic Efficiency of Cooperatives: An Evaluative Survey,” *Journal of Agricultural Cooperation*, 8, 1993, 15-27, with Julie Iskow.
- “Customer Coalitions, Monopoly Price Discrimination, and Generic Entry Deterrence,” *European Economic Review*, 37, 1993, 1569-1597, with Robert Innes.
- “Irrigation Districts and Water Markets: An Application of Cooperative Decision Making Theory,” *Land Economics*, 69, February 1993, 39-53, with Michael Rosen.
- “Analysis of Oligopsony Potential in Agricultural Markets: Residual Supply Estimation in California's Processing Tomato Market,” *American Journal of Agricultural Economics*, 74, November 1992, 962-972, with C. Durham. (Also reprinted in *Competitive Strategy Analysis in The Food System*, R.W. Cotterill, ed., Boulder, CO: Westview Press, 1993.)
- “Imperfect Competition in Multiproduct Food Industries with Application to Pear Processing,” *American Journal of Agricultural Economics*, 74, November 1992, 980-990, with Joyce Wann. (Also reprinted in *Competitive Strategy Analysis in The Food System*, R.W. Cotterill, ed., Boulder, CO: Westview Press, 1993.)
- “Market Integration, Efficiency of Arbitrage, and Imperfect Competition: Methodology and Application to U.S. Celery,” *American Journal of Agricultural Economics*, 73, August 1991, 568-580, with C.L. Kling and H.F. Carman.
- “Confidence Intervals for Elasticities and Flexibilities: Re-Evaluating the Ratio of Normals Case,” *American Journal of Agricultural Economics*, 72, November 1990, 1006-1017, with J.H. Dorfman and C.L. Kling.
- “Imperfect Competition in Agricultural Markets and the Role of Cooperatives: A Spatial Analysis,” *American Journal of Agricultural Economics*, 72, August 1990, 709-720.
- “Bootstrapping in Applied Welfare Analysis,” *American Journal of Agricultural Economics*, 72, May 1990, 406-418, with C.L. Kling.
- “The Conservation and Welfare Effects of Information in a Time-of-Day Pricing Experiment,” *Land Economics*, 65, August 1989, 272-279, with T. A. Sexton, Joyce Wann, and Catherine Kling.

“Some Tests of the Economic Theory of Cooperatives: Methodology and Application to Cotton Ginning,” *Western Journal of Agricultural Economics*, 14, July 1989, 55-66, with Brooks Wilson and Joyce Wann.

“Cooperatives as Entrants,” *Rand Journal of Economics*, 18, Winter 1987, 581-95, with T. A. Sexton.

“Theoretical and Methodological Perspectives on Consumer Response to Electricity Information,” *Journal of Consumer Affairs*, 21, Winter 1987, 238-57, with T. A. Sexton.

“Consumer Response to Continuous-Display Electricity Use Monitors in a Time-of-Use Pricing Experiment,” *Journal of Consumer Research*, 14, June 1987, 55-62, with N. Johnson and A. Konakayama.

“Cooperatives and the Forces Shaping Agricultural Marketing,” *American Journal of Agricultural Economics*, 68, December 1986, 1167-1172.

“The Formation of Cooperatives: A Game Theoretic Approach with Implications for Cooperative Finance, Decision Making and Stability,” *American Journal of Agricultural Economics*, 68, May 1986, 214-25.

“Re-Evaluating the Income Elasticity of the Property Tax Base,” *Land Economics*, 62, May 1986, 182-191, with T. A. Sexton.

“Perspectives on the Development of the Economic Theory of Cooperatives,” *Canadian Journal of Agricultural Economics*, 32, July 1984, 423-36.

“Economic Considerations in Forming Consumer Cooperatives and Establishing Pricing and Financing Policies,” *Journal of Consumer Affairs*, 17, Winter 1983, 290-314.

“A Model of Welfare Loss from Inaccurate Information with Applications to Food Labels,” *Journal of Consumer Affairs*, 15, Winter 1981, 214-31.

Books and Monographs

“An Economic Evaluation of the Hass Avocado Promotion Order’s First Five Years.” Giannini Foundation Research Report No. 351, University of California, Division of Agriculture and Natural Resources, December 2009, with H.F. Carman and L. Li.

The Economics of Commodity Promotion Programs: Lessons from California, New York: Peter Lang, 2005, 428 pp. (edited with H.M. Kaiser, J.M. Alston, and J.M. Crespi).

“Grocery Retailer Behavior in the Procurement and Sale of Perishable Fresh Produce Commodities.” U.S. Department of Agriculture, Economic Research Service, Contributors and Cooperators Report No. 2, September 2003, with M. Zhang and J. Chalfant.

- “Retail Consolidation and Produce Buying Practices: A Summary of the Evidence and Potential Industry and Policy Responses.” Giannini Foundation Monograph No. 45, University of California, Division of Agriculture and Natural Resources, December 2002, with T.J. Richards and P.M. Patterson.
- “The California Prune Board's Promotion Program: An Evaluation,” Giannini Foundation Research Report No. 344, University of California, Division of Agriculture and Natural Resources, March 1998, with J.M. Alston, H.F. Carman, J.A. Chalfant, J.M. Crespi, and R.J. Venner.
- “Transportation and Marketing Efficiency in the California Processing Tomato Industry,” Giannini Foundation Research Report No. 343, University of California, Division of Agriculture and Natural Resources, March 1995, with C.M. Durham and J.H. Song
- “Optimal Reserve and Export Policies for the California Almond Industry: Theory, Econometrics, and Simulations,” Giannini Foundation Monograph No. 42, University of California, Division of Agriculture and Natural Resources, February 1995, with J. M. Alston, H. F. Carman, J. E. Christian, J. Dorfman, and J.-R. Murua
- “Bargaining Associations in Grower-Processor Markets for Fruits and Vegetables,” ACS Research Report No. 104, U.S. Department of Agriculture, Agricultural Cooperative Service, February 1992, with Julie Iskow.
- “Empirical Analysis of Recently Formed Agricultural Cooperatives,” U.S. Department of Agriculture, Agricultural Cooperative Service Staff Report, August 1988, 32p., with Julie Iskow.
- “Factors Critical to the Success or Failure of Emerging Agricultural Cooperatives,” Giannini Foundation Information Series No. 88-3. Division of Agriculture and Natural Resources, University of California, June 1988, 52p., with Julie Iskow.

Book Chapters

- “US Generic Advertising and Promotion Programs,” in W.J. Armbruster and R.D. Knutson (eds.) *US Programs Affecting Food and Agricultural Marketing*, New York: Springer, 2013 (with John Crespi).
- “Market Structure and Competition in the U.S. Food Industries: Implications for the 2012 Farm Bill,” in V. Smith and B. Goodwin (eds.) *Discover American Boondoggle: Fixing the Farm Bill Content*, Washington D.C.: American Enterprise Institute, 2012 (with Tina Saitone).
- “Models of Horizontal Differentiation in Food Markets,” in J. Lusk, J. Roosen, and J. Shogren, eds. *Oxford Handbook on the Economics of Food Consumption and Policy*, Oxford University Press, 2011, 260-291.

- Alston, J.M. and R.J. Sexton. "Giannini Foundation Contributions to Agricultural Marketing Studies." In W.E. Johnston and A.F. McCalla (eds), *A.P. Giannini and the Giannini Foundation of Agricultural Economics*. Berkeley, CA: Giannini Foundation of Agricultural Economics, December 2009.
- Sexton, R.J. and J.M. Alston. "The Giannini Foundation and the Economics of Collective Action in the Marketing of California Farm Products." In W.E. Johnston and A.F. McCalla (eds), *A.P. Giannini and the Giannini Foundation of Agricultural Economics*. Berkeley, CA: Giannini Foundation of Agricultural Economics, December 2009.
- "Marketing California's Agricultural Production," in J. Siebert (ed.) *California Agriculture: Dimensions and Issues*, University of California, Division of Agriculture and Natural Resources, 2003, with Hoy Carman and Roberta Cook.
- "Market Conduct and the Economic Impacts of a Tariff-Rate Quota Policy: The European Banana Case," in C.B. Moss, G.C. Rausser, A. Schmitz, T.G. Taylor, and D. Zilberman (eds.), *Agricultural Globalization, Trade, and the Environment*, Norwell MA: Kluwer Academic Publishers, 2001, with R. Herrmann.
- "Food Processing and Distribution: An Industrial Organization Approach," in B. Gardner and G. Rausser (eds.) *Handbook of Agricultural Economics*, Amsterdam: North Holland, 2001, 863-932, with N. Lavoie.
- "Marketing California's Agricultural Production," in J. Siebert (ed.) *California Agriculture: Issues and Challenges*, University of California, Division of Agriculture and Natural Resources, 1997, 125-50, with H. F. Carman and R. Cook.
- "The Role of Cooperatives in Increasingly Concentrated Markets," in M. Cook et al. (eds.) *Cooperatives: Their Importance in the Future Food and Agricultural System*, Washington: National Council on Farmer Cooperatives, 1997, 31-48.
- "Divide and Conquer Price Discrimination in Entry Games with Strategic Buyers," in D. Mortimort, ed., *Agricultural Markets: Mechanisms, Failures, and Regulations*, Amsterdam: North Holland, 1996, 65-88, with Robert Innes.
- "Analysis and Evaluation of Competition Policies Affecting Agricultural Cooperatives," *Jordbruk och Konkurrens*, Swedish Ministry of Agriculture, 1995, 389-427.
- "Information-Sharing Cooperatives: Market Coordination or Cartel Behavior," *Competitive Strategy Analysis for Agricultural Cooperatives*, R.W. Cotterill, ed., Boulder, CO: Westview Press, 1994, 209-227, with T.A. Sexton.
- "The Competitive Role of Cooperatives in Market-Oriented Economies: A Policy Analysis," *Agricultural Cooperatives in Transition*, C. Csaki and Y. Kislev, eds., Boulder, CO: Westview Press, 1993, 55-83, with Julie Iskow.

“A Theory on Information and Its Application to the Effect of Labeling on Food,” *Proceedings of the American Council on Consumer Interests*, 1980, 61-9.

Publications for General Audiences

“The Alpaca Bubble Revisited,” *Agricultural and Resource Economics Update*, 15, 2012, with Tina Saitone.

“Grocery Retailers’ Dominant Role in Evolving World Food Markets,” *Choices*, 25, 2010.

“Supply Management for the U.S. Dairy Industry? Opportunities and Challenges,” *Agricultural and Resource Economics Update*, 13, 2009, 5-8, with Tina Saitone.

“The 2007 Freeze: Tallying the Toll Two Months Later,” *Agricultural and Resource Economics Update*, 10, 2007, 5-8, with Hoy Carman.

“Retailer Pricing Practices for Fresh Avocados,” *Agricultural and Resource Economics Update*, 10, Sept/Oct 2006, 5-8, with Lan Li and Hoy Carman.

“Do Alpacas Represent the Latest Speculative Bubble in Agriculture?” *Agricultural and Resource Economics Update*, 9, Jan/Feb 2006, 5-8, with Tina Saitone.

“The Bankruptcy of Tri Valley Growers: What Went Wrong and What Can We Learn From It?” *Agricultural and Resource Economics Update*, 7, July/August 2004, 1-4, with Himawan Hariyoga.

“Got Lawyers?” *Choices*, February 2001, 18-23, with John Crespi.

“California’s Cattle and Beef Industry at the Crossroads,” *California Agriculture*, 56, 2002, 152-156, with Matt Anderson, Steven Blank, and Tiffany LaMendola.

“Grading Error in the California Prune Industry,” *California Agriculture*, 54, 2001, 66-71, with J.A. Chalfant, J.S. James, and N. Lavoie.

“Almond Advertising Yields Net Benefits to Growers,” *California Agriculture*, 55, 2001, 20-25, with John Crespi.

“Key Economic Issues in Commodity Tree-Pull Programs,” *Agricultural and Resource Economics Update*, 4, Spring 2001, 7-9, with Matt Anderson.

“Spatial Competition and Transportation Efficiency in California’s Processing Tomato Industry,” *California Agriculture*, 49, 1995, 21-26, with Catherine Durham and Joo Ho Song.

- “Can Retailers Depress Lettuce Prices at the Farm Level?” *California Agriculture*, 49, 1995, 14-18, with Mingxia Zhang.
- “Restricting Flow of Almonds to Export Markets May Raise Profits,” *California Agriculture*, 47, 1993, 7-10, with Julian Alston, Jason Christian, and J. R. Murua.
- “California Almond Markets and Reserve Strategies Analyzed,” *California Agriculture*, 45, 1991, 18-21, with J.M. Alston.
- “Economic Analysis of the California Cotton Ginning Technology,” *California Agriculture*, 42, Nov.-Dec. 1988, 14-16, with Joyce Wann and Brooks Wilson.
- “Concentrated California Production Offers Co-op Marketing Opportunities,” *Farmer Cooperatives*, 54, November 1987, 12-13.
- “Measuring Cooperative Success Requires Long-Term Perspective,” *Farmer Cooperatives*, 54, October 1987, 20-21.
- “Taxing Co-ops: Part 2--Current Treatment Doesn't Harm the Economy,” *Choices*, 1, 3rd Quarter 1986, 16-18, with T. A. Sexton.
- “Taxing Co-ops: Current Treatment is Fair, But Not for Reasons Given by Co-op Leaders,” *Choices*, 1, 2nd Quarter 1986, 21-25, with T. A. Sexton.
- “Travel to and Through Urban Centers in Kansas: Kansas City, Kansas Experience,” *Kansas Business Review*, 7, Summer 1984, 1-9.
- “An Economic Analysis of a 'Make Good' Program: The Blind Vending Facilities Operation in Kansas,” *Kansas Business Review*, 7, Spring 1984, 16-19, with Robert Glass.
- “The Kansas High-Tech Labor Force: Trends and Projections,” *Kansas Business Review*, 7, Fall 1983, 1-12.
- “Instability in the Kansas Economy,” *Kansas Business Review*, 6, May-June, 1983, 1-12, with Robert Glass.
- “The Changing Structure of the Kansas Farm,” *Kansas Business Review*, 5, July-August 1982, 1-12, with John Cita.
- “A Primer on Cooperatives,” *Kansas Business Review*, 5, December 1981-January 1982, 7-11.

Dissertations and Theses Chaired and Co-Chaired

Karen E. Thome, “Three Essays on the Growth of Agroindustry and Changing Commodity Markets: Industrial Organization Approaches,” Ph.D. Dissertation, October 2012.

- Sandhyarani Patlolla, "Agricultural Policies and the Indian Sugar Industry: Impacts and Unintended Consequences," Ph.D. Dissertation, December 2010.
- Chenguang Li, "Retail Pricing Behavior for Agricultural Products with Implications for Farmer Welfare," Ph.D. Dissertation, August 2010.
- Richard Volpe, III, "Pricing and Promotional Patterns at Major US Supermarkets," Ph.D. Dissertation, August 2010.
- Tina L. Saitone, "The Economics of Minimum Quality Standards Imposed by Agricultural Producer Organizations," Ph.D. Dissertation, September 2008.
- Carlo Russo, "Modeling and Measuring the Structure of the Agrifood Chain: Market Power, Policy Incidence and Cooperative Efficiency," Ph.D. Dissertation, September 2008.
- Jennifer Keeling Bond, "New Perspectives on Performance Evaluation of Agricultural Producer Organizations," Ph.D. Dissertation, July 2008.
- Aya Suzuki, "Three Essays on Agricultural Marketing in Developing Countries: An Industrial Organization Approach," Ph.D. Dissertation, June 2008.
- David Zetland, "Conflict and Cooperation Within an Organization: A Case Study of the Metropolitan Water District of Southern California," Ph.D. Dissertation, May 2008.
- Lan Li, "Retailer Pricing Behavior for a Fresh Produce Commodity: The Case of Avocados," Ph.D. Dissertation, November 2007.
- Pierre Merel, "Three Essays on Supply Control Policies in Protected Designations of Origin," Ph.D. Dissertation, May 2007.
- Adam McCarthy, "Winter Pear Profitability: A Study on Retail Consolidation in the Northwest D'Anjou Pear Industry," M.S. Thesis, May 2007
- Hayley Boriss, "Understanding the Communication Link between Cow-Calf Producers and Buyers: An Economic Analysis of Feeder Calf Attributes," M.S. Thesis, September 2005.
- Dafna DiSegni Eshel, "The Economics of the Allocation of Tradable Pollution Rights," Ph.D. Dissertation, September 2004.
- Tian Xia, "Cattle, Contracts, and Grocery Retailers: Three Essays on Industrial Organization in Agricultural Markets," Ph.D. Dissertation, March 2004.
- Himawan Hariyoga, "An Economic Analysis of Factors Affecting the Failure of an Agricultural Marketing Cooperative: The Bankruptcy of Tri Valley Growers," Ph.D. dissertation, March

2004.

Nathalie Lavoie, "Price Discrimination in the Context of Vertical Differentiation: An Application to Canadian Wheat Exports," Ph.D. dissertation, September 2001.

Humei Wang, "On the Design of the EEP Bonus Allocation Mechanism," Ph.D. Dissertation, September 2001.

Eidan Apelbaum, "Essays on the Competition Between National Brands and Private Labels in the Retail Food Industry," Ph.D. dissertation, June 2000.

John Crespi, "Generic Commodity Promotion and Product Differentiation," Ph.D. Dissertation, June 2000.

Mingxia Zhang, "Three Essays on Imperfect Competition Analysis," Ph.D. Dissertation, December 1997.

Rex K. Craft, "An Economic Analysis of California's Thoroughbred Horse Sector," Ph.D. Dissertation, June 1996.

Bishu Chatterjee, "Optimal Provision of Irrigation and Hydropower through Time-Dependent Production in Cooperative Water Supply Organizations," Ph.D. Dissertation, November 1994.

Shu-Yu Huang, "Research Benefits under Imperfect Competition with Application to Mechanical Tomato Harvesting in Taiwan," Ph.D. Dissertation, June 1994.

Stuart Kasdin, "Institutions and Collective Action: Cooperative Formation and Persistence in India," M.S. Thesis, December 1991.

Catherine A. Durham, "Analysis of Competition in the Processing Tomato Market," Ph.D. Dissertation, March 1991.

Michael Rosen, "Property Rights and Public Choice in Water Districts: An Application to Water Markets," Ph.D. Dissertation, August 1990.

Joyce J. Wann, "Imperfect Competition in Multiproduct Industries with Application to California Pear Processing," Ph.D. Dissertation, September 1990.

Memberships

Agricultural and Applied Economics Association

American Economics Association

Western Agricultural Economics Association

