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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

- 7/2016 – present Distinguished Professor. Department of Agricultural & Resource Economics, University of California, Davis.
- 10/2011-6/2016 Professor and Chair. Department of Agricultural & Resource Economics, University of California, Davis
- 7/98-10/2011 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

- Plenary Speaker, European Association of Agricultural Economists Congress, Parma, Italy, August 2017
- Best Published Research Paper, Food and Agricultural Marketing and Policy Section, Agricultural and Applied Economics Association, 2016.
- Best Economics Paper: Food Safety and Nutrition, honorable mention, Food Safety and Nutrition Section, Agricultural and Applied Economics Association, 2016.
- Distinguished Graduate Teaching Award, Agricultural and Applied Economics Association, 2015
- Plenary speaker, Fourth Annual Canadian Agri-Food Policy Conference, Canadian Agricultural Economics Society, January 2014
- 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

“Market Concentration, Market Shares, and Retail Food Prices: Evidence from the U.S. Women, Infants, and Children Program.” *Applied Economic Perspectives and Policy* 40, 2018, in press, with Meilin Ma, Tina Saitone, Richard Volpe, and Michelle Saksena.

“The Economics of Food Vendors Specialized to Serving the Women, Infants, and Children (WIC) Program.” *American Journal of Agricultural Economics* 100, 2018, in press, with Patrick McLaughlin and Tina Saitone.

“Increasing Concentration in the Agricultural Supply Chain: Implications for Market Power and Sector Performance.” *Annual Review of Resource Economics* 11, 2018, in press, with Tian Xia.

“Price Premiums, Payment Delays, and Default Risk: Understanding Developing Country Farmers’ Decisions to Market Through a Cooperative or a Private Trader.” *Agricultural Economics* 49,

2018, 363-380, with Tina Saitone and Benoit Malan.

“The Hospital-Acquired Conditions (HAC) Reduction Program: Using Cranberry Treatment to Reduce Catheter-Associated Urinary Tract Infections and Avoid Medicare Payment Reduction Penalties.” *Journal of Medical Economics* 21, 2018, 97 – 106, with Tina Saitone and Alison Sexton-Ward.

“Food Access, Food Deserts, and the Women, Infants, and Children Program.” *Journal of Agricultural and Resource Economics* 42, 2017, 310 – 328, with Qi Wu and Tina Saitone.

“Concentration and Consolidation in the Food Chain: The Latest Evidence and Implications for Consumers, Farmers, and Policymakers.” *Economic Review* Special Issue, 2017, 25 – 60. With Tina Saitone. (Reprinted in *Farm Policy Journal* 14, 2017-18, 1 – 21.)

“Agri-food supply chain: Evolution and performance with conflicting consumer and societal demands.” *European Review of Agricultural Economics* 44, 2017, 634 – 657, with Tina Saitone.

“Buyer Power with Atomistic Upstream Entry: Can Downstream Consolidation Increase Production and Welfare?” *International Journal of Industrial Organization* 50, 2017, 259 - 293, with Pierre Mérel.

“Calf and Yearling Prices in the Western United States: Spatial, Quality, and Temporal Factors in Satellite Video Auctions.” *Journal of Agricultural and Resource Economics* 41, 2016, 458 – 480, with Steven Blank and Tina Saitone.

“A Framework to Analyze the Performance of Thinly Traded Agricultural Commodity Markets.” *American Journal of Agricultural Economics* 98, 2016, 581-596, with Michael Adjemian and Tina Saitone.

“Cooperative Stability under Stochastic Quality and Farmer Heterogeneity.” *European Review of Agricultural Economics* 42, 2015, 765-795, with Pierre Mérel and Tina Saitone.

“What Happens When Food Marketers Impose Restrictive Farming Practices?” *American Journal of Agricultural Economics*, 97, 2015, 1021-1043, with Tina Saitone and Daniel Sumner.

“A Wicked Problem? Cost Containment in the Women, Infants, and Children Program.” *Applied Economic Perspectives & Policy*, 37, 2015, 378-402, with Tina Saitone, and Richard Volpe.

“Managing Quantity, Quality, and Timing in Indian Cane Sugar Production: Ex Post Marketing Permits or Ex Ante Production Contracts?” *World Bank Economic Review*, 29, 2014, 606-630, 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, 2011, 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*, 59, 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 Helmberger 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

“Unfair Trading Practices in the Food Supply Chain.” European Commission, Joint Research Centre Technical Report, 2017,
http://publications.jrc.ec.europa.eu/repository/bitstream/JRC108394/jrc_report_utps_final.pdf, (with J. Falkowski, C. Ménard, J. Swinnen, and S. Vandevelde).

“Cost Containment in the WIC Program: Vendor Peer Groups and Reimbursement Rates.” U.S. Department of Agriculture, Economic Research Service, Economic Research Report No. 171, August 2014, with Tina Saitone and Richard Volpe,

“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

“Unfair Trade Practices in the Food Supply Chain: Defining the Problem and the Policy Issues,” in F. Di Marcantonio and P. Ciaian eds. *Unfair Trading Practices in the Food Supply Chain*, European Commission, JRC Technical Reports, Luxembourg: European Union, 2017.

“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.) *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

- “Thinning Markets in U.S. Agriculture: What Are the Implications for Producers and Processors?” United States Department of Agriculture, Economic Research Service. Economics Information Bulletin No. 148, 2016, with Michael Adjemian, B.Wade Brorsen, William Hahn, and Tina Saitone.
- ["What Happens When Food Marketers Require Restrictive Farming Practices?"](#) *farmdoc daily* (5):161, Department of Agricultural and Consumer Economics, University of Illinois at Urbana-Champaign, September 2, 2015, with Tina Saitone and Dan Sumner.

- “The Supreme Court’s Decision in the ‘Raisin Case’: What Does It Mean for Mandatory Marketing Programs?” *Agricultural and Resource Economics Update* 18, 2015, 1-4, with John Crespi and Tina Saitone.
- “The Economic Impact of Food and Beverage Processing in California.” *Agricultural and Resource Economics Update*, 18, 2015, with Josué Medellín Azura and Tina Saitone.
- “Demand Growth and Commodity Promotions for Fresh Hass Avocados.” *Agricultural and Resource Economics Update* 17, 2013, 5 – 8, with Hoy Carman and Tina Saitone.
- “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.
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