



OnPoint
Analytics

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PRINCIPAL APPOINTMENTS

Emeritus Professor of Agricultural Economics, Purdue University, July 1, 2011 to present.

Senior Fellow, American Antitrust Institute, Washington, DC, March 2009 to present.

Senior Consultant, OnPoint Analytics, Emeryville, CA, January 2014-present.

Director, LECG LLC, May 2008 to March 2011. [LECG was one of the three largest economic consulting firms in the world]

Board of Advisers, American Antitrust Institute, Washington, DC, July 2003-present (the 6th economist selected).

Visiting Professor, Nationalekonomiska Institutionen, Åbo Akademi University, Åbo (Turku), Finland, 1994.

Adjunct Professor, Istituto Economica Agro-Alimentare, Università Cattolica del Sacro Cuore, Piacenza, Italy, June 1992 to present.

Professor, Department of Agricultural Economics, Purdue University, July 1989 to June 2011.

Associate Director, Purdue Center for Value Added Research, July 1987 to June 1991.

Assistant Head for Research, Department of Agricultural Economics, Purdue University, July 1985 to August 1988.

Associate Professor, Department of Agricultural Economics, Purdue University, West Lafayette, Indiana, May 1983 to June 1989.

Head, Food Manufacturing Research Section, Economic Research Service, U.S. Department of Agriculture, April 1979 to May 1983.

Adjunct Assistant Professor, Department of Agricultural Economics, University of Wisconsin at Madison, June 1976 to July 1979. Agricultural Economist, Economic Research Service, United States Department of Agriculture, March 1976 to May 1983.

Research Assistant, Department of Agricultural Economics, University of Wisconsin at Madison, January 1972-February 1976.

Research Assistant, Department of Food and Resource Economics, University of Florida, 1969-1971.

Volunteer, United States Peace Corps, service as a mathematics teacher in Nigeria and Uganda, September 1965 to December 1968.

ACADEMIC BACKGROUND

Ph.D., University of Wisconsin at Madison, 1976 (Agricultural Economics)

M.S., University of Wisconsin at Madison, 1974 (Agricultural Economics)

M.A.M.R.D., University of Florida, 1974 (Agricultural Economics)

A.B., Boston College, 1965 *cum laude* (Mathematics)

RESEARCH EXPERIENCE

Research prior to 1996 focused on the market structures and performance of food industries; since 1996 specialized in empirical cartel studies and assessing the effectiveness of anti-cartel policies and enforcement.

Consultant, National Cattlemen's Association. Co-authored a report on changing structure of the beef packing industry and packer procurement methods, January 1989-October 1989.

Senior Economist for Research Triangle Institute (North Carolina) project *Economic Cost/Benefit Studies of Cosmetic and Food Safety Issues*. The purpose of the project was to support the Economic Staff of the Center for Food Safety and Applied Nutrition (CFSAN) of the U.S. Food and Drug Administration (FDA). CFSAN is responsible for economic impact analyses of present or proposed FDA regulatory actions affecting cosmetic or food safety. This research project dealt with the industry and social costs of mandatory food labeling regulations, which were later adopted by the FCA. October 1987 to September 1993.

Consultant for the Office of Technology Assessment, U.S. Congress. Produced a report, part of the OTA's Economic Transition Project, on the economic interrelationships of market structure to the adoption and generation of significant new food-processing technologies, 1984-85.

Consultant for the Directorate for Food, Agriculture, and Fisheries of the Organization for Economic Cooperation and Development. Aided in planning and prepared key papers for an international symposium on "Structural Adjustment of the Food Industries," held in Paris, 1982. Consultant, United Nations' Center on Transnational Corporations for its report, *Transnational Corporations in Food Processing Industries of Developing Countries*, 1978-80.

Consultant, U.S. Senate Select Committee on Nutrition and Human Needs. Provided original analysis and criticisms for a proposed staff report, *Guidelines for Food Purchasing in the United States* (printed May 1978), 1977-78.

Consultant, Subcommittee on Multinational Corporations, U.S. Senate Committee on Foreign Relations. Duties included a statistical analysis of a large-scale questionnaire sent to Fortune 500 companies and collaborating on a report to the Subcommittee, June 1974 to 1976.

Consultant for law firms in the United States and abroad, the National Association of Attorneys General, the U.S. Federal Trade Commission, the U.S. Department of Justice, and non-U.S. antitrust authorities on matters involving allegations of price-fixing, corporate financial performance, trademark infringement, tax liability, mergers, damage assessments, and product liability issues in the food, beverage, and tobacco; food and feed ingredient; grocery distribution industries; and several manufacturing industries. Advisor for publishers assessing proposed textbooks.

TEACHING EXPERIENCE

Taught AGEC 506, "Agricultural Marketing and Price Analysis", annually to M.S. candidates. AGEC 506 covers derived demand, marketing margins, elasticities, modeling and estimating supply and demand relationships, economic forecasting techniques, empirical studies of the structure, conduct and performance of the food processing and distribution industries, vertical coordination and pricing systems in agricultural subsectors, and issues in food marketing regulation, 1983 to 1997.

Teach AGEC 622, "Food System Organization and Policy", biannually to Ph.D. students. AGEC 622 covers advanced concepts in industrial organization economics, empirical research on the food industries, and the role of economic theory and research in the formulation and enforcement of public policies that affect industry performance, 1985 to present.

Taught AGEC 305, a junior-senior level course in econometrics and price analysis, 1998-2000 and 2010.

Teach AGEC 596I (now AGEC 526), a case-studies agribusiness course, "International food and Agribusiness Marketing," annually 1999-2001 and 2005-2010.

Taught segments of AGEC 692 "Workshop in Applied Economics," 2000-2010.

Taught "International Selling of Branded Food Products" at the European Union's Advanced Mediterranean Institute of Agronomy, Zaragoza, Spain, February-March 1996, 1998, and 2000.

Taught AGEC 622-equivalent to M.S. students, Åbo Akademi University, Finland, fall 1994 and to graduate students and junior faculty of the Institute of Agro-Food Economics of the Catholic University of the Sacred Heart, Cremona, Italy, June 1992 to June 2000.

Taught AGEC 320, a junior-level course in agricultural marketing, spring 1991.
Developed a new course and first taught "Forensic Economics," AGEC 596F, spring 2004-2010.

ADMINISTRATIVE EXPERIENCE

Associate Director, Purdue Center for Value Added Research. Duties include encouraging submission, selection, and monitoring of research awards of about \$200,000 per year, 1987-1991.

Assistant Head for Research, Department of Agricultural Economics, Purdue University. Responsible for coordinating research in a department with about 40 faculty members with significant research appointments and 80 to 95 resident graduate students. Duties included: alerting the staff to Requests for Proposals; persuading them to respond; reviewing outgoing proposals; supervising and editing annual reports of research progress; recruitment of graduate students; selection of research assistants supported by departmental funds; assignment of RAs to their major advisors; forming committees to choose the best departmental theses; nominating faculty work for national research awards; counseling graduate students and faculty; making recommendations to the Department Head on annual salary changes, July 1985 to August 1988.

Head, Food Manufacturing Research Section, ERS-USDA. Supervised 4 to 6 professional research economists and support personnel. Duties included annual budget review; recruitment of new professionals; development of annual research plans; performance evaluations of staff; manuscript clearance; monitoring USDA-university contracts; responding to requests from the public, the press and other government officials; and policy analysis, 1979- May 1983.

HONORS AND AWARDS

A.B., Boston College, *cum laude*, 1965.

Boston College Presidential Scholarship, 1961-65.

Omicron Delta Epsilon, national honorary economics fraternity, 1979-present.

Distinguished Policy Contribution Award, Agricultural and Applied Economics Association (one of several leaders of Regional Research Project NC-117, *The Organization and Performance of U.S. Food Systems*), 1980.

Quality of Communication Award (Honorable Mention), Agricultural and Applied Economics Association, (with others), 1980.

Quality of Communication Award, Agricultural and Applied Economics Association, (for *The Food Manufacturing Industries*, with three co-authors), 1985.

Member, Sigma Xi, national scientific honorary society, 1986 - 1990.

Chairperson, North Central Regional Research Project NCT-149, "Organization and Performance of World Food Systems," 1986-1988. (Predecessor of NC-194, see below)

Vice President, Purdue Chapter, American Association of University Professors, 1987-88.

Major Professor for four Ph.D. dissertations that won the Department's "Best Dissertation" award:

- Warren P. Preston (1987)
- Thomas V. Greer (1992)
- Felipe De Almeida Cabral Pinto Ravara (1994)
- Yuliya Bolotova (2006)

President, Purdue Chapter, AAUP, 1988-90.

Chairperson, North Central Regional Research Project NC-194, "Organization and Performance of World Food Systems," 1988-1993.

Elected Regional Representative, National Council of the AAUP, 1991-1992.

Committee Member, Purdue University M.S. Thesis by Filipe Ravara, AAEA national award for "Best Thesis" (one of three awarded in 1991).

Distinguished Extension Program Award, Agricultural and Applied Economics Association, (with others), 1993.

Citations in:

- *Who's Who in America*, beginning 54th Edition (2000-2001) to present
- *Who's Who in Finance and Industry*, beginning 27th Edition (1992-1993)
- *Who's Who in the Midwest* beginning 23rd edition (1992-1993)
- *Who's Who in the World*, beginning 11th edition (1992)
- *Who's Who in American Education*, beginning 4th edition (1994-1995)
- *Who's Who Registry of Global Business Leaders* beginning July 1993
- *Who's Who in Science and Engineering*, beginning 2nd edition (1994-95)

"Little Nobel" Prize of Economics, from Metadosis, Finnish Students' Economics Society, awarded December 17, 1994, Turku, Finland.

Distinguished Extension Program Award, Agricultural and Applied Economics Association, 1999 (with others).

Distinguished Research Award, National Science Council, Taiwan, Ph.D. Dissertation of Chih-ching Yu, J.M. Connor supervisor (June 2000).

Quality of Communication Award, Agricultural and Applied Economics Association, (sole recipient, one award given nationally). [for *Global Price Fixing: First Edition*], July 2002.

Winner, Writing Award for Best Antitrust Publication of 2002 (*Global Price Fixing: First Edition*), sponsored by the Jerry S. Cohen Charitable Trust, presented at the annual meeting of the American Antitrust Institute, Washington, DC, June 24, 2003 (\$8200 cash award).

Advisor, American Antitrust Institute, 2004-present.

Quality of Research Discovery Award, Agricultural and Applied Economics Association, Purdue University's Department of Agricultural Economics' nomination for 2006.

Honorable Mention for the Jerry S. Cohen Charitable Trust's award for the best antitrust publication of 2006 (for John M. Connor and Robert H. Lande, "How High Do Cartels Raise Prices?" *Tulane Law Review* (2005)), June 2007.

Lead role in “Fair Play in the Marketplace,” a film produced by the American Antitrust Institute and Filmmakers Collaborative; awarded a 2007 Silver Telly Award and the 2007 CINE Golden Eagle.¹

Foreign Affiliate of the Centre for Industrial Economics, University of Copenhagen, Denmark [http://www.econ.ku.dk/cie/], one of about 15 appointed September 2007-present.

Senior Fellow, American Antitrust Institute, 2009-present.

Fellow, Agricultural and Applied Economics Association, 2009-present.

Hungarian Society of Hunters, inducted November 2011.

Winner, Best Academic Anticompetitive Practices Article -- 2012 Antitrust Writing Awards, sponsored by the Institute of Competition Law and George Washington University Law School, presented at the Awards Banquet, Jefferson Hotel, Washington, DC, March 27, 2012.²

Semi-Finalist, Best Academic Anticompetitive Practices Article -- 2013 Antitrust Writing Awards, sponsored by the Institute of Competition Law and George Washington University Law School, presented at the Awards Banquet, Jefferson Hotel, Washington, DC, March 10, 2013.³

Winner, Writing Award for Best Antitrust Publication of 2012, sponsored by the Jerry S. Cohen Memorial Charitable Trust (for Cartels as Rational Business Strategy: Crime Pays. *Cardozo Law Review* Vol. 34 Issue 2 (December 2012): 428-491. [co-authored with Robert H. Lande]. Presented at the annual meeting of the American Antitrust Institute, Washington, DC, June 12, 2013 (\$4000 cash award).

Recipient, Alfred E. Kahn Research Award for Antitrust Achievement, the highest award of the American Antitrust Institute. By vote of the Directors, awarded June 19, 2014, at the National Press Club in Washington, DC.⁴ The Award’s statement says that “Connor is the world’s leading cartel researcher.” [http://www.antitrustinstitute.org/content/aai-award-john-m-connor-annual-achievement-award-cartel-research]

¹ The Golden Eagle recognizes excellence in documentary production. Past recipients of CINE Golden Eagles include Steven Spielberg, George Lucas, Ken Burns, Martin Scorsese, Mike Nichols, Robert Altman, Spike Lee, and Mel Brooks.

² The Institute is headquartered in Paris, France (http://www.concurrences.com/?lang=en) and is one of five academic writing awards given in 2012 (http://awards.concurrences.com/What-are-the-Antitrust-Writing). About 100 articles were nominated, and, after voting online, winnowed to ten finalists by a jury of 20 European and U.S. antitrust experts (mostly professors of law) and editors of *Concurrences*.

³ The Institute is headquartered in Paris, France (http://www.concurrences.com/?lang=en) and is one of five academic writing awards given in 2013 (http://awards.concurrences.com/article/what-are-the-antitrust-writing). About 100 articles were nominated, and, after voting online, winnowed to ten finalists by a jury of 20 European and U.S. antitrust experts (mostly professors of law) and editors of *Concurrences*.

⁴ Connor was the 15th recipient and the 5th economist to be so recognized.

RECOGNITIONS

Research Assistantships, 1969-76, Universities of Florida and Wisconsin.

Reviewer (1977-present) for 32 academic journals:

American Journal of Agricultural Economics
Land Economics
Journal of Developing Areas
North Central Journal of Agricultural Economics
National Food Review
Review of Industrial Organization
Agribusiness: An International Journal
Western Journal of Agricultural Economics
Journal of Industrial Economics
Canadian Journal of Agricultural Economics
Journal of Agribusiness
Journal of Agricultural Cooperation
Journal of Business and Economics Statistics
Journal of Cooperatives
Choices
Review of Agricultural Economics
Journal of Agricultural Economics
International Journal of Industrial Organization
Journal of Economic Education
Economics Letters
Applied Economics Letters
Journal of Agriculture and Food Industrial Organization
The Berkeley Electronic Press Journal of Economic Analysis & Policy
World Competition
Economic Inquiry
Southern Economic Journal
International Review of Law and Economics
Agricultural Economics
European Journal of Law and Economics
Canadian Journal of Economics
International Journal of Economics and Business
Journal of Competition Law and Economics

Delegate for the U.S. Department of Agriculture, IUFoST/OECD Symposium, Espoo, Finland, September 1981.

Member, Board of Editors, *Review of Industrial Organization*, 1983-1989.

Member, Office of Technology Assessment, U.S. Congress, Task Force on Postharvest Food Technologies, 1983-84.

Elected Department representative, Agenda and Policy Committee, College of Agriculture, Purdue University, 1984-1989.

Senator, Purdue University Senate, elected Department representative, 1987-1990 and 2002-2005.

External expert reviewer for academic tenure and promotion decisions:

Department of Agricultural Economics, Cornell University, 1987 and 1988;
Dept. of Agricultural Economics, University of Massachusetts, 1988, 1990 and 1993;
Department of Economics, University of Missouri at St. Louis, 1990, 1992;
Faculty of Agriculture, University of Helsinki, Finland, 1996;
Christian-Albrechts University, Kiel, Germany, 2003;
Catholic University of Leuven, Belgium, 2006;
Dept. of Applied Economics, Cornell University, Ithaca, New York, 2009;
University of Michigan, 2009.

Proposal reviewer, National Academy of Sciences, National Research Council, Board on Science and Technology for International Development, November 1987.

Elected Member, Nominating Committee, Purdue University Senate, 1988-90.

Elected Member, President's ad hoc Advisory Committee on Faculty Governance, 1989-90.

Elected Member at Large, Executive Council, Indiana Conference of the AAUP, 1990-93.

Nominated by Department of Agricultural Economics for School of Agriculture Research Award, 1989 and 1990.

Member, U.S. Delegation representing the Foreign Agricultural Service, U.S. Dept. of State, to investigate and report on the food processing industries of the USSR, July 1990.

Elected, Regional Representative to the National Executive Council of the AAUP, 1991-1992.

Panel Member, CSRS-USDA National Research Initiatives Grants Program, 1993.

Nominated, National Secretary-Treasurer, American Association of University Professors, September 1993.

Member, Food Forum, advisory committee for the Food and Nutrition Board, Institute of Medicine, National Academy of Sciences, 1994-1998.

Elected Member, University Promotions Committee, Purdue University, 1996-2000.

Elected Member, Faculty Censure and Dismissals Committee, Purdue University, 1997-2000.

Board of Editors, *Agribusiness: an International Journal*, 1998-2007.

Elected member, Executive Committee, Northeast Project NE-165, 1998-2002.

Organizer, “Forensic Economics in Action,” a competitively selected session of five papers at the annual meeting of the Allied Social Sciences Association, co-sponsored by the Industrial Organization Society and the American Association of Agricultural Economics, New York City, January 5, 1999.

Member, Subcommittee on Corporate Funding and Academic Freedom, Committee A on Academic Freedom, American Association of University Professors, 1999, 2004, 2005.

Guest Editor, *Review of Industrial Organization*, Vol. 18 (2001).

Vice Chair, Board of Architectural Review, Austin Oaks Neighborhood Association, Zionsville, Indiana, 2002- present.

Organizer, competitively selected four-paper session on International Cartels, International Industrial Organization Conference, Boston, April, 2003

Member and presenter, Remedies Forum, Antitrust Section Spring Meeting, American Bar Association, Washington, DC, April 2, 2003.

Member, the DeSilver Society, American Civil Liberties Union, Sept. 2005-present.

Panel Member, Center for State Enforcement of Antitrust and Consumer Protection Laws, (nonprofit organization, New York, NY). One of five economists selected nationwide to respond to requests from State Attorneys General for expert advice on antitrust matters, January 2006- June 2008.

Director (one of three), Storm Water Utility Board, Town of Zionsville, Indiana, December 2010- May 2013. The SWUB is a federal- and State-mandated municipal regulatory authority that sets user fees, hears appeals, assesses penalties, and oversees the Town Utility and Stormwater Department.

Advisor, Competition Advocacy Working Group, International Competition Network (a “virtual network” of 110 of national and multinational competition authorities; see <http://www.internationalcompetitionnetwork.org/uploads/library/doc608.pdf>), September 2011-present.

Press Interviews by journalists with the following news organizations:

The Wall Street Journal

The New York Times

The International Herald Tribune

Bloomberg News Service

American Lawyer

Business Week

CNN International

La Tribune (France)

Reuters

Corporate Crime Reporter

Economic Times (of India)

NutraIngredients-USA.com

Business Day (South Africa)
The Star (South Africa)
Chronicle of Higher Education
Competition Policy International

PROFESSIONAL SERVICE

Member, Distinguished Policy Contributions Awards Committee, AAEA, 1980-83.

Chair, Distinguished Policy Contributions Awards Committee, AAEA, 1981-83.

Member, Graduate Policy Committee, Department of Agricultural Economics, 1983-present.

Reviewer, Selected Papers Committee, AAEA, 1984-86, 1996-1997, 1999-2001.

Member, Graduate Committee, Department of Agricultural Economics, 1984-85 and 1989-1992.

Chair, Market Structure Subcommittee, Selected Papers Committee, AAEA, 1985.

Member, Food Processing Subcommittee, Strategic Agricultural Plan Committee, State of Indiana, 1985.

Assistant Head of Department for Research, Agricultural Economics, Purdue University, 1985-1988.

Member, M.S. and Ph. D. Award of Recognition Selection Committees, Department of Agricultural Economics, every two or three years, 1984-2005.

Member, Quality of Research Discovery Award Subcommittee, AAEA, 1985-88.

Member, Executive Council, Purdue Chapter, American Association of University Professors (AAUP), 1986-1992.

Elected Department representative, Purdue School of Agriculture Agenda and Policy Committee, 1985-88.

Chair, Purdue School of Agriculture Agenda and Policy Committee, 1987-88.

Chair, Quality of Research Discovery Award Subcommittee, AAEA, 1988-89.

Member, Selection Committee, University Fellowships, School of Agriculture, 1989.

Chair, Ph.D. Dissertation Selection Committee, Department of Agricultural Economics, 1990.

Chair, Marketing Committee, quinquennial external Departmental review, 1991-1992 (wrote report).

Member, Purdue University, Krannert Library Committee, 1990 to 1994.

Member, Department Art Committee, late 1990s.

Chair, Marketing Committee, quinquennial external Departmental review, 1996-1997 (wrote report).

Member, AAEA Quality of Communications Award, Selection Committee, 2002-05.

Member, Antitrust Section, American Bar Association, 2002-present.

Member, Chair, Department Retirement Committee, 2001-2004

Member, Department Name Committee, 2004-2005

Chair, Department Seminar Committee, 2004-2005

Member, Purdue University Censure and Dismissal Committee, May 2007- May 2010.

Member, Department Outstanding Ph.D. Dissertation Committee, 2007-08.

Founding Member, John Sherman Society, American Antitrust Institute, 2008.

Owner (Founder), LinkedIn “Cartel Studies” Group, January 2009-present. Membership reached 1200 in 2016.

Appointed by the U. S. Department of Justice, United States Representative, International Competition Network’s Cartel Working Group, December 2013 to present.

MEMBERSHIPS (1972-2017)

Agricultural and Applied Economics Association, 1972-2011

American Economic Association

Industrial Organization Society

European Association for Research in Industrial Economics

American Bar Association

American Antitrust Institute

International Association of Agricultural Economists

Royal Economic Society (United Kingdom)

Association internationale d’économie alimentaire et agro-industrielle

PUBLICATIONS⁵

BOOKS AND MONOGRAPHS

A Quantitative Analysis of the Market Power of U.S. Multinational Corporations in Brazil and Mexico: Ph.D. Dissertation. Madison, Wisconsin: University of Wisconsin (1976). [Directed by Willard F. Mueller].

⁵ If not indicated otherwise [in square brackets], solely authored by J. M. Connor.

Multinational Corporations in Brazil and Mexico: Structural Sources of Economic and Noneconomic Power, a report to the Subcommittee on Multinational Corporations of the U.S. Senate Committee on Foreign Relations (April 1975), 212 pp., [with Richard S. Newfarmer and Willard F. Mueller].

The Market Power of Multinationals: A Quantitative Analysis of U.S. Corporations in Brazil and Mexico. New York: Praeger Publishers, Inc. (1977), 309 + xxiv pp., (1,500 copies printed).

Market Power and Profitability of Multinational Corporations in Brazil and Mexico, a report to the Subcommittee on Foreign Economic Policy of the U.S. Senate Committee on Foreign Relations (April 1977), 136 pp., [with Willard F. Mueller].

The U.S. Food and Tobacco Manufacturing Industries: Market Structure, Structural Change, and Economic Performance: Agric. Econ. Report No. 451. Washington, DC: USDA (1980), 116 pp. (Translated into Japanese by the Japan Agricultural Policy Organization.)

Structural Adjustment of the Food Industries of the United States, ERS Staff Report No. AGES820723. Washington, DC: ERS-USDA (July 1982), 155 pp.

Advertising and the Food System: Symposium Proceedings, NC-117 Monograph No. 14. Madison, WI: University of Wisconsin (September 1983), 501 + ix pp., [with Ronald W. Ward (eds.)]

The Food Manufacturing Industries: Structure, Strategies, Performance and Policies. Lexington, MA: Lexington Books (1985), 472 + xxii pp. (Annotated in *Journal of Economic Literature* 23 (June 1986):719-20). (Translated into Japanese and Spanish.) (about 3,000 copies printed), [with Richard T. Rogers, Bruce W. Marion, and Willard F. Mueller].

Trends in Indiana's Food and Agricultural Industries, 1963- 1982, Research Bulletin No. 986. West Lafayette, IN: Purdue University (February 1987), 123 pp.

Food Processing: An Industrial Powerhouse in Transition. Lexington, MA: Lexington Books, D.C. Heath Co. (1988), 463 + xxvi pp., (nearly 10,000 copies printed).

Employment, Output, and Growth of Food Processing in the Fifty States, 1963-1995, Station Bulletin No. 542. West Lafayette, IN: Agricultural Experiment Station, Purdue University (December 1988), 231 pp, [with S.K. Choi].

Food Processing: An Industrial Powerhouse in Transition, Second Revised Edition. New York: John Wiley & Sons (1997), 670 + vii pp. [in print through 2007] [with William Schiek].

The Economic Geography of Food Processing in the Fifty States 1963-2002, Bulletin 750. West Lafayette, IN: Agricultural Research Station, Purdue University (April 1997) [Christopher J. Barfels author, John M. Connor supervisor]

Concentration and Mergers in the U.S. Grocery Wholesaling Industry, Research Bulletin No. 994. West Lafayette, IN: Agricultural Research Station, Purdue University (December 1999), 103 pages. [monograph with multiple peer reviews, some outside of Purdue]

Global Price Fixing: "Our Customers Are the Enemy": Studies in Industrial Organization No. 24. Boston: Kluwer Academic (2001), 598 +xxi pp. [in print through 2007]

Brief Amici Curiae No. 03-724 in the Supreme Court of the United States, F. Hoffmann-LaRoche et al. v. Empagran et al. (March 15, 2004). [John M. Connor principal author with 9 others] [available at http://supreme.lp.findlaw.com/supreme_court/briefs/03-724/03-724.mer.ami.lawecon.pdf]

Global Price Fixing: 2nd Updated and Revised Edition: Studies in Industrial Organization No. 26. Berlin and Heidelberg, Germany: Springer Verlag (Copyright 2007, released December 2006), 503 + xxv pp. [reviewed *Journal of Economic Literature* 47 (June 2009): 527-529]

Global Price Fixing: Paperback 2nd Edition. Berlin and Heidelberg, Germany: Springer Verlag (April 2008), 503 + xxv pp. [<http://www.springer.com/economics/industrial+organization/book/978-3-540-34217-5>]

Global Price Fixing: Kindle Edition. Berlin and Heidelberg, Germany: Springer Verlag (2009), 503 + xxv pp. [http://www.amazon.com/Global-Price-Fixing/dp/B001CN7B38/ref=ed_oe_o]

REFEREED JOURNAL ARTICLES

Manufacturing Denationalization and Market Structure: Brazil, Mexico, and the United States, *Industrial Organization Review* 6 (June 1978) [with Willard F. Mueller].

Estimates of Consumer Loss Due to Monopoly in the U.S. Food Manufacturing Industries, *American Journal of Agricultural Economics* 61 (November 1979): 626-39. [with Russell C. Parker].

Advertising, Promotion, and Competition: A Survey with Special Reference to Food, *Agricultural Economics Research* 33 (January 1981): 19-27.

Estimates of Consumer Loss Due to Monopoly in the U.S. Food Manufacturing Industries: Reply, *American Journal of Agricultural Economics* 63 (May 1981): 293-97 [with Russell C. Parker].

Food Product Proliferation: A Market Structure Analysis, *American Journal of Agricultural Economics* 63 (November 1981): 607-17.

Market Structure and Performance of U.S. Multinationals in Brazil and Mexico, *Journal of Development Studies* 18 (April 1982): 329-53. [with Willard F. Mueller].

The Regulation of Advertising, *Agricultural Economics Research* 35 (January 1983): 35-43.

Determinants of Foreign Investment by Food Manufacturers, *American Journal of Agricultural Economics* 65(May 1983): 395-404. (Translated into Japanese and published in 1987 in *Nobiyuku Shokuhin* 77: 5-15, the journal of the Japan Agricultural Policy Research Committee.)

Review of *Multinational Enterprise and Economic Analysis* by Richard E. Caves, *American Journal of Agricultural Economics* 66 (May 1984): 252-53.

Estimates of Consumer Loss Due to Monopoly in the U.S. Food Manufacturing Industries: Second Reply, *American Journal of Agricultural Economics* 66 (November 1984): 524-28 [with Russell C. Parker].

Economic Forces Shaping the U.S. Food Processing Industry, *American Journal of Agricultural Economics* 67(December 1985): 1136-42. (Reprinted and translated into Japanese by Nobiyuku Nogyo, (Growing Agriculture), the bimonthly journal of the Japan Agricultural Policy Research Committee, 1987) [with Dale M. Heien, Jean Kinsey, and Robert Wills].

The Intensity of Media and Other Selling Expenses in Food and Tobacco Manufacturing: Measurement, Determinants, and Impacts, *Agribusiness: An International Journal* 2 (1986): 294-319 [with Scott Weimer].

Discussion, at AAEA Invited Papers Session, Conceptualization of Research Problems in Agribusiness, *American Journal of Agricultural Economics* 70 (May 1988): 482-483.

Mergers in the Food Industry: Trends, Motives, and Policies, *Agribusiness: An International Journal* 4 (July 1988): 331-46 [with Frederick E. Geithman].

Mergers in the Food Industries, *Choices* 3 (Second Quarter 1988): 14-17 [with Frederick E. Geithman].

Economic Forces Influencing Value-Added Food Industries: Implications for Southern Agriculture, *Southern Journal of Agricultural Economics* (July 1989): 13-22 [with Ralph Christy].

Research Puzzles Arising from the Internationalization of U.S. Food Processors, *American Journal of Agricultural Economics* 71 (December 1989): 1255-58.

Discussion of Exports and Antitrust: Complements or Substitutes? *Review of Industrial Organization* 5 (Summer 1990): 53-57.

Empirical Challenges in Analyzing Market Performance in the U.S. Food Industries, *American Journal of Agricultural Economics* 72 (December 1990): 1219-1226. [Reprinted by the Agricultural Policy Research Committee, Japan].

Review of *Sunk Costs and Market Structure*, *American Journal of Agricultural Economics* 74 (May 1992): 513-515.

Market Structure Determinants of National Brand-Private Label Price Differences of Manufactured Food Products, *The Journal of Industrial Economics* 60 (June 1992): 1-15 [with Everett Peterson].

An Economic Evaluation of Federal Antitrust Activity in the Manufacturing Industries: 1980-1985, *Antitrust Bulletin* 34 (Winter 1992): 969-996 [with Warren P. Preston].

North America as a Precursor of Food Expenditure Patterns in Western Europe, *European Review of Agricultural Economics* 21 (June 1994): 155-173.

Nouvelles estimations des pertes de bien-être et de surplus du consommateur dans l'industrie agro-alimentaire américaine, *Cahiers d'Economie et Sociologie Rurales* 32 (1994): 73-98 [with Everett B. Peterson].

A Comparison of Welfare Loss Estimates for U.S. Food Manufacturing, *American Journal of Agricultural Economics* 77 (May 1995): 300-308 [with Everett B. Peterson].

Concentration Change and Countervailing Power, *Review of Industrial Organization* 10 (1996): 473- 492 [with Richard T. Rogers and Vijay Bhagavan].
[<http://www.springerlink.com/content/h301256175117128>]

Consumer Welfare Loss Estimates in Differentiated Food Product Markets, *Review of Agricultural Economics* 18 (1996): 233-246, [with Everett B. Peterson].

A Comparison of Welfare Loss Estimates for U.S. Food Manufacturing: Reply. *American Journal of Agricultural Economics* 78 (August 1996): 710-711 [with Everett B. Peterson].

Did the Competitive Regime Switch in the 1980s? *American Journal of Agricultural Economics* 78 (December 1996): 1192-1197.

Market Structure Determinants of National Brand-Private Label Price Differences of Manufactured Food Products; Reply, *Journal of Industrial Economics* 65 (June 1997): 225-226, [with Everett B. Peterson].

The Global Lysine Price-Fixing Conspiracy of 1992-1995, *Review of Agricultural Economics* 19 (Fall/Winter 1997): 158-174.

International Convergence of Antitrust Laws and Enforcement (I). *Antitrust Law and Economics Review*, 28 (1997):17-30.

International Convergence of Antitrust Laws and Enforcement (II). *Antitrust Law and Economics Review*, 28 (1997):73-94.

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⁹ “If you are not familiar with us, *GCP* is a bi-weekly online magazine covering competition law, economics, and policy on the web at www.globalcompetitionpolicy.org. Articles are overseen by an independent board and readers include about 15,000 antitrust scholars, judges, practitioners and policymakers from over 100 countries with a high concentration in Brussels, Luxembourg, and Washington, DC.”

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American Antitrust Institute, *Fair Play in the Market Place*, film of 35 minutes on CD, popular and educational introduction to the U.S. Antitrust Laws [J. M. Connor's interview is excerpted five times] (June 2006).¹¹

SPEECHES & FORMAL PRESENTATIONS

PLENARY/KEYNOTE CONFERENCE SPEECHES

Foreign Food Firms: Their Participation and Competitive Impact on the U.S. Food Manufacturing Industries, Invited paper at the XVII International Conference of Agricultural Economists, Banff, Canada (September 11, 1979).

Determinants of Foreign Investment by Food Manufacturers, invited paper, American Agricultural Economics Association, New York (December 1982).

Economic Forces Shaping the U.S. Food Processing Industries, Invited Paper, AAEA annual meeting, Iowa State University (August 1985) [with Dale Heien, Jean Kinsey and Robert Wills].

An Industrial Powerhouse in Transition: The U.S. Food Processing Industries, invited address at 1988 Institute of Food Technologist's Research Symposium, Food and Agriculture in a Global Economy -- The Role for Food Science and Technology, New Orleans, LA (June 20, 1988).

Growth of the Food Processing Industries in the South, 1963-1995, invited paper, Southern Association of Agricultural Economics annual meeting (January 1989) [with Ralph Christy].

Major Economic Trends Facing the Food Industry, plenary session address, Food Update '89 Conference, Scottsdale, AZ (April 17, 1989).

The Positioning of Food Processing Firms in the 1990s, keynote speech at the 61st National Institute on Cooperative Education, American Institute of Cooperation, Indianapolis, IN (July 24, 1989).

The Contribution of Food Processing to State Economic Development, speech at the 37th Annual Governor's Conference on Economic and Community Development, Nashville, TN, November 14, 1989.

¹¹ Produced by the Filmmakers Collaborative, the film received a 2007 Silver Telly Award [<http://www.tellyawards.com/winners/list/?l=F&event=8&category=1&award=S>] and a 2007 CINE Golden Eagle [<http://www.cine.org/wp-content/uploads/2013/01/2007-CINE-Winner-Directory.pdf> p. 12]. The Golden Eagle recognizes excellence in documentary and other informational film and video production. Past recipients of CINE Golden Eagles include Steven Spielberg, George Lucas, Ken Burns, Martin Scorsese, Mike Nichols, Robert Altman, Spike Lee, and Mel Brooks.

Economic Dimensions of the U.S. Food Processing Industry, keynote speech, Soviet-American Food Industry Conference, Lincoln, Nebraska, March 21, 1990.

Alternative Paradigms for Analyzing Structural Issues in the Food System, invited paper, annual meeting of the American Agricultural Economics Association, Vancouver, British Columbia, August, 1990.

The New Consumers: What Do They Want and How Do They Get It? Agriculture 2000: A Strategic Perspective: National Conference, Purdue's Center for Agricultural Business, West Lafayette, IN, November 2-3, 1992 [with Joseph Uhl].

Consumers and the Food Processing Sector, speech at three annual Farmland Industries' MCA System Conferences, Kansas City, MO, January 15, 1993; San Antonio, TX, January 29, 1993; and February 2, 1993.

Food Processing: An Industrial Powerhouse in Transition, Institute of Food Technologists, annual meeting, Anaheim, California, June 5, 1995.

Did the Competitive Regime Switch in the 1980s? Principal paper, American Agricultural Economics Association annual meeting, San Antonio, Texas, July 1996.

Keeping Tabs on the Consumer: Just a Few Links Away, plenary speech at the 1997 National conference for Agribusiness, Center for Agricultural Business, Purdue University, November 10, 1997.

Food Processing: An Industrial Powerhouse in Transition, keynote speech at the Pennsylvania State University conference on the food industries, Lancaster, Pennsylvania, April 15-16, 1998.

Prognosis on Pennsylvania's Food Processing Industries, Third Warehime Lecture, College of Agriculture, Penn. State Univ., State College, PA, April 17, 1998.

What Can We Learn from the ADM Global Price Conspiracies? speech at the Food and Agricultural Marketing Consortium's conference, "Economic and Policy Implications of Structural Realignments in Food and Agriculture Markets," Park City, Utah, August 1, 1998.

Evolving Research on Price Competition in Grocery Retailing: An Appraisal, keynote address, Northeastern Association of Agricultural and Resource Economics annual meeting, Morgantown, WV, June 28, 1999.

Private International Cartels: Resurgence and Deterrence, University of Wisconsin's Food System Research Group, Biennial Conference, Madison, Wisconsin, June 26-27, 2003.

John M. Connor and Robert Lande, "Thinking about Cartel Remedies," address at the annual meeting of the American Antitrust Institute, Washington, DC, June 21, 2005.

How High Do Cartels Raise Prices? Implications for Reform of Sentencing Guidelines, speech at annual meeting of the American Antitrust Institute, Washington, DC, June 22, 2005 [with Robert H. Lande].

The United States Department of Justice Antitrust Division's Cartel Enforcement: Appraisal and Proposals, keynote plenary speech at the 10th annual meeting of the American Antitrust Institute, Washington, DC, June 18, 2008.

Cartel Deterrence and Cartel Dissuasion: A Survey and Assessment. Address at a conference sponsored by the Institute of Competition, Brussels (June 4, 2012).

INTERNATIONAL CONFERENCE ADDRESSES¹²

The Determinants of Structural Adjustment in the Food Industries, and A Case Study of Structural Adjustment of the U.S. Food Manufacturing Industries, invited papers presented at a symposium sponsored by the OECD, Paris (January 1982).

Economic Trends in the U.S. Food Manufacturing Industries, speech before the 1987 Canadian Agricultural Outlook Conference, at the invitation of the Deputy Minister of Agriculture Canada, Ottawa, Canada (December 15, 1987).

John M. Connor, "Northern America--A Reference Model?," speech at the 5th International Agropolis Conference, Montpellier, France, December 6, 1990.

Future Consumer Preferences, conference on International Strategies for Food Processing, sponsored by the Danish office of AIESEC (L'Association internationale des étudiants de la science économique et commerciale), Copenhagen, Denmark, August 14, 1991.

The Economic Impact of Trade Liberalization in Sweeteners on U.S., EEC, and World Markets, selected paper, International Agribusiness Management Association meeting, Oxford, UK, May 1992 [with Thomas V. Greer].

The Emergence of Global Consumers of Food, speech given at the Universidad de Piura, Piura, Peru, October 5, 1993.

Export Opportunities for Processed Foods in the United States of America, speech given at the Universidad de Piura, Piura, Peru, October 5, 1993.

New Estimates of Welfare and Consumer Losses in U.S. Food Manufacturing, speech given at the Institute of Industrial Economics, University of the Social Sciences, Toulouse, France, October 21-23, 1993 [with Everett E. Peterson].

Concentration Change and Countervailing Power, paper presented at conference Economics of Innovation - the Case of the Food Industries, sponsored by the Catholic University of the Sacred Heart, Piacenza, Italy, June 10-12, 1994 [with Richard T. Rogers and Vijay Bhagavan].

New Estimates of Welfare Losses in U.S. Food Manufacturing, seminar at the University of Finland, Helsinki, Finland, October 30, 1994.

Empirical Estimation of Market Power in the Food Industries, Department Seminar, Economics Department, Åbo Akademi University, Turku, Finland, November 1994.

¹² See also presentations at international conferences in the section above.

Theory of Industrial Organization, invited lecture, Department of Agricultural Economics, Budapest University of Economic Sciences, Budapest, Hungary, November, 1994. (Also at Budapest University of Horticulture.)

Consumer Food Purchases and Policies, speech at the Department of Agribusiness Marketing, University of Agricultural Sciences, Gödöllő, Hungary, November, 1994.

The Hungarian Food Processing Industries: Strengths and Weaknesses, address at the Department of Agricultural Economics, Budapest University of Economic Sciences, Budapest, Hungary, November, 1994.

Emerging Research Issues, address at NE-165 Conference on Food Retailer-Manufacturer Competitive Relationships in the EU and USA, Reading, UK, July 19, 1995.

Food Processing: An Industrial Powerhouse in Transition, University of Piura convocation of food industry executives, Lima, Peru, October, 1995.

The Global Convergence of Food Preferences, speech given at the Polytechnic University, Madrid, Spain, March 4, 1996.

Economic Trends in the U.S. Food Processing Industries, speech at Nihon University, Tokyo, Japan, November 19, 1996.

The Economics of Food Couponing, plenary address at the Conference on Vertical Relationships in the Food System, Piacenza, Italy, June 1997.

Market Concentration: Does Anyone Really Care Anymore?, organized symposium presentation, AAEA Annual Meeting, Toronto, July 1997.

The Effects of Changes in Regulatory and Trade Policies on the Structure, Conduct and Performance of the Brazilian Dairy Processing Industry, Selected Paper, annual meeting of the American Association of Agricultural Economics, Toronto, Canada, July 1997 [with Danilo R. D. Aguiar].

Recent Developments in Industrial Organization Research on the Food System, University of Sao Paulo, Piracicaba, Brazil, October 21, 1997.

International Convergence of Antitrust Laws and Enforcement, keynote address in the International Seminar Series, Federal University of Viçosa, Brazil, October 23, 1997.

Food Industry Growth Effects of Consumer Preference Changes, speech at Third Intl. Conference on Chain Management, Wageningen, Holland, May 28-29, 1998.

Are Structure Conduct Performance Hypotheses Confirmed in the Food Industry? Empirical Tests with Product Innovation Data and Conclusions for Antitrust. Selected Paper, IX Congress of the European Association of Agricultural Economics, Warsaw, Poland, August 24-28, 1999 [with Roland Herrmann].

Evolving Research on Price Competition in Grocery Retailing: An Appraisal, XXXVII Congresso Brasileiro de Economia e Sociologia Rural, Foz Do Iguaçu, Brazil, August 3, 1999.

Market Power in the German Food-Retailing Industry, paper presented at the European Association for Research in Industrial Economics (EARIE), Torino, Italy, September 4-7, 1999 [with Klaus Drescher].

Determinants of New Food Product Introductions, International Association of Agricultural Economics, Berlin, Germany, August 2000 [with Roland Herrmann].

Food Multinational Enterprise Investment Strategies, address at the Academy of Management annual meeting, Toronto, Ontario, Canada, August 2000 [with Felipe Ravara and Roberto Vassalo].

Trends in Food Distribution, joint CFAB/INCAE Seminar, San Salvador, El Salvador, November 2001.

The Globalization of Corporate Crime: Food and Agricultural Cartels of the 1990s, address at the annual meeting of the Organization for Competitive Markets, Omaha, NE, August, 2002.

The Globalization of Corporate Crime: Food and Agricultural Cartels of the 1990s, address at the annual meeting of the American Agricultural Law Association, Indianapolis, IN, October, 2002.

Trends in U.S. Anti-Trust and Competition Law, address at a legal seminar *Undgå faldgruberne i konkurrenceretten* (“Avoiding the Pitfalls of Competition Law”), Copenhagen, Denmark, February 4, 2003.

International Cartel Case Studies, address at a legal seminar *Internationale kartelsager – trends og økonomisk erstatningsudmaling* (“International Cartel Cases – Trends and Economic Assessment of Damages”), Copenhagen, Denmark, February 4, 2003.

Trends in Agro-Industry Consolidation, address sponsored by the Organization of Economic Cooperation and Development, The Hague, Netherlands, February 6-7, 2003.

The Globalization of Corporate Crime: Food and Agricultural Cartels of the 1990s, address at *La Politique de la Concurrence dans l’agro-alimentaire*, a conference sponsored by the *Societe Francaise d’Economie Rural*, Paris, France, March 11, 2003.

Panel organizer and presenter of the paper, *Private International Cartels: Welfare Impacts and the Antitrust Response*, International Industrial Organization Conference, Boston, April 4-5, 2003.

Discussion of Minority Stakeholdings as an Anti-Competitive Device by Ugo Merlone and Carmello Salleo, International Industrial Organization Conference, Boston, April 4-5, 2003.

International Price Fixing: Resurgence and Deterrence, 30th Annual Conference of the European Association for Research in Industrial Economics, Helsinki, Finland, August 24-26, 2003.

International Price Fixing: Resurgence and Deterrence, opening keynote address, First Workshop of the Research Training Network Competition Policy in International Markets, at the *Université des Sciences Sociales de Toulouse*, Toulouse, France, October 17-18, 2003.

A Meta-Analysis of Cartel Overcharges, presentation at a workshop meeting of the International Journal of Industrial Organization, Amsterdam, Netherlands, April 1-2, 2005 [with Yuliya Bolotova].

The Impact of Collusion on Price Behavior: Empirical Results from Two Recent Cases, International Industrial Organization Conference 3, Atlanta, Georgia, April 8-9, 2005 [with Yuliya Bolotova and Douglas J. Miller].

Factors Influencing the Magnitude of Cartel Overcharges: An Empirical Analysis,” International Industrial Organization Conference 3, Atlanta, Georgia, April 8-9, 2005 [with Yuliya Bolotova and Douglas J. Miller].

Determinants of Cartel Duration: A Cross-sectional Study of Private International Cartels, 1990-2003, address at the International Industrial Organization Conference 3, Atlanta, Georgia, April 8-9, 2005 [with Jeffrey Zimmerman].

The Profitability of price Fixing: Have Stronger Antitrust Sanctions Deterred?, International Industrial Organization Conference 3, Atlanta, Georgia, April 8-9, 2006 [with Alla Golub and Joshua Detre].

International Cartel Overcharges: Focus on Europe, ENCORE Network Conference, Amsterdam, Netherlands, April 14, 2005.

Seminar lecture for cartel experts with the Dutch Competition Authority (NMa) Barbizon Palace Hotel, Amsterdam, April 14, 2005.

International Cartel Overcharges: Focus on Europe, lecture at Howrey Simon offices, Brussels, Belgium, April 15, 2005.

Cartel Antitrust Fining Practices in the Netherlands, the US, EU, and Canada, address at the offices of the Netherlands Competition Authority (NMa), the Hague, the Netherlands (March 16, 2006).

Measuring the National Impact of Competition-Law Activities, address at the offices of the Netherlands Competition Authority (NMa), the Hague, the Netherlands (March 16, 2006).

Effectiveness of International Cartel Sanctions, address at the offices of the Netherlands Competition Authority (NMa), the Hague, the Netherlands (March 16, 2006).

Forensic Economics, conference sponsored by the Amsterdam Center for Law and Economics, Amsterdam, Netherlands (March 17, 2006).

The Great Global Vitamins Cartels of 1989-1999, Economics Group lecture series, Directorate General for Competition, European Commission, Brussels, Belgium (March 20, 2006).

The Great Global Vitamins Cartels of 1989-1999, International Industrial Organization Conference 4, Boston, Mass. (April 8, 2006).

Cartel Duration: An Empirical Analysis, 5th Annual International Industrial Organization Conference, Georgia Southern University, Savannah, Georgia (April 14, 2007) [with Yuliya Bolotova].

Optimal Deterrence and Private International Cartels, 5th Annual International Industrial Organization Conference, Savannah, Georgia (April 14, 2007). [available at: <http://agecon.lib.umn.edu/cgi-bin/view.pl> and http://papers.ssrn.com/sol3/papers.cfm?abstract_id=787927]

Comment on Predatory Buying and the Antitrust Laws by Roger D. Blair and John E. Lopatka, 5th Annual International Industrial Organization Conference, Savannah, Georgia (April 14, 2007).

Global Antitrust Prosecutions of International Cartels: Focus on Asia, Department of Business Administration, National Taipei University, Taipei, Taiwan (August 16, 2007).

Thoughts on Research and Academic Publishing, Department of Business Administration, National Taipei University, Taipei, Taiwan (August 16, 2007).

Global Antitrust Prosecutions of International Cartels: Focus on Asia, Asian Law and Economics Society annual meeting, Taipei (August 17, 2007).

Canada and the Control of International Cartels, Presentation at the Speakers' Series, Economic Policy and Enforcement Branch, Canadian Competition Bureau, Ottawa, Canada (October 8, 2007).

Latin America and the Control of International Cartels, Presentation at the 2007 International Seminar on Strategy, Market Power and Antitrust, sponsored by the Center for Research in Strategy at IBMEC, Sao Paulo, Brazil (October 29, 2007).

Latin America and the Control of International Cartels, Latin American Competition Policy Conference, Latin American and Caribbean Economic Association, Sao Paulo, Brazil (April 4, 2008).

Measures of Effectiveness of EU Hard-Core International Cartel Enforcement, Amsterdam Centre for Law and Economics, Amsterdam, April 10-11, 2008.

A Critique of Cartel Fine Discounting by the U.S. Department of Justice, 6th International Industrial Organization Conference, Alexandria, Virginia, May 16-17, 2008.

Cartel Sanctions: An Empirical Analysis, 6th International Industrial Organization Conference, Alexandria, Virginia, May 16-17, 2008. [with Yuliya Bolotova]

Global Antitrust Prosecutions of International Cartels: Focus on Asia: Revised version, 6th International Industrial Organization Conference, Alexandria, Virginia, May 16-17, 2008.

Effectiveness of EU Hard-Core International Cartel Enforcement, workshop presentation, University of Copenhagen Centre for Industrial Economics, Copenhagen, June 5-6, 2008.

Optimal Deterrence and Private International Cartels: Revision of August 2008, paper presented at the 35th Conference of the European Association for Research in Industrial Economics (EARIE), Toulouse, France, September 4-7, 2008.

Determinants of Cartel Duration, paper presented at the 7th International Industrial Organization Conference, Boston, April 3-5, 2009. [with Rosa Abrantes-Metz]

Determinants of U.S. Antitrust Fines of Corporate Participants of Global Cartels, paper presented at the 7th International Industrial Organization Conference, Boston, April 3-5, 2009. [with Douglas J. Miller] [revisions posted March 2013 at <http://ssrn.com/abstract=2229300>]

Factors influencing the magnitude of cartel overcharges: an empirical analysis of the US market, Selected paper, the 7th annual International Industrial Organization Conference, Northeastern University, Boston, MA, April 3-5, 2009. [with Yuliya Bolotova and Douglas J. Miller]
Determinants of EC Fines for Members of Global Cartels: PowerPoint Slides, paper presented at the 3rd Conference on “The Economics of Competition Law,” sponsored by LEAR (Laboratorio di Economia, Antitrust, Reglomentazione), Rome, June 25-26, 2009. [with Douglas J. Miller]
[available at <http://www.learlab.com/learconference/documents.html>]

Determinants of EC Antitrust Fines for Members of Global Cartels, paper presented at the Institute of Competition Law’s conference on “New Frontiers of Antitrust,” Paris, February 15, 2010.

Determinants of EC Antitrust Fines for Members of Global Cartels, paper presented at the Université de Paris-Pantheon, Paris, February 16, 2010.

Determinants of EC Antitrust Fines for Members of Global Cartels, paper presented at the Economists’ Lecture Series, Directorate-General for Competition, European Commission, Brussels, February 17, 2010.

Determinants of EC Antitrust Fines for Members of Global Cartels, paper presented at the Institute of Law and Economics, University of East Anglia, Norwich, England, February 19, 2010.

Determinants of EC Antitrust Fines for Members of Global Cartels, paper presented at the Institute of Industrial Economics, Copenhagen Business School, February 22, 2010.

The Predictability of EC Fines on Global Cartels, paper presented at the 8th International Industrial Organization Conference, Vancouver, British Columbia, May 14-16, 2010. [with Douglas J. Miller]

Cartel Fines and Illegal Gains by Cartels, paper presented at "Public and Private Enforcement of Competition Law -- Legal and Economic Perspectives," conference sponsored by ZEW Centre for European Economic Research, University of Mannheim, Germany, March 10-11, 2011.

Europe and the Control of Cartels, paper presented at the 9th International Industrial Organization Conference, Boston, April 9, 2011.

Price Effects of International Cartels in Markets for Primary Products, paper presented at “CUTS Symposium on Trade in Primary Products and Competition Policy,” World Trade Organization, Geneva, Switzerland, September 22, 2011 (25 pp.).

The Severity of EC Cartel Fines under the 2006 Guidelines, paper presented at “Antitrust Sanctions: How to Achieve ‘Optimal Fines?’” Institute of Competition Law (Paris), Brussels, October 9, 2012.

“Cartels in Primary Products Industries: A Flag for Screening,” presentation at the 3rd International Antitrust Conference, sponsored by the European Union and the Competition Commission of Pakistan, Islamabad, May 29-30, 2013.

“The Importance of Fighting Cartels in Small Economies,” speech on the opening panel of the Competition Conference Marking the 20th Anniversary of the Founding of the Icelandic Competition Authority, Reykjavik, Iceland, September 27, 2013.

“The Fundamental Importance of Deterrence in Competition Enforcement and the Policies to Attain It,” Keynote talk at afternoon workshop, Competition Conference Marking the 20th Anniversary of the Founding of the Icelandic Competition Authority, Reykjavik, Iceland, September 27, 2013.

Big Bad Banks. Fordham University Antitrust Conference, New York City, September 10-12, 2014.

Cartels Costly for Customers. Promoting Effective Competition Policies for Shared Prosperity and Inclusive Growth, World Bank Group and OECD, Washington DC, June 23, 2015.

EU Cartel Penalties: Severity and Recovery: With international comparisons. European Commission Conference, “On the deterrence effects and the macroeconomic impact of the work of Competition Authorities,” Brussels, 17-18 September 2015.

Global Enforcement Directed at International Cartels: A Concise Introduction and Summary, Presentation at Session IV of the OECD’s Global Forum on Competition, “Sanctions in Antitrust Cases,” Paris, France, 2 December 2016.

Major Trends in Global Enforcement Directed at International Cartels, Presentation at the 2nd International Conference on Law and Economics, Competition Commission of India. India Habitat Centre, New Delhi, India. (March 2, 2017).

The Role of Micro-Data in Cartel Research. Presentation at the 2nd International Conference on Law and Economics, Competition Commission of India. India Habitat Centre, New Delhi, India. (March 3, 2017).

The Role of Economics in U.S. Cartel Enforcement, panel “The Role and Use of Economic Evidence in Cartel Enforcement,” Presentation at the Competition Commission of India’s *Economists Conclave*. India Habitat Centre, New Delhi, India. (March 4, 2017).

Forensic Economics: Presenting complex economic theories to the judiciary: challenges and the way forward, Presentation at the Competition Commission of India’s *Economists Conclave*. India Habitat Centre, New Delhi, India. (March 4, 2017).

Forensic Economics: Calculation of Cartel Damages and Presenting Them to the Judiciary, Presentation at the Joint workshop of the Competition Commission of South Africa, Gordon Institute of Business Science (“GIBS”) in Johannesburg, South Africa (August 29, 2017).

Major Trends in Global Enforcement Directed at International Cartels, Presentation at the 11th Annual Competition, Economics & Policy Conference of the Competition Commission of South Africa, Gordon Institute of Business Science (“GIBS”) in Johannesburg, South Africa (August 30 to September 1, 2017).

Imperfect Collusion: Bid-Rigging Cartel Characteristics, Conference, Stellenbosch University, Capetown, South Africa, January, 2018.

COMPETITIVE U.S. CONFERENCE PRESENTATIONS

Mobility Among the Largest Food Manufacturing Companies, 1950-1975, Contributed paper, AAEA annual meeting, San Diego (August 1977). (Abstract in Am. J. Agric. Econ. 59 (December 1977):1099.

Estimates of Consumer Loss Due to Monopoly in the U.S. Food Manufacturing Industries, Allied Social Sciences annual meeting, Chicago (August 1978) and Contributed paper, AAEA annual meeting (August 1978). (Abstract in Am. J. Agric. Econ. 60(December 1978):1067) [with Russell C. Parker].

Food Product Proliferation: Further Empirical Results, Contributed paper to the American Economic Association, Washington, DC (December 1981).

Advertising and the Composition of Demand for Food, paper presented at annual meeting of the Eastern Economic Association, Washington, DC (April 19, 1982) [with Tony Gallo].

Determinants of the Intensity of Media and Other Selling Expenses in Food and Tobacco Manufacturing, Selected Paper, AAEA annual meeting, Cornell University (August 1984). (Abstract in Am. J. Agric. Econ. 66 (December 1984):902) [with Scott Weimer].

An Economic Evaluation of Federal Trade Commission Antitrust Activity in the Manufacturing Industries: The Carter versus Reagan Years, presented at the Industrial Organization Society session, Eastern Economic Association annual meeting, Philadelphia, PA (April 12, 1986) [with Warren P. Preston].

Market-Structure Determinants of National Brand-Private Label Price Differences of Manufactured Food Products, Selected Paper, AAEA annual meeting, East Lansing, MI (August 1987) [with Robert L. Wills and Everett Peterson].

Antitrust Activity Under the Reagan Administration: New Evidence, paper presented at the Industrial Organization Society session of the Southern Economic Association meeting, Washington, DC (November 22-24, 1987) [with Warren P. Preston].

The Influence of Antitrust Enforcement on International Competitiveness: Discussion, Southern Economic Association annual meeting, Orlando, FL, November 20, 1989.

Determinants of Intra-Firm Trade, paper selected for NC-194 Conference on Empirical Studies of Industrial Organization and International Trade in the Food Industries, Indianapolis, IN, April 7-8, 1993 [with Kai Wang].

U.S. Food Manufacturers' Choice of Foreign Sales Mode, selected paper, American Association of Agricultural Economics, San Diego, CA, August 1994 [with Christopher Overend].

Foreign Direct Investment and U.S. Exports of Processed Foods: Complements or Substitutes? selected paper, NCR-182 Conference on Foreign Direct Investment and Processed Food Trade, Arlington, Virginia, March 9-10, 1995 [with Christopher Overend and Victoria Salin].

Food Multinational Enterprise Investment Strategies: An Option Theory Approach, selected paper, NCR-182 Conference on Foreign Direct Investment and Processed Food Trade, Arlington, Virginia, March 9-10, 1995 [with Filipe A. Ravara].

Concentration, Demographics, and Metropolitan-Area Food Prices, Selected Paper, annual meeting of the American Agricultural Economics Association, Indianapolis, Indiana, August 7, 1995 [with James. R. Binkley].

Effects of Concentration in Grocery Wholesaling on Retail Prices, AAEA Selected Paper, Salt Lake city, Utah, August 1998 [with Aaron Johnson].

Modeling Coupon Values for Ready-to-Eat Breakfast Cereals. Selected Paper, AAEA annual meeting, Nashville, TN, August 1999 [with Gregory K. Price and Joan R. Fulton].

Federal Antitrust Enforcement: Focus on the Grain Industries, Symposium, AAEA annual meeting, Tampa, Florida, August 2000.

Valuing Strategic Growth Options: A Portfolio Approach, presentation at the Academy of Management annual meeting, Chicago, Ill., August 2001 [with Roberto Vassolo and Felipe Ravara].

Market Conduct in the Ready-to-Eat Cereal Industry, Selected Paper, annual meeting of the American Association of Agricultural Economics, Long Beach, Calif., July, 2002 [with Jeffery Reimer].

Modeling Coupon Values for Ready-to-Eat Cereals, Selected Paper, annual meeting of the American Association of Agricultural Economics, Long Beach, Calif., July, 2002 [with Gregory K. Price].

Private International Cartels, First Biennial Conference of the Food System Research Group, Madison, Wisconsin, June 24-25, 2003.

Market Conduct in the U.S. Ready-to Eat Cereal Industry, First Biennial Conference of the Food System Research Group, Madison, Wisconsin, June 24-25, 2003 [with Jeffrey Reimer].

The Profitability of price Fixing: Have Stronger Antitrust Sanctions Deterred?, paper prepared for submission to the Second Biennial Conference of the Food System Research Group, University of Wisconsin-Madison, June 2005 (February 15, 2005), 15 pp. [with Alla Golub and Joshua Detre].

Factors Influencing the Magnitude of Cartel Overcharges: An Empirical Analysis of Food Industry Cartels, paper presented at the Second Biennial Conference of the Food System Research Group, University of Wisconsin-Madison, June 16-17, 2005, 33 pp [with Yuliya Bolotova and Douglas J. Miller].

Optimal Deterrence and Private International Cartels, paper presented at the Second Biennial Conference of the Food System Research Group, University of Wisconsin-Madison, June 16-17, 2005, 18 pp.

The Impact of Collusion on Price Behavior: Empirical Results from Two Recent Cases, selected paper, annual meeting of the American Agricultural Economics Association, Providence, RI, July 25-27, 2005 [with Yuliya Bolotova and Douglas J. Miller].

Price-Fixing Overcharges: Legal and Economic Evidence, selected paper, annual meeting of the American Agricultural Economics Association, Providence, RI, July 25-27, 2005.

Extraterritoriality of the Sherman Act and Deterrence of International Cartels, selected paper, annual meeting of the American Agricultural Economics Association, Providence, RI, July 25-27, 2005.

Optimal Cartel Fines, address at the American Association of Legal Scholars, San Antonio, Texas (January 2006), 30 pp. [with Robert H. Lande].

Optimal Cartel Fines, address at the Spring Meeting, Section of Antitrust Law of the American Bar Association, Washington, DC (March 29, 2006) [with Robert H. Lande].

Effectiveness of Sanctions on Modern International Cartels, Allied Social Sciences Association, American Economic Association session, annual meeting, Chicago, January 6, 2007.

Ownership Composition in Local Hotel Markets: A Spatial Analysis of Texas Hotels, AAEA Selected Paper at the 2009 AAEA & ACCI Joint Annual Meeting, Milwaukee, Wisconsin, July 26-28. [with Gustav Helmers and Raymond Florax]

OTHER: INVITED SPEECHES AND TESTIMONIES

Testimony before the U.S. Senate Subcommittee on Antitrust and Monopoly, Hearings on The Impact of Market Concentration in Rising Food Prices (April 6, 1979). The Role of Cooperatives in U.S. Food Manufacturing, presented at the 24th National Conference of Bargaining and Marketing Cooperatives (January 11, 1980).

Determinants of ESL Reading Performance, presented at the International Teachers of English to Speakers of Other Languages Association meeting, San Francisco (March 6, 1980) and the American Educational Research Association meeting, Boston (April 10, 1980) [with Ulla M. Connor].

Testimony before the Committee on Small Business, U.S. House of Representatives at Hearings on "Small Business Problems in the Marketing of Meat and Other Commodities" (May 5, 1980).

Diversification and Foreign Investment by U.S. Food Manufacturers, Paper presented at Mexican-U.S. Workshop on Agricultural Trade, Pricing Policies, and Resources, sponsored by Stanford University, Sante Fe, NM (August 23-25, 1983).

The U.S. Food Manufacturing Industries: Summary of Results, presentation before the NC-117 Technical Committee meeting, Alexandria, VA (May 1984) [with Richard Rogers].

Structure and Performance in the U.S. Food Processing Industries, departmental seminar series, Department of Agricultural Economics, Purdue University (September 1984).

Economic Benefits, invited conference address, Value Added Concepts for Agribusiness: Opportunities for the State of Indiana, sponsored by the Indiana Corporation for Science and Technology, Indianapolis, IN (February 13, 1986).

Testimony before the Committee on the Judiciary of the U.S. Senate on Senate Bill 6352, a Bill to Amend Section 4 of the Clayton Act, Washington, DC (June 3, 1986).

Symposium Commemorating the 25th Anniversary of the U.S. Peace Corps,” Indianapolis, IN (June 7, 1986). [panel presentation]

AAEA Career Development Conference: Publishing Strategies Workshop, Reno, NV (July 27, 1986). [workshop leader]

The Economic Impact of Agriculture, invited address, Greater Lafayette Chamber of Commerce, 5th Annual Farm Tour, Montmorenci, IN (September 11, 1986).

Creating Value Added in Agribusiness, presentation at an executive education program held jointly by the Center for Agricultural Business/Krannert Graduate School of Management, West Lafayette, IN (December 1986).

Mergers in the Food Industry: Trends, Effects, and Policies, paper presented before the Department of Agricultural Economics, University of Illinois, Urbana, IL (March 12, 1987).

Economics of the U.S. Food Processing Industries, speech before the annual banquet of the Hoosier Chapter of the Phi Tau Sigma Honorary Society, West Lafayette, IN (April 23, 1987).

The Impact on the Structure of the Domestic Market of Food Manufacturers of Industry Consolidation, paper presented at Food Update '87, annual meeting of the Food and Drug Law Institute, Wesley Chapel, FL (April 29, 1987).

Discussion at Invited Papers Session, Conceptualization of Research Problems in Agribusiness, Allied Social Sciences Association, Chicago, IL (December 28-30, 1987).

Concentration Trends in Food Processing: Implications for Cooperative Bargaining, invited speech at the 32nd Annual National Bargaining Conference, Washington, DC (January 23, 1988).

Panel on Implications of Changes in Food and Nutrition for Agriculture, Hatch Act Centennial Seminar, Purdue University, West Lafayette, IN (March 18, 1988). [panel chair with others].

The Role of the Social Sciences in a College of Agriculture, invited speech, College of Agriculture, The Pennsylvania State University (May 28, 1988).

The U.S. and Indiana Food Processing Industries: Trends and Prospects, The Golden Corridor Business Expansion Conference, Remington, IN (October 26, 1988).

Merger Mania and Leveraged Buyouts, speech before the Purdue Farm Policy Study Group, West Lafayette, IN (December 15, 1988).

Facts on U.S. Meatpacking: Market Structure, Pricing, and Procurement, presentation to the Beef Industry Concentration/Integration Task Force, National Cattlemen’s Association, Denver, CO (January 23, 1989).

The Growth and Size of Food Processing: Indiana, the United States, and the World, invited address, 1989 Indiana Canning Raw Products Conference, Indianapolis, IN (January 9, 1989).

Salaries and Salary Determination at Purdue, AAUP-AFT panel symposium, Purdue University (April 25, 1989) [with others].

Major Economic Trends Facing the Food Processing Industry, Seminar, Department of Agricultural Economics, Cornell University, Ithaca, NY (May 1, 1989).

Economic Impact of the European Community's 1992 Economic Integration, 80th annual meeting of the Flavor and Extract Manufacturers' Association of the United States, Sea Island, GA (May 23, 1989).

Economic Forces Affecting the U.S. Food System in the 1990s, Experiment Station Committee on Policy (ESCOP), annual Symposium on Agricultural Research, Washington, DC (June 13-15, 1989).

The Impact of Concentration on the U.S. Beef Subsector, speech at the National Cattlemen's Association meeting, Columbus, OH (July 28, 1989).

Concentration Issues in the U.S. Beef Industry, speech given at the 10th annual meeting of the U.S. Skin, Hide, and Leather Manufacturers' Association, Chicago, IL, November 1, 1989.

The Changing Structure of the U.S. Food System--Antitrust Implications, speech at 1990 Minnesota Dairy Policy Conference, St. Paul, MN, April 3, 1990.

Major Economic Trends Facing the Food Processing Industry, Michigan State University, May 23, 1990.

Shared Governance at Purdue University, Faculty Development Workshop, School of Nursing, Purdue University, August 16, 1990.

Market Structure and Performance of the Food Processing Industry, speech at a meeting of the Food and Agriculture Committee, National Planning Association, Washington, DC, September 21, 1990.

The End of State Monopoly: The Food Marketing Industries of the USSR, departmental seminar, Department of Agricultural Economics, Purdue University, West Lafayette, IN, September 27, 1990.

Economic Trends and Global Trade in the Food Industries, speech at the annual meeting of the Indiana Institute of Food Technologists, Purdue University, November 6, 1990.

The End of State Monopoly: The Food Marketing Industries of the USSR, speech at the Technical Committee meeting of NC-194, Washington, DC, November 17, 1990.

Structural Issues in the Beefpacking Industry, speech at the USDA National Outlook Conference, Washington, DC, November 28, 1990.

The Impact of Changing Business Structures on Food R&D Activities, speech at International Business Communications' conference on "Food: Basic Research and Development," Chicago, IL, June 27, 1991.

New Approaches to Measuring Antitrust Enforcement, NC-165 Conference on Business Strategies, Alexandria, VA, June 8-10, 1991 [with Warren P. Preston].

Shared Governance at Indiana University at Indianapolis. January 16, 1992.

Food: Consumption, Distribution Patterns, and Implications for Indiana Producers and Processors, Ag Forum '92: Indiana Agriculture 200: A Strategic Perspective, Purdue University, West Lafayette, IN (January 22, 1992).

On the Occasion of W.F. Mueller's Retirement, speech at the University of Wisconsin, Madison, WI, May 1992.

Purdue's SAMI Archive, panel presentation, American Agricultural Economics Association annual meeting, Baltimore, August 11, 1992.

Trends in American Food Expenditures, Indiana Top Farmers' Workshop, West Lafayette, IN, July 22, 1992.

American Food Demand and Indiana's Food Marketing Industries, School of Agriculture press conference, West Lafayette, IN, August 4, 1992.

The New Consumers: What Do They Want and How Do They Get It? Master Mix executive training session, Purdue's Center for Agricultural Business, West Lafayette, IN, October 20-21, 1992 [with Joseph Uh].

American Food Demand and Indiana's Food Marketing Industries, annual County Extension Agent training session, Lafayette, IN, October 22, 1992.

The New Consumers: What Do They Want and How Do They Get It? Pioneer Seeds executive training session, Purdue's Center for Agricultural Business, West Lafayette, IN, November 18, 1992 [with Joseph Uh].

U.S. Food Purchasing Trends and Indiana's Food Processing Industries, speech before Indiana farm group leaders, Indianapolis, IN, January 7, 1993.

Value Added Products, speech at the annual U.S. Legislative Staff Visit, Purdue University, West Lafayette, IN, February 12, 1993.

Accounting Profits and Economic Profits of U.S. Food Manufacturers, paper presented at the annual meeting of American Agricultural Economics Association, Orlando, FL, August 1993.

Consumer Issues, speech before the Indiana Ag. Leadership Program, Group VI, Purdue University, West Lafayette, IN, January 6, 1994.

Value Added in the Food Industries, speech as part of the Indiana visit of the Senior Seminar, Foreign Service Institute, U.S. Department of State, October 18, 1995.

Panel Presentation on the Effects of Public Policies on Processor-Supplier Relations, 1995 National Conference for Agribusiness, Center for Agricultural Business, Purdue University, October 23, 1995 [with Jim Rieth and Fred Hegele].

The Futures of the Food Processing Industries, speech before the Industrial Associates of the Purdue Food Science Department, Purdue University, October 25, 1995.

Breakfast Cereals: The Extreme Food Industry, testimony at a Congressional Forum, U.S. House of Representatives, Washington, DC, March 12, 1996.

Are Food Marketing Systems in North America and the European Union Converging? Paper presented at NE-165 Conference "Strategy and Policy in the Food System: Emerging Issues," Washington, DC, June 20-21, 1996.

Faculty Governance Issues, speech at the annual meeting of the Indiana Conference of the American Association of University Professors, Ball State University, Muncie, Indiana, November 2, 1996.

Archer Daniels Midland: Price-Fixer to the World, departmental seminar series, West Lafayette, IN, Department of Agricultural Economics, Purdue University, March 20, 1997.

New Developments in Price-Fixing Enforcement: The Lysine and Citric-Acid Cases, Food Marketing Seminar Series, Economic Research Service, USDA, Washington, DC, May 6, 1997.

The Food and Agribusiness Marketplace, Central Soya University, Center for Agricultural Business, Purdue University, September 9, 1997 [with Michael Boehlje].

Growth of Midwest Food Processing Industries, meeting of Electric Power Research Institute, Chicago, November 3, 1997.

Focus on the Food and Agribusiness Marketplace, Pioneer Hybrid Institute VII, Center for Agricultural Business, Purdue University, November 7, 1997, [with Michael Boehlje].

Archer Daniels Midland: Price-Fixer to the World, department seminar series, Department of Economics, IUPUI, Indianapolis, IN, September 1997.

Panel member, "The Archer Daniels Midland Case: A Case Study of Corruption in the Ag/Food System," Economic Crime Summit, St. Louis, MO, April 28, 1998.

Agricultural Economists as Expert Witnesses, Free Session, annual meeting of the American Agricultural Economics Association, Salt Lake City, Utah, August 3, 1998. [with others].

Retail Concentration and Food Prices: An Overview of the Research, Organized Symposium, annual meeting of the American Agricultural Economics Association, Salt Lake City, Utah, August 5, 1998.

Our Customers Are Our Enemies: The Lysine Cartel of 1992-1995, lead paper at a session of the Allied Social Sciences Association annual meeting (sponsored by the Industrial Organization Society and the American Association of Agricultural Economics), New York City, January 5, 1999.

Agriculture and Antitrust, keynote address at the annual Farm Forum and Trade Show, Shelby, Montana, February 13, 1999.

The Economics of Couponing. Selected Paper, American Agricultural Economics Association annual meeting, Nashville, Tennessee, August 1999. [with others].

Federal Antitrust Policy Applied to the Grain Industries, Symposium Presentation, American Agricultural Economics Association meeting, Tampa, FL (August 2000).

The competitiveness of the U.S. Grocery Retailing Industry, USDA National Conference, Washington, DC (March 2000).

ADM: End of a Legal Odyssey, Dept. Seminar, Purdue University, October 2001

Global Price Fixing, First International Conference on Agricultural Trade and Policy, Institute of Food and Agricultural Sciences, University of Florida, Gainesville, Florida, November 2001.

The Globalization of Corporate Crime: Food and Agricultural Cartels of the 1990s, address at the annual meeting of the Organization for Competitive Markets, Omaha, NE, August, 2002.

The Globalization of Corporate Crime: Food and Agricultural Cartels of the 1990s, departmental seminar, Department of Agricultural Economics, Purdue University, W. Lafayette, IN, September, 2002.

International Price Fixing in the Markets for Food and Agricultural Ingredients, address at the annual meeting of the American Agricultural Law Association, Indianapolis, IN, October 26, 2002.

International Price Fixing: Resurgence and Deterrence, Remedies Forum, Antitrust Law Section of the American Bar Association, Washington, DC, April 2-3, 2003.

Price-Fixing Overcharges and the U.S. Sentencing Guidelines, address at the U.S. Department of Justice, Washington, DC (March 28, 2006) [with Robert Lande].

A Critique of Cartel Fine Discounting by the U.S. Department of Justice, Purdue University, West Lafayette, IN, September 6, 2007.

International Cartels: Research Overview. Departmental Seminar, Purdue University, September 18, 2007.

A Critique of the U.S. Department of Justice, law offices of Dinker Biddle, Washington, DC, September 29, 2007.

Economic Development of Indiana's Food Processing Industries, joint meeting of the Indiana State Department of Agriculture and the Purdue University Department of Agricultural Economics, West Lafayette, IN, April 16, 2008.

Invited Participant: Comments on papers presented at the Consumer Antitrust Symposium, Loyola University Law School, Chicago, IL, April 25, 2008.

Invited Participant: Comments on papers presented at the Consumer Antitrust Symposium, Loyola University Law School, Chicago, IL, May 1, 2009.

International Cartels and Antitrust Enforcement, presentation at the 10th Annual Meeting of the American Antitrust Institute, "Antitrust in a World without a Center: Global Competition Policy in Perspective," Washington, DC, June 18, 2009.

[http://www.antitrustinstitute.org/archives/files/Breakout%20Report-International%20Cartels_081620091847.pdf]

Panelist, “The Global Food System,” on *Worldview*, a nationally syndicated program produced by Chicago Public Radio WBEZ, May 26, 2009. [<http://www.wbez.org/content.aspx?audioID=34417>]

The Predictability of DOJ Fines, address at the 11th annual meeting of the American Antitrust Institute, Washington DC, June, 2010. [with Douglas Miller] [available, revised March 2013 at <http://ssrn.com/abstract=2229300>]

Cartels Portrayed, address at the 12th annual meeting of the American Antitrust Institute, Washington DC, June 23, 2011.

Private Recoveries in International Cartel Cases Worldwide: What Do the Data Show? Address at “The Future of Private Antitrust Enforcement,” a conference sponsored by the American Antitrust Institute in Washington, DC, December 7, 2011.

Cartels As Rational Business Strategy: New Data Demonstrates that Crime Pays, presented at the Loyola University School of Law’s Consumer Law Colloquium. Chicago (April 27, 2012). [with Robert Lande].

Cartels As Rational Business Strategy: Crime Pays, presented at a conference sponsored by the American Antitrust Institute in Washington, DC, December 3, 2011. [with Robert Lande].

Panelist, The Changing World of Antitrust Counseling, 14th Annual Conference of the American Antitrust Institute, Washington, DC, June 12, 2013.

Cartel Overcharges, Speech at the Navigant Economics Conference, “Class Action Landscape: Yesterday, Today, and Tomorrow: Perspectives in Law and Economics,” Boston, October, 25, 2013.

Testimony Before the Investigative Commission on Public Contracts in the Construction Industry, Province of Quebec, Montreal, October 28, 2014. (Televised)
[https://www.ceic.gouv.qc.ca/fileadmin/Fichiers_client/fichiers/Transcriptions/2014-10/Transcription_audience_CEIC_2014-10-28.pdf]

The AAI’s *2016 Transition Report: Recommendations for U.S. Cartel Enforcement*, Annual Meeting, American Antitrust Institute, Washington DC. (June 18, 2015).

Cartel Fines Are Too Lenient. *GCR Live*, “*Cartels*” Conference. Organized by the Global Competition Review. Washington, DC (April 5, 2016).

Do Cartel Fines Measure Anti-Competitive Harm?, presentation at the *American Bar Association’s 65th Antitrust Law Spring Meeting*, Washington, DC. (March 29, 2017).

The Origins and Uses of the *Private International Cartels* Data Set, OECD Competition Division, Paris, France (October 10, 2017)

RESEARCH GRANTS AND CONTRACTS

John M. Connor (Principal Investigator) and Scott Weimer (Graduate Research Assistant), "The Interrelationship of Technological Change and Market Organization in the U.S. Food System." From the Office of Technology Assessment, U.S. Congress (\$27,000; August 1984-October 1986).

John M. Connor (PI) and S.K. Choi (RA), "The Economic Importance and Performance of the U.S. Food Processing Industries." From the Institute of Food Technologists (\$13,900; November 1986-June 1987).

John M. Connor (PI) and S.K. Choi (RA), "The Contribution to Economic Development of the Food Processing Industries to the States of the U.S." From Institute of Food Technologists (\$14,900; April 1987-June 1988).

Philip E. Nelson, John M. Connor, and Glenn Sullivan (co-PIs), "Quick Response Analyses of Value-Added Opportunities." From Indiana Department of Commerce (\$46,000; July 1987-June 1989).

John M. Connor and Stephen Hiemstra (co-PIs), "The Size of the Institutional Market for Tofu in the Great Lakes States." From the Purdue Center for Value Added Research (\$2,500; July 1987-March 1988).

John M. Connor (PI) and Thomas Greer (RA), "The Influence of Market Structure on International Trade in Sweeteners." From Economic Research Service, USDA (\$17,147; October 1988-September 1989).

John M. Connor (PI), "Food and Agricultural Sciences National Needs Fellowships in International Marketing of Processed Foods." From the Cooperative State Research Service of USDA (\$144,000; October 1989-December 1993).

John M. Connor (PI) and Philip Abbott (co-PI beginning 1991), "Organization and Performance of World Food Systems: Implications for U.S. Policies." Special Grants Program, Agriculture Appropriations bill of U.S. Congress; administered by the Cooperative State Research Service of USDA. (\$94,600 in FY1989; \$97,500 in FY1990; \$98,000 in FY1991; \$100,000 in FY1992; \$100,000 in FY1993.)

John M. Connor and Paul V. Preckel (co-PIs), "Economic and Technical Assessment for Proposed High-Value-Added Investments in Indiana." Indiana Department of Commerce (\$2,700; 1990).

Philip E. Nelson and John M. Connor (co-PIs), "Quick Response Analyses of Value-Added Opportunities." From Indiana Department of Commerce (\$20,000; July 1989-June 1991).

John M. Connor (PI), "Internationalization Curriculum Enhancement Award." School of Agriculture, Purdue University (\$1,500; 1990).

John M. Connor (PI), "Economic Research on Problems Related to Agribusiness Restructuring in the Soviet Union," Purdue University, Global Initiative Faculty Grant (\$5,000; January 1992-September 1993).

John M. Connor (PI), “Alternative Modes of Selling U.S. Processed Foods Abroad,” from Cooperative State Research Service, USDA, National Research Initiative grants competition (\$99,000; October 1992-September 1994).

John M. Connor and William Schiek (PIs), “Report on the Economics of the U.S. Food Processing Industries,” Institute of Food Technologists, Research Committee, (\$18,000; July 1993-June 1994).

John M. Connor and Filipe Ravara. “Support for Research on Strategic Analysis of Food Processing Multinationals in Europe,” Luzo-American Foundation, Lisbon, Portugal (\$10,000; July 1993-May 1994).

John M. Connor. Purdue Research Foundation Grant for Ph. D. student support, Collusion and Price dispersion” (\$14,912; 2004-2006).

PROPRIETARY ELECTRONIC DATA SETS

Private International Cartels. This spreadsheet, first created ca. 1998, is continuously updated with a rich assortment of legal and economic data on cartels discovered since 1990. As of 2014, the combined (Full Data) spreadsheet was a file of 28MB and 3,000,000 data cells. It consisted of observations more than 1300 cartels and 12,000 cartelists (companies and individual participants). There are also 13 back-up spreadsheets. Sold or excerpted gratis to more than 50 parties.

The Private International Cartels (PIC) Data Set: Guide and Summary Statistics, 1990-2013: SSRN Working Paper. (August 9, 2014). [<http://ssrn.com/abstract=2478271>] is a description of the extent of the PIC data, methods of collection, and a summary of its contents. Excerpts made available gratis to scores of parties. [Archived at Purdue University at <http://doi.org/10.4231/R7GF0RPJ>]

Zimmerman-Connor Data on Cartel Duration. Created 2003-2005. Consists of 237 cartel observations in a 232KB file.

Cartel Price-Fixing Overcharges. A spreadsheet first created ca. 2002 and continuously revised and expanded. The *Master Data Set* in 2014 has 2000+ observations of cartel price effects from about 500 cartel episodes.

DOJ Cartel Fine Discounts created 2007-08, consists of 128 sentencing observations. The file is 158KB.

DOJ Cartel Enforcement 1990-2015, spreadsheet created late 2007. Contains annual budgets, activities, and enforcement actions with respect to cartels.

GRADUATE THESES DIRECTED

1. Walters, John Michael. "Some Economic Effects of FTC Regulation of Deceptive Advertising of Grocery Products," M.S. thesis, 1986.
2. Preston, Warren P. "An Economic Evaluation of Federal Antitrust Activity in the Manufacturing Industries: 1980-1985," Ph.D. Dissertation, 1987. [Department "Best Dissertation" Award 1988] [currently Associate Deputy Administrator and Chief Economist, Agricultural marketing Service, USDA, Washington, DC]
3. Hopkins, Yvette. "A Re-Examination of Event-Studies Applied to Challenged Horizontal Mergers," M.S. thesis, 1987. [Microbial Ombudsman, Registration of Microbial Pesticides, (703) 308-1090, U.S. Environmental Protection Agency, Washington, DC]
4. Esslimi, Lahsen. "Economic Liberalization and Structural Adjustment: The Moroccan Sugar Policy," Ph.D. Dissertation, 1990. [Economist. Ministry of Agriculture, Kingdom of Morocco]
5. Greer, Thomas V., "The Impact of Trade Liberalization on the World Sweetener Industry," Ph.D. dissertation, 1992. [Department "Best Dissertation" Award 1993] [Professor, university of Tennessee, deceased]
6. Möller, Kristian. "Barriers to Foreign Entry into the Ukrainian Meat Sector Under Alternative Scenarios: A Qualitative Analysis," M.S. thesis, 1992. [currently Managing Director of FoodPLUS and President of GLOBALG.A.P North America Inc., Cologne, Germany]
7. Wang, Kai. "Empirical Determinants of Intra-Firm International Trade by U.S. Manufacturing Industries in the 1980's." M.S. Thesis, 1994, 68 pages.
8. Filipe Ravara, "Investment and Divestment by Global Food Companies: A Real-Option-Theory Analysis," Ph.D. Dissertation, August 1994, 228 pages. [Department "Best Dissertation" Award 1995] [currently Strategy Director, Mello Bank, Lisbon, Portugal]
9. Christopher J. Overend, "The Choice between Exporting and Investing Abroad Facing U.S. Food Manufacturers," Ph.D. Dissertation, Purdue University (December 1996), 121 pp. [currently Senior Economist, Joint Economic Committee, U.S. Congress, Washington, DC]
10. Jing Liu, "Time Series Study of Foreign Investment and Exports by U.S. Food Processing Multinational Companies," M.S. thesis, Purdue University (December 1996), 167 pp.
11. Eric Steinbach, "Evidence on The International Convergence of Consumer Food Expenditures," M.S. thesis, Purdue University (April 1997), ___pp. [in absentia]
12. Chih-Ching Yu, "Testing for Nested Hypotheses among Oligopoly Models Applied to Food Manufacturing," Ph.D. Dissertation, Purdue University (December 1998), 119 pp. [Distinguished Research Award, National Science Council, Taiwan, Ph.D. Dissertation of

- Chih-ching Yu, J.M. Connor supervisor (June 2000) [Associate Professor, Department of Business Administration, National Taipei University, Taiwan]
13. Gregory K. Price, "Modeling Coupon Values for RTE Breakfast Cereals," Ph.D. Dissertation, Purdue University (October 1999), 237 pp. [currently Director, Commodity R&D, CME Group, New York City; formerly economist with USDA and CFTC]
 14. Zimmerman, Jeffrey E., "Determinants of Cartel duration: A Cross-Sectional Study of Modern Private International Cartels," M.S Thesis, Purdue University (May 2005), 80 pp. [former Agricultural attaché, Foreign Agricultural Service, USDA, Brasilia, Brazil; then Minister Counselor, U.S. Embassy, Ottawa, Canada; then FAS-USDA in Washington, DC]
 15. Bolotova, Yuliya, "Three Essays on the Effectiveness of Overt Collusion: Cartel Overcharges, Cartel Stability and Cartel Success," Ph.D. Dissertation, Purdue University (June 2006). [Department "Best Dissertation" Award 2007] [currently, consultant, Russia; formerly Assistant Professor, University of Idaho, Idaho]
 16. Helmers, Gustav. "Location Essays: Texas Hotels." Ph.D. Dissertation, Purdue University (Dec. 2020). [currently Assistant Professor, Hutson School of Agriculture, Murray State University, Murray, Kentucky]
 17. Jing Hao. "Buyers' Cartels: Prevalence and Economic Characteristics." Senior Honors Thesis, Purdue University (May 2011). [Graduate student, Purdue University]