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PROFESSIONAL EXPERIENCE

Econ One Research, Inc., Los Angeles, CA and Arlington, VA Senior Economist	2017 – present
Skyline Economics LLC, Arlington, VA Founder & Principal	2016 – 2017
Coherent Economics, Highland Park, IL and Arlington, VA Vice President	2015 – 2016
Navigant Economics, Washington, DC Director & Principal	2010 – 2015
LECG, Washington, DC Senior Managing Economist	2005 – 2010
Nathan Associates, Arlington, VA Managing Associate & Shareholder	1999 – 2005
Federal Trade Commission, Washington, DC Economist	1995 – 1999
Kelley School of Business, Indiana University, Bloomington, IN Associate Instructor – “Managerial Economics”	1991 – 1995
Division of Extended Studies, Indiana University, Bloomington, IN Associate Instructor – “Managerial Economics”	1994 – 1995

EDUCATION

Kelley School of Business, Indiana University, Bloomington, IN Ph.D. in Business Economics and Public Policy Dissertation: “Essays in Credible Commitment Mechanisms”	1995
Tulane University, New Orleans, LA B.A. in Economics	1991

EXPERT TESTIMONY

<i>Elorac, Inc. v. Sanofi-Aventis Canada Inc.</i> U.S. District Court for the Northern District of Illinois Submitted an expert report for the plaintiff pharmaceutical manufacturer on lost sales and damages resulting from defendant’s alleged failure to use commercially reasonable efforts to develop, market, and promote a pharmaceutical product. Utilized IMS data on drug sales and promotional efforts to develop a benchmark against which to compare actual sales and promotional efforts.	2016
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- Alarm Detection Systems, Inc. v. Bloomingdale Fire Protection District, et. al.*** 2014
 U.S. District Court for the Northern District of Illinois
 Testified on behalf of the plaintiff at a hearing for a temporary restraining order regarding market definition, market power, entry conditions, anticompetitive effects, and damages.
- American Needle, Inc. v. National Football League, et. al.*** 2012 – 2015
 U.S. District Court for the Northern District of Illinois
 Submitted expert reports and testified at depositions on behalf of the plaintiff regarding market definition and competitive effects. Utilized plaintiff and defendant data on product sales to examine market power and competitive effects.
- Gerald Paul Bodet, Jr. v. Charter Communications, Inc., et. al.*** 2011 – 2012
 U.S. District Court for the Eastern District of Louisiana
 Submitted expert reports and testified at depositions on behalf of the plaintiff regarding issues of class certification, common impact, and formulaic damages. Analyzed defendant sales data in over 80 geographic markets to demonstrate common impact and damages methodology. Testimony accepted by the court after a *Daubert* hearing.
- In the Matter of VISX Inc.*** 1998
 U.S. Federal Trade Commission
 Testified at a deposition and at a hearing regarding market definition, entry conditions, and competitive effects. Analyzed whether the defendant possessed market power and whether market power was derived from a patent allegedly obtained by fraudulent acts.

PUBLICATIONS AND PAPERS

- United States introductory article, The Handbook of Competition Economics 2014.** 2013
 With James Langenfeld.
 London: Law Business Research.
<http://globalcompetitionreview.com/handbooks/56/sections/196/chapters/2242/united-states/>
- United States introductory article, The Handbook of Competition Economics 2013.** 2012
 With James Langenfeld.
 London: Law Business Research.
<http://globalcompetitionreview.com/handbooks/49/sections/169/chapters/1921/united-states/>
- United States introductory article, The Handbook of Competition Economics 2012.** 2011
 With James Langenfeld.
 London: Law Business Research.
<http://globalcompetitionreview.com/handbooks/41/sections/143/chapters/1633/united-states/>
- “Fooled by Pseudo-Randomness”** 2014
<https://ssrn.com/abstract=2507276>
- “Best-price guarantees as a quality signal”** 2004
<https://ssrn.com/abstract=1692272>

- “Antitrust Enforcement in the New Economy: Measuring Harm to Consumers Rather than Harm to Competitors.”** 2001
 With Larry Darby.
 American Bar Association, Section of Antitrust Law, Internet Committee Newsletter.
- “Antitrust Enforcement in the United States”** 2000
 With Russell Mangum
 Presentation to the Observational Study Tour of the Foreign Trade Sector of the Ministry of Economy and Foreign Trade, Government of Egypt.
- “Should ‘vaporware’ be an antitrust concern?”** 1997
Antitrust Bulletin vol. 42:1, Spring 1997
<http://heinonline.org/HOL/LandingPage?handle=hein.journals/antibull42&div=13&id=&page=>
- “Vaporware”** 1996
 Presented at Western Economic Association 71st Annual Conference
<http://econwpa.repec.org/eps/io/papers/9512/9512001.pdf>
- A Learning Guide for G300: Managerial Economics.** 1995
 Indiana University Division of Extended Studies: Bloomington, Indiana.

SELECTED CONSULTING ENGAGEMENTS

Analyzed the *Georgia-Pacific factors* in estimating reasonable royalties for a pharmaceutical company in patent infringement litigation.

Analyzed relevant markets, market power, and the competitive effects of defendant’s alleged tying in markets for virtual currency services and social games networks.

Analyzed unilateral antitrust conduct in payment processing networks, including the impact of anti-steering rules on competition in two-sided markets.

Reviewed current public policies and drafted a report regarding passenger and freight railroad track preference for a rail company.

Analyzed a series of transactions in a bankruptcy case to help determine whether a casino holding company’s valuable assets had been fraudulently transferred to a separate entity.

Assisted in the development of a survey of distributors of a multi-level marketing firm. Analyzed the survey data to determine whether the firm’s structure resembled a pyramid scheme. Supervised a team of SAS and SQL programmers in analyzing the company’s distributor reimbursement and sales data.

Analyzed relevant market definition and competitive effects in a merger of antioxidant manufacturers.

Analyzed the relevant product markets and market power in a tying case involving high-speed commercial inkjet printers.

Analyzed the results of an opposing expert's online consumer survey in patent infringement litigation to determine whether consumers valued the technology in question before they purchased the infringing devices.

Analyzed relevant geographic markets for a merger between two natural gas pipelines.

Estimated damages due to allegedly commercially unreasonable promotional efforts for ADHD medications in a breach of contract case involving two pharmaceutical companies. Supervised a team of research analysts and SAS programmers to import and utilize IMS sales and promotional data. Devised a regression analysis that estimated the effect of promotional effort on sales for a set of benchmark prescription drugs. Estimated damages based upon the regression results and the model's predicted values for the prescription drug at issue.

Analyzed issues of class certification and common damages on behalf of an insurance company in a case involving allegations of improper coverage and balance billing.

Analyzed relevant markets and lost-profit damages in a case involving a reverse-payment settlement between a branded drug manufacturer and several generic drug manufacturers over a narcolepsy treatment. Supervised a team of research analysts and SAS programmers analyzing IMS sales data. Used linear regression models to estimate demand elasticities and sales but-for the alleged anticompetitive conduct.

Analyzed relevant markets, direct evidence of anticompetitive effects, and pass-through rates in a class action case involving the merger of two satellite radio broadcasters.

Analyzed quarterly results of a hospital drug usage survey and developed improved analyses for reporting and interpreting the survey results. Managed a team of research analysts and SAS programmers to analyze and merge IMS sales data and the survey data. Developed regression analyses to determine important factors explaining changes in usage of certain drugs at hospitals.

Suggested improvements to a statistical sampling analysis of drug usage by diabetes patients performed by a testifying expert in litigation between two pharmaceutical manufacturers. Supervised research analysts and SAS programmers working with IMS sales and other data.

Analyzed and suggested improvements to a statistical sampling analysis of sales data performed by a testifying expert in litigation between two computer software manufacturers. Supervised research analysts and SAS programmers to analyze survey and other data.

Analyzed a proposed merger between two coffee wholesalers seeking merger clearance under the Hart-Scott-Rodino Act before federal antitrust enforcers.

Analyzed average wholesale prices of a variety of pharmaceuticals in response to allegations of a horizontal price fixing conspiracy for drug reimbursements.

Supervised research analysts and SAS programmers in the analysis of IMS sales and other data. Developed econometric models to demonstrate that average wholesale prices of the drugs in question were not statistically significantly different than average wholesale prices of competitive benchmark drugs.

Analyzed allegations of tying and monopolization in an antitrust counterclaim to patent infringement litigation over epoetin alpha, darbepoetin alpha, and other pharmaceuticals. Supervised research analysts and SAS programmers analyzing IMS sales and other data used in the analysis.

Analyzed allegations of tying and monopolization in an antitrust counterclaim to patent infringement litigation over pharmaceutical grade nitric oxide gas and delivery devices.

Conducted extensive review of an economic expert's regression analysis on damages in a mass tort case involving genetically modified agricultural products. Demonstrated the presence of severe estimation problems that affected the reliability of that expert's analysis.

Investigated issues of class certification, common impact and damages in a horizontal price fixing case involving a common inactive ingredient in pharmaceutical and over-the-counter drugs. Used SAS and other software to analyze defendants' sales and other data. Devised a regression analysis demonstrating that the ingredient's price in the affected markets was greater than prices before and after the alleged conspiracy.

Analyzed issues of class certification, common impact and damages in a horizontal price-fixing case involving the market for high pressure laminates ("HPL") using defendants' sales and other data. Devised a regression analysis demonstrating that HPL prices in the affected markets were greater than prices in a market unaffected by the alleged conspiracy and were also greater than prices before and after the alleged conspiracy.

Analyzed fare and passenger data from the U.S. Department of Transportation ("USDOT") and the Airline Tariff Publishing Corporation ("ATPC") to demonstrate that allegedly anticompetitive actions had a common impact upon Northwest Airlines passengers of all fare classes. Developed economic rationale used by the client in arguments towards extending the statute of limitations.

Analyzed the competitive effects of an alleged horizontal price fixing conspiracy in the airline industry over the prohibition of certain ticketing practices, including "hidden-city" ticketing using fare and passenger data from USDOT and ATPC.

Used publicly available hospital inpatient data from New York and Connecticut agencies to analyze the relevant market for inpatient and outpatient OBGYN physician services in a case involving allegations of market foreclosure.

Analyzed the competitive effects of two proposed mergers between drug wholesalers.

Analyzed the competitive effects of a proposed merger between the two largest firms that leased durable movable medical equipment to hospitals and other patient care facilities. Used company sales data to demonstrate that the defendants' expert's regression model incorrectly omitted data from an entire customer class.

AWARDS

Federal Trade Commission Outstanding Team Award	1998
Doctoral Fellowship	1991 – 1995
Ira Lind Scholarship, Sigma Alpha Mu	1988

OTHER PROFESSIONAL ACTIVITIES

Journal of Research in Law and Economics Referee	2014
ABA Litigation Section Antitrust Committee Liaison	2012 – 2013
ABA Antitrust Section Economics Committee Newsletter Editor	2001 – 2006

OTHER ACTIVITIES

Madlik AZA Chapter of BBYO Chapter Advisor	2015 – 2017
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MEMBERSHIPS

American Bar Association Associate Member	
American Economic Association	

LANGUAGES

English – native language	
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SOFTWARE PROFICIENCIES

SAS, MS Excel, MS Access, MS Word, MS PowerPoint, MS OneNote Some familiarity with SQL	
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