

## Howard William Smith

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### EDUCATION

PhD in Economics, Oxford University (1998) Thesis Title: "Supermarket Choice and Supermarket Competition: An Econometric Study". Supervisor: Richard Spady, Nuffield College, Oxford.  
Examiners: John Sutton, LSE; Simon Cowan, Oxford.

M.Phil. in Economics, Oxford University (1992)

M.A. in Economics, 1<sup>st</sup> Class Honours, Glasgow University (1990).

### EMPLOYMENT

Associate Professor of Economics, Department of Economics, Oxford University (Oct 2003-)

Postdoctoral Fellow, Department of Economics, Oxford University (2000-2003)

University Lecturer in Economics (fixed-term), Oxford University (1996-2000)

ESRC Research Officer, Oxford University. Project: "Competition and Competition Policy Analysis for Firms with Market Power." Project leader: John Vickers. (1994-1996)

### PAPERS IN REFEREED JOURNALS

"Multi-Category Competition and Market Power: A Model of Supermarket Pricing" (2017) (with Øyvind Thomassen, S Seiler, and P Schiraldi), *American Economic Review*, Volume 107(8).

"Prices, Profits, and Pass-Through of Costs Along A Supermarket Supply Chain: Bargaining and Competition" (2015) (with John Thanassoulis) *Oxford Review of Economic Policy*, Volume 30(1).

"Upstream Uncertainty and Countervailing Power" (2012) (with John Thanassoulis) *International Journal Industrial Organization*, Volume 30(6).

"Multi-Category Demand and Supermarket Pricing" (2012) (with Øyvind Thomassen) *International Journal Industrial Organization*, Volume 30(3).

"Store Characteristics in Retail Oligopoly" (2006) *RAND Journal of Economics*, Volume 37(2).

"Streets Malls and Supermarkets" (2005) (with Donald Hay) *Journal of Economics & Management Strategy*, Volume 14(1).

"Supermarket Choice and Supermarket Competition in Market Equilibrium" (2004) *Review of Economic Studies*, Volume 71(1).

"Pricing, Sunk Costs, and Market Structure Online: Evidence from Book Retailing" (2001) (with Simon Latcovich), *Oxford Review of Economic Policy* Volume 17(2).

## BOOK CHAPTERS AND WIDER PUBLICATIONS

“The Economics of Retailer-Supplier Pricing Relationships” in *Handbook on the Economics of Retailing and Distribution* (2016), Edward Elgar, edited by Emek Basker

“Bargaining between Retailers and their Suppliers” (with John Thanassoulis), chapter in *Private Labels, Brands and Competition Policy* (2009) OUP edited by Ariel Ezrahi and Ulf Bernitz

## WORKING PAPERS / CURRENT WORK

“Competition in a spatially-differentiated product market with negotiated prices” (2020) (with Walter Beckert and Yuya Takahashi).

“Estimating Models of Differentiated Products with Individualized Prices” (2018) (with Walter Beckert and Yuya Takahashi).

“A model of supermarket and beer choice” (2018) (with Martin O'Connell and Øyvind Thomassen)

“Equilibrium pricing relationships between retailers and manufacturers (with bypass): an empirical model” (with Walter Beckert, Segye Shin and Øyvind Thomassen)

“Efficiency Gain from Ownership Deregulation: Estimates for the Radio Industry” CEPR WP 2006.

## COMPETITION REPORTS FOR GOVERNMENT AGENCIES

“An Independent review of the evaluation of impact of the OFT decision on abuse of a dominant position by Reckitt Benckiser in 2011” (2015), commissioned by the Competition and Markets Authority, London.

“The Milk Supply Chain Project” (2007) (with John Thanassoulis) a research report into the milk supply chain, commissioned by DairyCo (formerly MDC), available at <http://www.dairycodatum.org.uk>.

“Local Competition and Consumer Choice Study” (2000) in *Supermarkets: A Report on the Supply of Groceries from Multiple Stores in the United Kingdom*, Volume 3 pp 109-139, Competition Commission, The Stationary Office, London, UK.

## VISITING POSITIONS, AFFILIATIONS, AND PROFESSIONAL WORK

Academic Panel Member, Competition and Markets Authority (2021-)

Visitor, LSE (2012-2013), UCL (2019-2020)

Associate, Institute for Fiscal Studies (2012-)

Visiting Fellow, Economics Department, M.I.T., Spring 2002

Research Fellow (formerly Research Associate), Centre for Economic Policy Research (2002-)

Associate Editor *Journal of Industrial Economics* (2007-2019) *Oxford Economics Papers* (2001-)

Academic Advisor to Competition and Markets Authority (formerly Competition Commission and Office of Fair Trading), London, [ASDA-Sainsbury 2018, Energy 2015, Private Healthcare 2014, Aggregates and Ready Made Concrete 2013, Local Bus Services 2011, Movies on Pay TV, 2011, Sport Direct/JJB Sports Merger Inquiry 2010, Supermarkets 2007, Supermarkets 2000]

Organizer, Cemmap Empirical IO conference, London, June 2018

Program Committee, Econometric Society European Winter Meetings, Naples, December 2018

Principal Investigator for the ESRC Project (2015-2018): Empirical Analysis of Vertical Contracting in Intermediate Goods Markets (with Walter Beckert). This project studies issues in intermediate goods markets and spatial pricing using a unique data including intermediate prices.

#### MAJOR PRIZES & DISTINCTIONS

Snell Exhibition, Balliol College, Oxford University (1990-1994)

Logan Prize: prize for top First in Glasgow University Faculty of Arts (1990)

#### RESEARCH FIELD

Empirical Industrial Organization

#### PERSONAL

Citizenship: British

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