



FOOD MARKETING POLICY CENTER

NEWSLETTER

Department of Agricultural and Resource Economics
College of Agriculture and Natural Resources
University of Connecticut

Mission

The Food Marketing Policy Center conducts research on food and agricultural marketing and related policy questions. It facilitates research within the land grant university system by organizing meetings and conferences, by maintaining large scale data bases and by distributing publications. The general intent is to provide information that can contribute to improved performance of the food production and marketing system. Key users include farmer and consumer organizations, agribusiness firms, public agencies, state legislatures, and the U.S. Congress.

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Newsletter Guest Editorial:

Got Milk? Yes, but That's Not the Issue

by Georgina Gustin (*The New York Times*, March 2, 2003)

Like Connecticut's struggling dairy industry, David Jacquier's farm, a bucolic spread dotted with hundreds of cows, is shrinking. "I'm starting to sell real estate," said Mr. Jacquier, who has been forced to sell off parcels of his Elm Knoll Farm in East Canaan to keep the cash-strapped operation afloat. "That's the worst thing you can do in this business."

Mr. Jacquier said he didn't have a choice, and many of Connecticut's dairy farmers are facing the same predicament. The prices dairy farmers are getting for milk are at their lowest point in 25 years and production costs are skyrocketing. "We started the year with 200 farms, and already we've lost five," said Gabe Moquin, who heads the dairy division at the state's agriculture department. "They just can't make a profit."

Connecticut's dairy farmers are getting paid about \$1 per gallon of milk, a drop from the \$1.65 they were getting a year and a half ago. At the same time, consumers are paying the same prices for milk at the grocery store—about \$3 a gallon—which led to accusations that the retailers are price gouging.

"Something is desperately wrong with the picture now," said Richard Blumenthal, the state attorney general, who has recommended legislation that would limit what milk retailers and processors can charge for fluid milk. Under the legislation, An Act Concerning the Fair Pricing of Milk, if the wholesale price charged to a retailer by a processor is 40 percent above the price paid to the farmers, the processor will be investigated. If the retail price is 40 percent above the wholesale price paid the processor, then the retailer would be investigated.

“Our aim is to help both the farmer and the consumer by eliminating unconscionable profits resulting from price gouging, and to restore competition to the industry,” Mr. Blumenthal said. “Essentially the legislation guarantees the farmer will be paid a fair price, or at least a fairer price, because it reduces the amount it could be marked up and pegs the final price paid by the consumer to the price paid to the farmer. In other words, if the price in the supermarket rises, the price paid to the farmer also rises.”

Not everyone, however, thinks the legislation in its current form would solve the problem. At a public hearing at the Capitol in Hartford on Wednesday, dairy farmers, lawmakers, food industry officials and academics gathered to present their views on how best to save the state’s industry, while also giving consumers a break at the grocery store.

The number of dairy farms in the state dropped from 6,233 in 1940, to 663 in 1980, to 195 today. While some wonder why such a small industry matters to a state where agriculture represents only a fraction of the economy, others stress the peripheral benefits of a dairy industry presence. “The dairy industry is an integral part of our economy and quality of life,” Mr. Blumenthal said. “We spend a lot of money to preserve farmland, and helping farmers stay in business when they provide an essential item that is important.”

The state’s dairy farms are mostly in New London, Windham and Litchfield counties, in scenic rural areas. In the Quinebaug-Shetucket Heritage Corridor, which encompasses 32 towns and was designated a national heritage site by Congress in 1994, the farms are part of the open landscape. “We lose farms and they can be developed, and let’s face it, with the population push, we would end up looking like Newark,” said Andrea Ader, of Quinebaug-Shetucket Heritage Corridor Inc., which oversees the area. “That’s fine if you want to look like Newark, but there are fewer and fewer family farms. You impact the character of the valley, and it’s not just open space. It takes something to be dedicated to milking cows twice a day.”

Bonnie Burr, the director of government relations for the Connecticut Farm Bureau, noted the dairy industry in Connecticut earned \$74 million in 2001, while keeping roughly 175,000 acres as open space. Under the state’s Farmland Preservation Program, Ms. Burr said, the state buys the development rights to farmland, which allows the farmer to continue farming the land while guaranteeing that it never gets developed. Many farmers, however, when strapped for cash, end up selling land to developers anyway. It is faster than going through a government sale, and it is more lucrative.

“If the prices don’t come back by July, I’ll be done; I’m losing roughly \$300,000 a year,” said Mr. Jacquier, explaining that it costs him \$13.75 to produce a hundredweight of milk, or 100 pounds, though he is being paid only \$11 for the amount by processors. “If I sell my cows and real estate, I’ll break even,” he said. “I’ll go get a job. Once they put blacktops and driveways on it, it’s over with. We’ll grow houses.”

The reasons for the recent drop in milk prices—from about \$17 dollars per hundredweight two years ago to between \$11 and \$13 these days—are varied and complex. The industry says production has increased nationally, with milk flooding the market from huge producers in western states, while consumption of dairy products has dropped.

In the Northeast, where land and labor costs are considerably higher than elsewhere, the expiration of the Northeast Dairy Compact in 2001 has compounded the problem by removing federal price supports for all farmers. Many in the industry believe another regional compact to reinstitute federal support could be the answer, but in the meantime, northeastern states are trying to address the problem through their own legislatures. Not everyone agrees on the approach.

“Price gouging is a consumer issue, not so much a farmer issue,” said Bob Wellington, an economist with Agri-Mark, a cooperative of New England dairy farmers. “But the problem is the shares the farmers are getting are shrinking, and they’re

getting crushed by the lower milk prices. Most farmers are saying this is the worst financial situation in decades. There are a lot of auctions lined up.”

Mr. Wellington explained that while the farmers are struggling, their troubles are creating a domino effect, and related services, like equipment and grain sales, are also suffering. “It’s almost like a spiraling cycle now,” he said. Ms. Burr, of the farm bureau, also questions the legislation. “When you look at the bill, while it certainly addresses the consumer needs it doesn’t really have the ability to put money back in the farmers’ pockets,” she said. “We don’t think this will do anything for the farmers.”

Another price support program, part of the 2002 Farm Bill, guarantees price supports, but critics say it only helps smaller producers. Once a farmer has produced 2.4 million gallons in a given year, they are not longer eligible for federal cash. “It’s a safety net lying flaccid on a concrete floor,” Mr. Wellington said. “If you hit it you’re already dead.”

Ronald W. Cotterill, who has published many studies on the dairy industry, said he believed the legislation would indeed raise the prices paid to farmers while keeping retail costs at a fair point. “I’ve concluded the proposed legislation addressed the farmer end probably more strongly than the consumer end,” said Dr. Cotterill, director of the Food Marketing Policy Center at the University of Connecticut.

Dr. Cotterill also said that he believed lower prices at the retailer would result in higher consumption by consumer. Mr. Blumenthal agreed. “Certainly price is a consideration when you’re considering whether to buy the extra quart,” he said. For some, though, the legislation is just a start. “Right now we’re addressing the consumer’s concerns,” said George Wilber, a state representative and former dairy farmer who is co-sponsoring the bill. “The next step is working toward putting money in the farmers pockets.”

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Cooperating Research Personnel at Other Universities

Adam David Rennhoff, Ph.D. candidate from the University of Virginia, (Dept. of Economics).

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Personnel Changes

Andrew Franklin resigned effective September 30, 2002 after 12 years of service. Andy plans to become a high school math teacher. We miss him but wish him well.

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Recent Placements

Basak Canan, M.S. UConn, has returned to her faculty position at Uludag University in Turkey.

Todd Marunas, M.S. UConn, has accepted a position at Waterbury Wrecking, a commercial and residential demolition company. He is a cost estimator and handles the bidding and contracts part of the business.

Matthew Lambert, M.S. UMass (almost), has accepted a position as a research associate at Adheris, Inc., a pharmaeconomic research firm specializing in chronic therapeutic compliance programs.

Matthew Palmer, M.S. UMass, has accepted a position as a research associate on the North American Gas Team at Cambridge Energy Research Associates.

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Food Marketing Policy Center Graduate Assistantships Available, Fall 2003

The Food Marketing Policy Center in the Department of Agricultural and Resource Economics has graduate assistantships available at the Ph.D. level. Students with interest in organization of food industries and one or more of the following: demand and price transmission analysis, comparative analysis of U.S. and European foods systems, cooperatives, industrial organization economics, or antitrust policy are encouraged to apply. Support will be for four years. For further information, please contact Ronald W. Cotterill, Director, Food Marketing Policy Center, Storrs, CT 06269-4021. Tel. (860) 486-2742, Fax (860) 486-2461, or Email: Ronald.Cotterill@uconn.edu.

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Policy Center to Participate in Food Safety Consortium

The Food Marketing Policy Center is pleased to announce its participation in the newly formed Food Safety Research Consortium. The goal of the

consortium is to reduce the risk of foodborne disease in the United States by helping to build a more science-and risk based food safety management system. Other members of the Consortium include Resources for the Future (lead institution), the University of Maryland Medical School, the Institute for Food Safety and Security at Iowa State University, the Center for Food Safety at the University of Georgia, and the Western Institute for Food Safety and Security at the University of California, Davis.

NE-165 Food Safety Text Translated to Japanese

A team of Japanese scholars, led by Takuji Sakurai, Masaru Kagatsume, and Tomoyoshi Matsuda, has just published an *Introduction to the Economics of Food Safety and Nutrition*. It provides a translation of several chapters from books published by members of the NE-165 Regional Research Project including the *Economics of Food Safety, Valuing Food Safety and Nutrition*, and *The Economics of HACCP: Costs and Benefits*. The translators expect the volume to serve as a central source for Japanese researchers interested in studying markets for food quality.

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AGRIBUSINESS: An International Journal update by R. W. Cotterill, Editor

Agribusiness, and more than a dozen other economic journals, are now available on line to subscribers at (www.interscience.wiley.com). The journal is also indexed in Econlit.

Instructions for manuscript submissions are available by email: (FMPC@UCONN.EDU). Manuscripts are submitted electronically to the same address. Articles appearing in Issues No. 3 and 4, 2002 are as follows:

Agribusiness (18:3) Summer 2002

"Growth by Acquisition and the Performance of Large Food Retailers" by Bruce Bjornson and Michael E. Sykuta.

"Size, Cost, and Productivity in the Meat Processing Industries" by Yin Xia and Steven Buccola.

"Effects of State Regulations on Marketing Margins and Price Transmission Asymmetry: Evidence from the New York City and Upstate New York Fluid Milk Markets" by Robert Romain, Maurice Doyon, and Mathieu Frigon.

"Vertical Price Leadership: A Cointegration Analysis" by W. Erno Kuiper and Matthew T.G. Meulenberg.

"The Pricing of Innovations: An Application to Specialized Corn Traits" by Corrine Alexander and Rachael E. Goodhue.

"A Patent Analysis of Global Food and Beverage Firms: The Persistence of Innovation" by Oscar Alfranca, Ruth Rama, and Nicholas von Tunzelmann.

"Bovine Spongiform Encephalopathy and Generic Promotion of Beef: An Analysis for 'Quality from Bavaria'" by Roland Herrmann, Stanley R. Thompson, and Stephanie Krischik-Bautz.

"Household Composition and Food Expenditures in China" by Brian W. Gould.

Book Review by Ferdaus Hossain

Beef in China: Agribusiness Opportunities and Challenges, by J.W. Longworth, C.G. Brown, and S.A. Waldron. St. Lucia, Queensland, Australia: University of Queensland Press, 2001.

***Agribusiness* (18:4) Autumn 2002**

"The Price-Concentration Relationship in Grocery Retailing: Retesting Newmark" by Chih-ching Yu and John M. Connor.

"Explaining Pricing Conduct in a Product-Differentiated Oligopolistic Market: An Empirical Application of a Price Conjectural Variations Model" by Junko Kinoshita, Nobuhiro Suzuki, and Harry M. Kaiser.

"Staggering and Synchronisation of Prices in a Low-Inflation Environment: Evidence from German Food Stores" by Jens-Peter Loy and Christoph Weiss.

"The Demand Impacts of Chicken Contamination Publicity—A Case Study" by Roger A. Dahlgran and Dean G. Fairchild.

"Marketing Natural Pork: An Empirical Analysis of Consumers in the Mountain Region" by Jennifer Grannis and Dawn D. Thilmany.

"U.S. Consumer Preference and Willingness-to-Pay for Domestic Corn-Fed Beef Versus International Grass-Fed Beef Measured through an Experimental Auction" by Wendy J. Umberger, Dillon M. Feuz, Chris R. Calkins, and Karen Killinger-Mann.

"The White Shrimp Futures Market: Lessons in Contract Design and Marketing" by Dwight R. Sanders and Mark R. Manfredo.

"Minimum Effective Scale in Export Promotion" by Timothy J. Richards and Paul M. Patterson.

Multicriteria Analysis and Assessment of Financial Viability of Agribusinesses: The Case of Marketing Co-operatives and Juice-Producing Companies" by George Baourakis, Michael Doumpos, Nikos Kalogeras, and Constantin Zopounidis.

Book Review by Thomas R. Maloney

Teamwork and Poultry Production: Improving Grower and Employee Interpersonal Skills, by Larry Cole, Ph.D. Ames, Iowa. Iowa State University Press, 2001.

Activity Report

Ronald W. Cotterill

(Ag. Econ., University of Connecticut)

Ron was recently elected a member of the European Academy of Sciences and cited for contributions to economics and research in the field of agricultural and resource economics.

In October Ron was invited to participate as a speaker in the New York State Assembly Committee of Agriculture Milk Pricing Roundtable held in Morrisville College.

On November 19th Ron organized and spoke at a milk-pricing workshop titled, "Prices in Dairy Farming." The workshop was held at the University of Connecticut and attended by over 200 dairy farmers from Connecticut and New York and New England.

On December 10th Ron spoke at a second "Crisis in Dairy Farming" workshop that was held in West Lebanon, New Hampshire and attended by more than 200 Northern New England, dairy farmers and others interested in dairy policy issues.

On January 16th Ron testified at the Vermont Legislatures Joint Agricultural Committee hearing on, "The Future of Dairy Farming in New England."

Ron served as expert economist for Midland Farms in its successful defense of offering milk for sale at prices that other firms alleged were below cost. After a formal hearing, the Massachusetts Department of Agriculture agreed to allow Midland to sell milk of all types at prices well below \$2.00 a gallon in Massachusetts. These prices are more than \$1.00 a gallon below reported supermarket prices.

Ron participated in the Federal Trade Commission's review of its merger and divestiture policies towards food retailing by preparing extensive

comments on those issues as well as a white paper provided by the Food Marketing Institute.

Julie Caswell

(Ag. Econ. University of Massachusetts)

Julie Caswell made an invited presentation on *Overview of Traceability and Related Issues* at the annual meeting of the Food Distribution Research Society, Miami, October 2002.

Julie Caswell made a presentation on *Building Accountability Into Safety Systems: Traceability* at a Symposium on The Economics of Innovation for Improved Food Safety in the United States at the Annual Meeting of the American Agricultural Economics Association, Long Beach, July 2002.

Bruce Larson

(Ag. Econ., University of Connecticut)

Bruce continues working with Sara Scatasta and Shinano Hayashi on various projects investigating the impacts of environmental regulations, product standards, and eco-labels on agricultural and food markets.

Bruce's paper on shade coffee and eco-labels was accepted for publication in Environmental and Resource Economics (forthcoming 2003).

Bruce presented a paper, "European Union Environmental Policies and Imports of Agricultural Products from the United States" at the AAEA Annual Meetings in Long Beach, CA during August of 2002. He and Sara are revising this paper for submission to a journal in the near future.

Sara Scatasta defended her dissertation, "The Impact of Environmental Product Standards on Trade Flows: The Case of German Reuse Quotas," in August of 2002.

Sara began a post-doc position with the Environmental Economics and Natural Resource Group at the University of Wageningen. She presented an empirical paper developed from her dissertation during September of 2002 to the

European Trade Study Group in Kiel, Germany. She and Bruce submitted this paper for presentation at the annual meetings of the European Association of Environmental and Resource Economists in Bilbao, Spain to be held in June 2003, and they plan to revise further the paper for submission to a journal in the near future.

Shinano Hayashi, Ph.D. student, continues his dissertation research on the effects of GMO labeling on food imports in Japan. He continues his time series analysis on commodity prices (e.g. soybeans), and his dissertation should be complete later in 2003.

Nathalie Lavoie

(Ag. Econ. University of Massachusetts)

Nathalie is working on a project on the impact of reforming wheat importing state-trading enterprises on the quality of wheat imported.

Nathalie is working with Dan Lass (UMass) and Donghun Kim (assistant professor in residence at UConn) on a project examining market power in the U.S. butter and margarine industry using a random coefficient discrete choice model of demand.

In June 2002, Nathalie presented “Price Discrimination in the Context of Vertical Differentiation: An Application to Canadian Wheat Exports” at the 5th INRA-IDEI Conference on “Industrial Organization and the Food Processing Industry” in Toulouse, France.

In June 2002, Nathalie visited INRA-ENESAD at Universite de Bourgogne, Dijon, France, where she worked with Gilles Grolleau on collaborative projects.

In July 2002, Nathalie presented “An Empirical Evaluation of the Canadian Wheat Board Ability to Price Discriminate in Bread Wheat Exports” at the Annual Meeting of the American Agricultural Economics Association in Long Beach, CA. She also served as the Industrial Organization/Supply

Chain Management Topic Leader and as a moderator.

Rigoberto Lopez

(Ag. Econ., University of Connecticut)

Rigoberto is extending his work on industrial concentration from industry to the brand level, with special emphasis on milk markets. He continues to work with Azzeddine Azzam on food manufacturing productivity and Ronald Cotterill and Benaissa Chidmi on milk pricing. He is currently collaborating with the Food Marketing Policy Center in developing research to assess alternative distribution channels and processing arrangements for locally produced milk.

Rigoberto presented a seminar to the Department of Agricultural Economics at the Uludag University in Bursa, Turkey, August 15, 2002. The seminar was entitled, “Market Power vs. Efficiency in U.S. Food Processing Industries.”

Richard Rogers

(Res. Econ., University of Massachusetts)

Richard has accepted a new position as the faculty advisor to the provost for undergraduate education at UMass. This position is for two years, and he will be on leave from his faculty position in the Department of Resource Economics and from the Food Marketing Policy Center during this time. But he hopes to stay involved with the FMPC through Julie, Nathalie, and Dan Lass who is working with Nathalie and Ron on dairy issues.

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Data Corner

Recent acquisitions include:

Trade Dimension’s *Market Scope. The Desktop*

Guide to Category Sales 2003.

Trade Dimension’s *Directory of Mass Merchandisers, 2003.*

The Food Marketing Policy Center has extensive holdings of Competitive Media Reporting, Leading National Advertisers, national advertising data, 1987-1997. Contact the Policy Center for details on specific holdings.

The Food Marketing Policy Center subscribes to the following trade journals; the current holdings are listed for each publication:

Promo, Promotion Marketing Worldwide, November 1997-current.

Progressive Grocer, The Publication for Strategic Management, November 1987-current.

Sales and Marketing Management, January, 1989-current.

Supermarket Business, 1996-current.

Supermarket News, The Weekly Newspaper of Food Retailing, 1980-current.

Food Institute Report, 1984, 1985, 1988-current.

Private Label, The Magazine for the Brands. 1993-current.

Cooperative Grocer, For Retailers and Cooperators. 1994-current.

Cheese Reporter, Serving the World's Dairy Industry Weekly, 2000-current.

The Griffin Report of Food Marketing, 1991-current.

The Milkweed, The Farmer's Milk Marketing Report, Oct 2000-current.

Contact Adam Rabinowitz (860) 486-2823 for a complete listing of data and reference works available.

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Food Marketing Policy Center Publications Catalog

We have updated the list of the publications that are available through the Center. Call (860) 486-1927, write for a copy, or print it from our Home Page: <http://www.are.uconn.edu/FMktc.html>

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Recent Publications and Papers

Azzam, Azzeddine M., Elena Lopez, and Rigoberto A. Lopez. 2002. "Imperfect Competition and Total Factor Productivity Growth in U.S. Food Processing." Presented at the European Association for Research in Industrial Economics Meeting, Madrid, Spain, September 5-8, 2002. University of Connecticut, Food Marketing Policy Center Research Report 68, October 2002, 16 pages. See <http://www.are.uconn.edu/fmktc.html>.

Baltaduonis, Rimvydas. University of Connecticut M.S. Thesis, "The Importance of Product Differentiation, Demand Functional Form, and Competitive Interaction in the Estimation of Price Transmission." August 2002.

Canan, Basak. University of Connecticut M.S. Thesis, "Differentiated Product Oligopoly Model: Fluid Milk in Boston." December 2002.

Caswell, Julie A., co-editor. 2002 *Introduction to the Economics of Food Safety and Nutrition*. Compilation in Japanese of Chapters from Earlier Books. Lead Translators: Takuji Sakurai, Masaru Kagatsume, and Tomoyoshi Matsuda. Tokyo: Noh-rin Toh-kai Kyoh-kai (The Agricultural and Forestry Statistics Association).

Cotterill, Ronald W. "Comments on the Food Marketing Institutes' Submission to the FTC titled, 'Supermarket Merger Investigations and Remedies.'" Food Marketing Policy Center Issue Paper #27, August 2002.

Cotterill, Ronald W. "A Northeast Dairy Compact Post Mortem." Food Marketing Policy Center Issue Paper #28, October 2002.

Cotterill, Ronald W. "A Fair Share Law for Connecticut and Other Northeast Dairy States: A State Level Solution to Retail Milk Price Gouging and the Dairy Farm Crisis." Food Marketing Policy Center Issue Paper #29, December 2002.

Cotterill, Ronald W. and Adam N. Rabinowitz. "Analysis of Two Related Milk Price Approaches to Address the Noncompetitive Pricing Problem in the Milk Industry: The 40-40 Consumer Approach and the Farmer and Consumer Fair Share Approach." Food Marketing Policy Center Issue Paper #30, December 2002.

Cotterill, Ronald W., and Pierre Samson. "Estimating a Brand Level Demand System for American Cheese Products to Evaluate Unilateral and Coordinated Market Power Strategies." *American Journal of Agricultural Economics*, 84(3):817-823, 2002.

Cotterill, Ronald W. "The Impact of the Northeast Dairy Compact on New England Consumers: A Report from the Milk Policy Wars." University of Connecticut, Food Marketing Policy Center Research Report #72, October 2002.

Dhar, Tirtha; Jean-Paul Chavas, Ronald W. Cotterill, and Brian W. Gould. "An Economic Analysis of Brand Level Strategic Pricing Between Coca Cola and Pepsi Inc." University of Connecticut, Food Marketing Policy Center Research Report #65, September 2002.

Dhar, Tirtha, and Ronald W. Cotterill. "Price Transmission in Differentiated Product Market Channels: A Study of the Boston Fluid Milk Market and the North East Dairy Compact." University of Connecticut Food Marketing Policy Center Research Report #67, September 2002.

Fetter, T. Robert and Julie A. Caswell. 2002. Variation in Organic Standards Prior to the National

Organic Program. *American Journal of Alternative Agriculture* 17(2):55-74.

Grolleau, Gilles and Julie A. Caswell. "Giving Credence to Environmental Labeling of Agro-Food Products: Using Search and Experience Attributes as an Imperfect Indicator of Credibility." Paper presented at the conference on *Ecolabels and the Greening of the Food Market*, Tufts School of Nutrition Science and Policy, Brookline, Massachusetts, November 2002.

Hathie, Ibrahima and Rigoberto A. Lopez. "The Impact of Market Reforms on the Senegalese Peanut Economy." *Journal of International Development* 14(July 2002):543-554.

Krissoff, Barry, Mary Bohman, and Julie A. Caswell, eds. 2002. *Global Food Trade and Consumer Demand for Quality*. New York, NY:Kluwer Academic/Plenum Publishers.

Larson, Bruce A. "Eco-Labels for Credence Attributes: The Case of Shade-Grown Coffee." University of Connecticut Food Marketing Policy Center Research Report #71, October 2002.

Larson, Bruce A. "Made in the Shade: Eco-Labels to Manage Production Externalities," *Environment and Development Economics*, forthcoming, 2003.

Larson, Bruce A. "European Union Environmental Policies and Imports of Agricultural Products from the United States," selected paper, AAEA Annual Meetings, Long Beach, CA. 2002.

Lavoie, Nathalie. "Price Discrimination in the Context of Vertical Differentiation: An Application to Canadian Wheat Exports." Food Marketing Policy Center Research Report #70, October 2002.

Lopez, Rigoberto A. and Carmen Liron-Espana. "Social Welfare and the Oligopoly-Efficiency Tradeoff in U.S. Food Processing: A Note." *Journal of Agricultural and Food Industrial Organization*: Oct. 2002, Vol. 1: No. 1, Article 5 (10 pgs). See <http://www.bepress.com/jafio/vol1/iss1/art5>.

Lopez, Rigoberto A. and Ibrahima Hathie. “Is Protection for Sale in U.S. Food Industries?” Selected paper, American Agricultural Economics Association Meetings, Long Beach, California, August 2003. University of Connecticut, Food Marketing Policy Center Research Report 69, October 2002, 16 pages. Available from <http://www.are.uconn.edu/fmktc.html>.

Lopez, Rigoberto A. and Ibrahima Hathie. “Testing for Protection for Sale in the Food Industries.” Selected paper, American Agricultural Economics Association Meetings, Long Beach, California, August 2002.

Marunas, Todd. University of Connecticut M.S. Thesis, “Determining the Cost Pass Through Rates of Cereal Manufacturers as a Result of the Vitamin Price Fixing Cartels.” December 2002.

Scatasta, Sara. “Environmental Product Standards and Trade Flows: Empirical Evidence from the German Packaging Ordinance,” selected paper, European Trade Study Group, Kiel, Germany, 2002.

Scatasta, Sara. “The Impact of Environmental Product Standards on Trade Flows: The Case of German Reuse Quotas,” Dissertation, University of Connecticut, 2002.

Wang, Xinpeng (Tom), Yating Sun, and Julie A. Caswell. “Random Coefficient Model of the Effect of Mandating Hazard Analysis Critical Control Points (HACCP): A Pilot Study.” Paper presented at the Midwest SAS User Group Conference, Indianapolis, Indiana, October 2002.

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