

## **David E. Mills**

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Department of Economics  
University of Virginia  
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### **EDUCATION**

Georgia Institute of Technology, B.I.E. (Highest Honors) 1970

Stanford University, M.S. 1972, M.A. 1974, Ph.D. 1975

### **HONORS**

Tau Beta Pi, Phi Kappa Phi, Phi Eta Sigma and Alpha Pi Mu honor societies.

Monsanto Corporation Scholarship, Georgia Institute of Technology 1966-1968.

National Science Foundation Trainee, Stanford University, 1970-1973.

Sesquicentennial Associate, Center for Advanced Studies, University of Virginia, 1982-1983, 1988-1989, 1994-1995, 2000-2001.

### **EMPLOYMENT**

Cooperative student employee, Hercules Inc., Hattiesburg, MS, 1966-1969.

Statistician, General Secretary's Office, Stanford University, Palo Alto, CA, 1971.

Research Assistant, Department of Engineering-Economic Systems, Stanford University, Palo Alto, CA, 1973-1974.

Basic Officers Course: Ordnance, U.S. Army, Aberdeen MD, 1975.

Assistant Professor to Professor of Economics, University of Virginia, Charlottesville, VA, 1975-

Visiting Associate Professor of Economics, Vanderbilt University, Nashville, TN, 1983.

Visiting Professor, BETA, Université Louis Pasteur, Strasbourg, France, 1989, 1992.

## **RESEARCH GRANTS**

Wilson Gee Institute, University of Virginia: Economic Aspects of Transferable Development Rights, 1977; Stockpiles, Price Variability and Welfare, 1978.

U.S. Department of Housing and Urban Development: Speculation and Urban Residential Development, 1979-1980.

Earhart Foundation: Competitive Industry Structure with Output Fluctuations  
1986: Investment in Predation: Theory and Evidence, 1981.

U.S. Small Business Administration: Fluctuations and Industry Structure, 1982;  
Fluctuations, Firm Size and Employment, 1983.

Bankard Fund for Political Economy: Markets, Incentives, and International Competition (through the Thomas Jefferson Center for Studies in Political Economy), 1990; Entry and the Erosion of Market Dominance (with Kenneth G. Elzinga), 1994; Buyer Power and Prices, 2007; Competitive Effects of Loyalty Discounts, 2008.

## **CURRENT RESEARCH AND TEACHING INTERESTS**

Industrial Organization, Antitrust, Regulating Infrastructure, Urban Land Economics, Applied Microeconomics

## **ARTICLES IN REFEREED JOURNALS**

"Competition and the Residential Land Allocation Process," Quarterly Journal of Economics 92 (1978) 227-244.

"Cartel Problems: Comment," (with Kenneth G. Elzinga) American Economic Review 68 (1978) 938-941.

"Interdependencies and the Urban Land Market," Journal of Urban Economics 6 (1979) 1-11.

"Segregation, Rationing and Zoning," Southern Economic Journal 45 (1979) 1195-1207.

"Transferable Development Rights Markets," Journal of Urban Economics 7 (1980) 63-74.

"Market Power and Land Development Timing," Land Economics 56 (1980) 10-20.

"The Non-Neutrality of Land Value Taxation," National Tax Journal 34 (1981) 125-130.  
Reprinted in Income Distribution, Michael Sattinger, ed., 1996, Elgar Reference Collection, International Library of Critical Writings in Economics.

- "Ownership Arrangements and Congestion-Prone Facilities," American Economic Review 71 (1981) 493-502.
- "Urban Residential Development Timing," Regional Science and Urban Economics 11 (1981) 239-254.
- "Growth, Speculation and Sprawl in a Monocentric City," Journal of Urban Economics 10 (1981) 201-226.
- "Reply to Tideman," National Tax Journal 35 (1982) 115.
- "Real Estate Speculation and Antispeculation Taxes," Growth and Change 14 (1983) 12-22.
- "Resource Allocation and Welfare with Risky Production," Southern Economic Journal 50 (1983) 551-559.
- "Demand Fluctuations and Endogenous Firm Flexibility," Journal of Industrial Economics 33 (1984) 55-72.
- "Indivisibilities and Land Development Timing: The Shopping Center Problem," Regional Science and Urban Economics 15 (1985) 23-40.
- "Industry Structure with Fluctuating Demand," (with Laurence Schumann), American Economic Review 75 (1985) 758-767. Reprinted in Small Firms and Economic Growth, Zoltan J. Acs, ed., 1996, Elgar Reference Collection, International Library of Critical Writings, vol 61.
- "Flexibility and Firm Diversity," International Journal of Industrial Organization 4 (1986) 202-215.
- "Preemptive Investment Timing," RAND Journal of Economics, 19 (1988) 114-122.
- "Testing for Predation: Is Recoupment Feasible?", (with Kenneth G. Elzinga) Antitrust Bulletin 34 (1989) 869-893.
- "Is Zoning a Negative Sum Game?" Land Economics 65 (1989) 1-12.
- "Zoning Rights and Land Development Timing", Land Economics 66 (1990) 283-293.
- "Capacity Expansion and the Size of Plants", RAND Journal of Economics, 21 (1990) 555-566.
- "Untimely Entry," Journal of Industrial Economics 39 (1991) 659-670.

"Trumping the Areeda-Turner Test: The Recoupment Standard in Brooke Group," (with Kenneth G. Elzinga), Antitrust Law Journal 62 (1994) 559-584.

"The Supreme Court's Predation Odyssey: From Fruit Pies to Cigarettes," (with Donald J. Boudreaux and Kenneth G. Elzinga), Supreme Court Economic Review 4 (1995) 57-93.

"Why Retailers Sell Private Labels," Journal of Economics and Management Strategy 4 (1995) 509-528.

"It Pays to be Different: Endogenous Heterogeneity of Firms in an Oligopoly," (with William Smith), International Journal of Industrial Organization 14 (1996) 317-329.

"Innovation and Entry in the U.S. Disposable Diaper Industry," (with Kenneth G. Elzinga), Industrial and Corporate Change 5 (1996) 1-22.

"Is Predation Rational? An Answer to Adams, Brock and Obst," (with Kenneth G. Elzinga), Review of Industrial Organization 11 (1996) 759-764.

"The Distribution and Pricing of Prescription Drugs," (with Kenneth G. Elzinga), International Journal of the Economics of Business 4 (1997) 287-299.

"Switching costs in Wholesale Cigarette Distribution," (with Kenneth G. Elzinga), Southern Economic Journal 65 (1998) 282-293.

"Price Wars Triggered by Entry," (with Kenneth G. Elzinga), International Journal of Industrial Organization 17 (1999) 179-198.

"Private Labels and Manufacturer Counterstrategies," European Review of Agricultural Economics 26 (1999) 125-145.

"PC Software," (with Kenneth G. Elzinga), Antitrust Bulletin XLIV (1999) 739-786.

"Predatory Pricing and Strategic Theory," (with Kenneth G. Elzinga), Georgetown Law Journal 89 (2001) 2475-2494. Reprinted in Recent Developments in Monopoly and Competition Policy, George Norman, ed., forthcoming 2008, Elgar Reference Collection, International Library of Critical Writings.

"Independent Service Organizations and Economic Efficiency," (with Kenneth G. Elzinga), Economic Inquiry 39 (2001) 549-560.

"Price Competition and Slotting Allowances," (with Peter Bronsteen and Kenneth G. Elzinga), Antitrust Bulletin 50 (2005) 267-284.

"Quasi-Partnerships in Distribution," Review of Industrial Organization 31 (2007) 155-168.

“The Economics of Resale Price Maintenance,” (with Kenneth G. Elzinga), Issues in Antitrust Law and Economics, Wayne D. Collins, ed., American Bar Association, Antitrust Division, 2008.

### **OTHER PUBLICATIONS**

"The Timing of Urban Residential Land Development," Research in Urban Economics 3 (1983) 37-57, J. V. Henderson, ed.

Review of The Spirit of Democratic Capitalism, M. Novak, Southern Economic Journal 49 (1983) 1202-1203.

"The Price of Zoning," ORER Letter, Summer 1991, 1-4.

Review of Land Value Taxation: the Equitable and Efficient Source of Public Finance, K.C. Wenzer, ed., Regional Science and Urban Economics 31 (2001) 765-770.

"The Distribution and Pricing of Prescription Drugs," (with Kenneth G.; Elzinga), The Antitrust Revolution: the Role of Economics, John E. Kwoka, Jr. and Lawrence J. White, eds., Oxford: Oxford University Press (2004) 301-321.

“Predatory Pricing in the Airline Industry: Spirit Airlines v. Northwest Airlines,” (with Kenneth G. Elzinga), The Antitrust Revolution 5th edition, John E. Kwoka, Jr. and Lawrence J. White, eds., 2008.

### **UNPUBLISHED PAPERS**

“Buyer Power and Industry Structure,” working paper (2007).

“Market Share Discounts,” working paper (2008).

### **CONFERENCE PAPERS, LECTURES, ETC.**

"Competition and Land Use Controls in the Urban Residential Sector," Econometric Society annual meetings, San Francisco, 1974.

"Intertemporal Patterns of Land Development and Market Power," Southern Economic Association annual meetings, New Orleans, 1977.

"Market Power and Land Development Timing," Workshop in Analytical Urban Economics, Queen's University, Kingston, Canada, 1978.

"An Economist's Perspective on Agricultural Land Preservation," Joint (Virginia) Legislative Committee on Agricultural Land Preservation, Washington and Lee University, 1980.

"Competitive Industry Structure with Demand Fluctuations," American Economic Association annual meetings, Washington, 1981.

"The Timing of Urban Residential Land Development," Semi-annual meetings of the Committee on Urban and Public Economics, New York University, 1981.

"Demand Fluctuations and Endogenous Firm Flexibility," Microeconomics Workshop, Vanderbilt University, 1983.

"Indivisibilities and Land Development Timing: The Shopping Center Problem," American Economic Association annual meetings, San Francisco, 1983.

Invited panelist, "Evangelicals, Social Concerns, and Economics", Liberty Fund Conference, Tucson, AZ, 1985.

"Industry Structure with Fluctuating Demand," European Association for Research in Industrial Economics meetings, Cambridge, England, 1985.

"The Economics of Sign Controls", Visual Pollution and Sign Control Conference, Southern Environmental Law Center, University of Virginia, 1986.

"Testing for Predation: Is Recoupment Feasible?" Southern Economic Association meetings, New Orleans, 1986;

"Testing for Predation: Is Recoupment Feasible?" Economic and Legal Organization Workshop, University of Chicago, 1987;

"Testing for Predation: Is Recoupment Feasible?" Workshop, Bureau of Economics, Federal Trade Commission, 1987;

"Testing for Predation: Is Recoupment Feasible?" Workshop, Antitrust Division of the U.S. Department of Justice, 1988.

"Is Zoning a Negative Sum Game?" annual conference of the Committee for Taxation, Resources and Economic Development, Lincoln Institute of Land Policy, Cambridge, MA, 1987.

"Costs vs. Capacity," Microeconomics Workshop, Michigan State University, 1989.

"Costs vs. Capacity," Economic Theory Workshop, Université Louis Pasteur, Strasbourg, France, 1989.

"Lectures on Flexibility", Université Louis Pasteur, Strasbourg, France, 1989.

"Zoning Rights and Land Development Timing", annual conference of the Committee for Taxation, Resources and Economic Development, Lincoln Institute of Land Policy, Cambridge, MA, 1989.

Organized and chaired "Industry Structure Dynamics," an invited session at The Southern Economics Association meetings, New Orleans, 1990.

"Price Wars in Oligopolies: The Generic Cigarette Price War," Workshop, Antitrust Division of the U.S. Department of Justice, 1991.

"Price Wars in Oligopolies: The Generic Cigarette Price War," Microeconomics Workshop, University of Kentucky, 1992.

"Lectures on Vertical Structures," Université Louis Pasteur, Strasbourg, France, 1992.

"Private Labels and Countervailing Power in Retail Distribution," Workshop, The Bureau of Economics, Federal Trade Commission, 1993.

"Price Wars Triggered by Entry," Economics workshop, Georgia Institute of Technology, 1994.

"Why Retailers Sell Private Labels," Association of Financial Economists annual meetings, Washington, 1995.

"Independent Service Organizations and Economic Efficiency," Southern Economic Association annual meetings, Atlanta, 1997.

"Private Labels and Manufacturer Counterstrategies," INRA-IDEI Conference on Industrial Organization and the Food Processing Industry, Toulouse, France, 1998.

"The Economics of Distribution," Advanced American Law Institute-American Bar Association Course of Study in Product Distribution and Marketing, Orlando, 1999.

"Software Industry Structure," Southern Economic Association annual meetings, New Orleans, 1999.

"Predatory Pricing and Strategic Theory," Workshop, Department of Economics, Baylor University, Waco, TX, 2000.

"Market Share Discounts," Southern Economic Association annual meetings, San Antonio, 2003.

Organized and chaired session on "Buyer Power" at The Southern Economics Association meetings, Charleston, SC, 2006.

“Quasi-Partnerships in Distribution,” Marketing Workshop, Darden Graduate School of Business, University of Virginia, Charlottesville, VA, 2008.

## **PROFFESIONAL SERVICE**

Referee for National Science Foundation, various university and commercial presses, and leading economics journals, including American Economic Review, Antitrust Bulletin, Canadian Journal of Economics, Economic Journal, Economica, Energy Journal, International Economic Review, International Journal of Economics of Business, International Journal of Industrial Organization, Journal of Economics and Management Strategy, Journal of Economic Literature, Journal of Industrial Economics, Journal of Law and Economics, Journal of Political Economy, Journal of Urban Economics, Quarterly Journal of Economics, RAND Journal of Economics, Review of Economics and Statistics, Review of Industrial Organization, Southern Economic Journal, and Zeitschrift für Nationalökonomie.

Member, Academic Advisory Committee, U. S. Census, 2003-  
Member, Advisory Board, Antitrust Bulletin, 2007-

## **UNIVERSITY AND DEPARTMENTAL SERVICE**

Department of Economics: Assistant Department Chair, 1977-1982; Director of Graduate Studies, 1983-1985; Director of the Microeconomics Workshop, 1983-1985; Director of Undergraduate Studies, 1998-2000; Department Chair, 2001- 2006; Graduate Program Committee (chair), Undergraduate Program Committee (chair), Ad-Hoc Advisory Committee for Departmental Organization, Awards and Prizes Committee (chair), Faculty Recruiting Committee (chair), Chairman's Advisory Committee, Facilities Committee (chair), Friday Seminar Coordinator, Undergraduate Student Assessment Coordinator, Rouss Hall Renovation Project Committee, Monroe Hall Planning Committee.

University: Faculty of Arts and Sciences Curriculum and Educational Policy Committee, Student Housing Committee, Special Scholars Advisor, University Self-Study Committee on the Faculty, Faculty of Arts and Sciences Committee on Student Affairs, University Summer Grants Committee, Faculty of Arts & Sciences' Advisory Committee, Faculty of Arts and Sciences Committee on Computing, Arts & Sciences Council Faculty Advisor. Bankard Fund for Political Economy Advisory Committee (Chair), University Library Committee (Chair), Faculty Senate.

## **CONSULTING**

Antitrust consulting for CertainTeed, Glaxo, Microsoft, Monsanto, Peabody Coal, Philip Morris, Procter & Gamble, SmithKline Beecham, Spirit Airlines, Visa U.S.A., and Xerox, among others.