

September 2017

Abbreviated Curriculum Vitae

THOMAS WAYNE ROSS

Office Addresses

At UBC:

Sauder School of Business
University of British Columbia
Vancouver, B.C., Canada V6T 1Z2
(604) 822-8478 Fax: 822-8477
E-Mail: tom.ross@sauder.ubc.ca
Web: <http://strategy.sauder.ubc.ca/ross>

At Delta Economics Group Inc.:

Airport Square - Suite 1100
1200 West 73rd Avenue
Vancouver, B.C. Canada V6P 6G5
(604) 267-7005
E-Mail: tom.ross@deltaecon.com
Web: <http://www.deltaecon.com>

Present Positions:

UPS Foundation Professor of Regulation and Competition Policy, Sauder School of Business, University of British Columbia, since July 2000. Full Professor since July 1996.

President and Senior Consultant, Delta Economics Group Inc., Vancouver, B.C., since November 2001.

Director, Phelps Centre for the Study of Government and Business, since June 1997.

Director, Summer Conference on Industrial Organization, since 1987.

Academic Director, UBC MasterCard Foundation Scholars Program, since 2012.

Academic Director, Sauder Social Entrepreneurship – Kenya, since 2012.

Associate Editor, *International Journal of Industrial Organization*, since 2013.

Vice-Chair, Editorial Board, *Canadian Competition Law Review*, since 2011.

Member, Editorial Board, *International Journal of the Economics of Business*, since 2013.

Member, Editorial Board, *Public Finance and Management*, since 2005.

Co-Director, UBC P3 Project, since 2005.

Education:

University of Western Ontario: Honours B.A. in Economics, May 1977.

University of Pennsylvania: M.A. (Economics), 1979 & Ph.D. (Economics), 1981.

Professional Experience & Honours:

Senior Associate Dean (Special Projects), Sauder School of Business, University of British Columbia, July 2012 to December 2013. Senior Associate Dean (Faculty & Research), July 2008 to June 2012. Associate Dean (Research), July 2007 to July 2008.

Co-Editor, *Journal of Economics and Management Strategy*, 2001-09.

Killam Senior Research Prize (Arts Category), University of British Columbia, 2005.

Industry Canada Distinguished Speaker in Economics, December 2004.

Len Henriksson Award (for engagement with students in academic and extracurricular initiatives beyond teaching obligations), Commerce Undergraduate Society, Sauder School of Business, March 2017.

CGA Graduate Teaching Award, Sauder School of Business, March 2004.

Outstanding Professor Award, from the MBA Class of 2004, presented November 2003.

Faculty Research Prize, Faculty of Commerce and Business Administration, University of British Columbia, 2001.

Visiting Professor of Policy Modelling, Institute for Policy Analysis, University of Toronto, 1998-99.

Founding Co-Director, UBC Election Stock Market Project, 1993-2013. (Now, Sauder School of Business Prediction Markets.)

Chair of Policy Analysis Division, Faculty of Commerce and Business Administration, 1993-96.

Associate Professor, Faculty of Commerce and Business Administration, University of British Columbia, 1992-96.

Member, Board of Editors, *Canadian Journal of Economics*, 1990-93 and 1996-99.

Guest Editor, *Review of Industrial Organization*, special issue, Vol. 13, Nos. 1-2, April 1998.

Associate Professor, Department of Economics, Carleton University, 1987-92. Assistant Professor, 1983-87.

Director - Carleton Industrial Organization Research Unit, 1985-92.

Holder of the T.D. MacDonald Chair in Industrial Economics, Bureau of Competition Policy, Consumer and Corporate Affairs Canada, 1990-1991.

National Research Fellow, Hoover Institution, Stanford University, 1987-88.

Research Fellow and Lecturer, Center for the Study of the Economy and the State, Graduate School of Business, University of Chicago, September 1981 - August 1984.

Consulting Services Provided in the Following Areas (partial list):

Competition policy
Pricing in regulated industries
Pricing in imperfectly competitive markets
Game theory in management

Past Client List (partial list):

Competition Bureau (Canada)
Canadian Cable Telecommunications Assoc.
Air Canada
Future Shop
Loblaws
H. J. Heinz
Maple Leaf Foods
Manulife
Teck Coal Limited
West Fraser Timber
World Bank
& many class action plaintiffs

Industries Represented in Consulting Activities Include:

Airlines
Baby food
Book publishing
Containerized shipping
Consumer electronics
Financial services
Forest products
Grocery retailing
Meat rendering

Newspaper publishing
Rail Cargo Services
Ship berthing
Soft drinks
Telecommunications equipment
Telecommunications services
Vitamins
Water transportation - barging

Topics Considered in Recent Consulting Activities:

- Abuse of dominance
- Access pricing in regulated industries
- Barriers to entry
- Lessening of competition in mergers
- Market definition
- Measuring damages due to price-fixing
- Pricing for rail cargo services
- Refusals to deal
- Tied selling
- Vertical squeezing by integrated sellers

Expert Testimony Provided / Government Committee Appearances:

Director of Investigation and Research v. Hillsdown Holdings Canada (Competition Tribunal), 1992. Expert witness for Director.

Director of Investigation and Research v. Southam Inc. (Competition Tribunal), 1992. Expert witness for Director.

House of Commons Standing Committee on Transportation, November 17, 1999. Asked to appear (with W. T. Stanbury) to provide views on competition in the airline industry.

House of Commons Standing Committee on Industry, May 4, 2000. Asked to appear to provide views on the *Competition Act* and proposed amendments.

House of Commons Standing Committee on Industry, Science and Technology. Asked to appear to discuss proposed amendments to the *Competition Act* contained in Bill C-23, October 23, 2001.

House of Commons Standing Committee on Industry, Science and Technology. Asked to appear to participate in Roundtable on Competition Policy, December 4, 2001.

House of Commons Standing Committee on Industry, Science and Technology. Asked to appear to discuss proposed amendments to the *Competition Act* contained in Bill C-249, April 2, 2003.

Commissioner of Competition v. Canada Pipe Company Ltd. (Competition Tribunal), March 24-26, 2004. Expert witness for the Commissioner.

Canadian Radio-television and Telecommunications Commission, September 28, 2005. Hearings on forbearance in local telecommunications. Expert witness for the Canadian Cable Telecommunications Association.

Selected Publications

“ ‘ Bidding the Project’ vs. ‘Bidding the Envelope’ in Public-Private Partnerships and Other Large Public Procurements”, (with L. Basso), forthcoming, *Transport Policy*.

“The Dramatic Rise of Economics in Competition Policy: A Canadian Perspective”, (with M. Boyer and R. Winter), *Canadian Journal of Economics*, forthcoming.

“Estimating Damages to Direct and Indirect Purchasers in Price-Fixing Actions”, (with J. Brander), Vol. 30, *Canadian Competition Law Review*, Spring 2017, 1-39.

“Competitive Effects and Efficiencies: The Canadian Supreme Court’s Decision in *Tervita*”, Vol. 2, *Competition Law & Policy Debate*, 2016, 54-63.

“Denying Leniency to Cartel Instigators: Costs and Benefits” (with Z. Chen and S. Ghosh), Vol. 41, *International Journal of Industrial Organization*, 2015, 19-29.

“Kenya’s New Competition Policy Regime” (with R. Mudida and S. W. Ndiritu), Vol. 38, *World Competition: Law & Economics Review*, 2015, 437-462.

“Efficiency vs. Flexibility in Public-Private Partnerships” (with J. Yan), Vol. 17, *Journal of Comparative Policy Analysis*, 2015, 448-466.

“Mergers, Agency Costs, and Social Welfare”, (with J.-E. de Bettignies), Vol. 30, *Journal of Law, Economics, & Organization*, 2014, 401-436.

“Measuring the True Harm from Price-Fixing to Both Direct and Indirect Purchasers”, (with Leonardo Basso), Vol. 58, *Journal of Industrial Economics*, 2010, 895-927.

“Running a Government’s P3 Program: Special Purpose Agency or Line Departments?” (with Maurice Rachwalski), Vol. 12, *Journal of Comparative Policy Analysis*, 2010, 275-298.

“Sustaining Cooperation with Joint Ventures”, (with Russell Cooper), Vol. 25, *Journal of Law, Economics and Organization*, 2009, 31-54.

“India’s New Competition Law: A Canadian Perspective”, (with Subhadip Ghosh), *Canadian Competition Record*, Spring 2008, 23-40.

“Are Sunk Costs a Barrier to Entry?”, (with Luis Cabral), Vol. 17, *Journal of Economics and Management Strategy*, 2008, 97-112.

“Markets Linked by Rising Marginal Costs: Implications for Multimarket Contact, Recoupment and Retaliatory Entry”, (with Zhiqi Chen), Vol. 31, *Review of Industrial Organization*, 2007, 1-21.

“Estimating Damages from Price-Fixing” (with James Brander), Vol. 3, *Canadian Class Action Review*, 2006, 335-369.

“The Role of Economics – and Economists – in Merger Review in Canada”, paper prepared for the Canadian Bar Association 2005 Annual Fall Competition Law Conference, Gatineau, Québec, November 2005. Available with conference proceedings on CD from the CBA.

“Public-Private Partnerships: Economic and International Dimensions” (with Jean-Etienne de Bettignies), prepared for Industry Canada conference *Industrial Economics and Performance in Canada* (September 30 – October 1, 2004) and to be published as part of a conference volume.

“The Efficiency Defense in Merger Law: Economic Foundations and Recent Canadian Developments” (with Ralph Winter), Vol. 72, *Antitrust Law Journal*, 2005, 471- 503.

“The Economics of Public-Private Partnerships” (with Jean-Etienne de Bettignies), Vol. 30, *Canadian Public Policy*, 2004, 135-154.

“Canadian Competition Policy: Progress and Prospects”, Vol. 37, *Canadian Journal of Economics*, 2004, 243-268.

“Sunk Costs and the Entry Decision”, Vol. 4, *Journal of Industry Competition & Trade*, 2004, 79-93.

“Canadian Merger Policy Following *Superior Propane*” (with Ralph Winter), Vol. 21, *Canadian Competition Record*, Summer 2003, 7-23.

“Cooperating Upstream while Competing Downstream: A Theory of Input Joint Ventures” (with Zhiqi Chen), Vol. 21, *International Journal of Industrial Organization*, 2003, 381-397.

“The Treatment of Efficiencies in Merger Review: An International Comparison” (with Ann-Britt Everett), report prepared for the Government of Canada, November 22, 2002, released March 2003.

“Some Thoughts on ‘Chicago’ and ‘Post-Chicago’ Antitrust and their Lessons for Canada”, paper presented to the Canadian Bar Association Annual Conference on Competition Law, Ottawa, October 2002.

“Dealing with Predatory Conduct in the Canadian Airline Industry: A Proposal” (with W. T. Stanbury), Vol. 20, *Canadian Competition Record*, 2001, 59-76.

“Policy Proposals for Enhancing Competition in Canadian Airline Markets ”, (with W. T. Stanbury), report prepared for the Canada Transportation Act Review Panel, Transport Canada, 2001.

“Strategic Alliances, Shared Facilities and Entry Deterrence” (with Zhiqi Chen), Vol. 31, *RAND Journal of Economics*, 2000, 326-344.

“Lessening of Competition in Mergers under the Competition Act: Unilateral and Interdependence Effects” (with Andy Baziliauskas), Vol. 33, *Canadian Business Law Journal*, 2000, 373-426.

“Interdependence Effects in Merger Analysis under the *Competition Act*”, in G. Leslie (ed.), *Papers of the Canadian Bar Association Annual Fall Conference on Competition Law - 1999*, Toronto: Juris Publishing and the Canadian Bar Association, 2000, 269-298.

“Refusals to Deal and Orders to Supply in Competitive Industries” (with Zhiqi Chen), Vol. 17, *International Journal of Industrial Organization*, 1999, 399-417.

“Barriers to Entry”, in R. S. Khemani (ed.) *A Framework for the Design and Implementation of Competition Law and Policy*, Washington & Paris: World Bank & OECD, 1999, 101-123.

“Orders to Supply as Substitutes for Commitments to Aftermarkets” (with Zhiqi Chen), Vol. 31, *Canadian Journal of Economics*, 1998, 1204-1224.

“Introduction: The Evolution of Competition Law in Canada”, introductory essay in a special issue (Vol. 13) of *Review of Industrial Organization*, 1998, 1-23.

“Refusals to Deal and Aftermarkets” (with Zhiqi Chen and W.T. Stanbury), Vol. 13, *Review of Industrial Organization*, 1998, 131-151.

“Toward a New Canadian Approach to Agreements between Competitors” (with Tim Kennish), Vol. 28, *Canadian Business Law Journal*, 1997, 22-68.

“Refusals to Deal, Price Discrimination and Independent Service Organizations” (with Zhiqi Chen), Vol. 2, *Journal of Economics & Management Strategy*, Winter 1993, pp. 593-614.

“Sunk Costs as a Barrier to Entry in Merger Cases”, Vol. 27, *University of British Columbia Law Review*, 1993, pp. 75-92.

“Cartel Stability and Product Differentiation”, Vol. 10, *International Journal of Industrial Organization*, March 1992, 1-13.

“Proposals for a New Canadian Competition Law on Conspiracy”, Vol. 36, *Antitrust Bulletin*, Winter 1991, 851-882.

“Canada's New Competition Policy”, (with Christopher J. Maule), Vol. 23, *George Washington Journal of International Law and Economics*, 1989, pp. 59-109.

"On the Price Effects of Mergers With Freer Trade", Vol. 6, *International Journal of Industrial Organization*, June 1988, pp. 233-246.

"Movements Toward Free Trade and Domestic Market Performance With Imperfect Competition", Vol. 21, *Canadian Journal of Economics*, August 1988, pp. 507-524.

"Winners and Losers Under the Robinson-Patman Act", Vol. 27, *Journal of Law and Economics*, October 1984, pp. 243-271.