Handbook on the Economics of Retailing and Distribution

Edited by

Emek Basker

Department of Economics, University of Missouri, USA

Edward Elgar

Cheltenham, UK • Northampton, MA, USA
Contents

List of figures vii
List of tables and boxes viii
List of contributors ix

Introduction 1
Emek Basker

PART I DEVELOPMENT

1 The evolution of national retail chains: how we got here 7
Lucia Foster, John Haltiwanger, Shawn Klimek, C.J. Krizan and Scott Ohlmacher

2 The evolution of technology in the retail sector 38
Emek Basker

3 Retail productivity 54
Brian T. Ratchford

4 Distribution services, technological change and the evolution of retailing and distribution in the twenty-first century 73
Roger R. Betancourt

PART II VERTICAL ORGANIZATION

5 The economics of retailer-supplier pricing relationships: theory and evidence 97
Howard Smith

6 Dominant retailers and their impact on marketing channels 137
Anthony Dukes and Tansev Geylani

7 Retailing and international trade 157
Horst Raff and Nicolas Schmitt

8 The role of multinational retailers as foreign direct investment in developing countries 180
Ran Jing

PART III HORIZONTAL ORGANIZATION AND COMPETITION

9 Empirical games of market entry and spatial competition in retail industries 201
Victor Aguirregabiria and Junichi Suzuki
Handbook on the economics of retailing and distribution

10 Entry regulation in retail markets
   Andrea Pozzi and Fabiano Schivardi

11 Horizontal merger analysis in retail markets
   Daniel Hosken and Steven Tenn

12 Price search and obfuscation: an overview of the theory and empirics
   Sara Fisher Ellison

13 Demand estimation with availability variation
   William Hickman and Julie Holland Mortimer

PART IV SECTORS

14 The economics of retail markets for new and used cars
   Charles Murry and Henry S. Schneider

15 The evolution of the supermarket industry: from A&P to Walmart
   Paul B. Ellickson

16 Retail gasoline markets
   Michael D. Noel

17 The evolution and impact of the general merchandise sector
   Art Carden and Charles Courtemanche

18 Internet effects on retail markets
   Michael D. Smith and Alejandro Zentner

19 Two-sided e-commerce marketplaces and the future of retailing
   Steven Tadelis

PART V ADDENDUM

20 Big data and the future of retail research
   Minha Hwang

Index