Handbook on the Economics of Retailing and Distribution

Edited by

Emek Basker

Department of Economics, University of Missouri, USA



Contents

Lis	st of figures st of tables and boxes st of contributors	vii viii ix
	troduction nek Basker	1
PA	ART I DEVELOPMENT	
1	The evolution of national retail chains: how we got here Lucia Foster, John Haltiwanger, Shawn Klimek, C.J. Krizan and Scott Ohlmacher	7
2	The evolution of technology in the retail sector Emek Basker	38
3	Retail productivity Brian T. Ratchford	54
4	Distribution services, technological change and the evolution of retailing and distribution in the twenty-first century Roger R. Betancourt	73
PA	RT II VERTICAL ORGANIZATION	
5	The economics of retailer-supplier pricing relationships: theory and evidence Howard Smith	97
6	Dominant retailers and their impact on marketing channels Anthony Dukes and Tansev Geylani	137
7	Retailing and international trade Horst Raff and Nicolas Schmitt	157
8	The role of multinational retailers as foreign direct investment in developing countries Ran Jing	180
PA	RT III HORIZONTAL ORGANIZATION AND COMPETITION	
9	Empirical games of market entry and spatial competition in retail industries Victor Aguirregabiria and Junichi Suzuki	201

vi	Handbook on the economics of retailing and distribution	
10	Entry regulation in retail markets Andrea Pozzi and Fabiano Schivardi	233
11	Horizontal merger analysis in retail markets Daniel Hosken and Steven Tenn	250
12	Price search and obfuscation: an overview of the theory and empirics Sara Fisher Ellison	287
13	Demand estimation with availability variation William Hickman and Julie Holland Mortimer	306
PA	RT IV SECTORS	
14	The economics of retail markets for new and used cars Charles Murry and Henry S. Schneider	343
15	The evolution of the supermarket industry: from A&P to Walmart Paul B. Ellickson	368
16	Retail gasoline markets Michael D. Noel	392
17	The evolution and impact of the general merchandise sector Art Carden and Charles Courtemanche	413
18	Internet effects on retail markets Michael D. Smith and Alejandro Zentner	433
19	Two-sided e-commerce marketplaces and the future of retailing Steven Tadelis	455
PA	RT V ADDENDUM	
20	Big data and the future of retail research Minha Hwang	477
Index		487