

CONTACT
INFORMATION

Bureau of Economics
Federal Trade Commission
600 Pennsylvania Ave NW
Washington DC 20580

office: (202) 326-2766
email: jsandford@ftc.gov
web: jasandford.com

RESEARCH
INTERESTS

Applied microeconomic theory, industrial organization, law and economics

EDUCATION

University of Wisconsin, Madison, Wisconsin
Ph.D., economics, 2007 (Advisor: Larry Samuelson)
M.S., economics, 2004

Illinois Wesleyan University, Bloomington, Illinois
B.A., economics and Spanish, 2002

EXPERIENCE

Federal Trade Commission, Washington, D.C.
Economist, Bureau of Economics, Antitrust I, 2014-present

Johns Hopkins University, Baltimore, Maryland
Adjunct professor, 2015-present

University of Kentucky, Lexington, Kentucky
Assistant professor of economics, 2007-2014

U.S. Department of Justice, Antitrust Division, Washington, D.C.
Social science analyst, 2005

PAPERS

In progress

- “Mergers of capacity-constrained firms,” (with Dan Greenfield)
- “Merger remedies: A retrospective analysis of Pinnacle/Ameristar,” (with Dave Osinski)

Published

- “The role of capacity in antitrust analysis,” (with Seth Sacher), *Journal of Competition Law and Economics*, 12 (4), pp. 661-700, 2016.
- “Employer discrimination and market structure: Does more concentration mean more discrimination?,” (with Josh Ederington), *Journal of International Industrial Organization*, 48, pp. 1-33, 2016.
- “Familiarity and decision making: The unclear role of noise in accept/reject decisions,” (with Chun-Hui Miao), *Southern Economic Journal*, 81, pp. 1062-1073, 2015.
- “A note on bubbles and worthless assets: The curious case of General Motors,” (with Paul Shea and Tom Ahn), *Macroeconomic Dynamics*, 18, pp. 244-254, 2014.
- “Real estate pricing under two-sided asymmetric information,” (with Paul Shea) *Theoretical Economics Letters*, 3, 220-225, 2013.
- “Competition breeds impatient customers under asymmetric information,” *Journal of Institutional and Theoretical Economics*, 169, pp. 531-565, 2013.
- “Optimal setting of point spreads,” (with Paul Shea), *Economica*, 80, pp. 149-170, 2013.
- “Experts and quacks,” *RAND Journal of Economics*, 41, pp. 199-214, 2010.
- “The effects of ethnic capital and age of arrival on the standard of living of young immigrants,” (with Mike Seeborg), *The Journal of Economics*, 29, pp. 27-35, 2003.
- “The assimilation of immigrants who arrived in the United States as children,” (with Mike Seeborg), *Journal of Business and Economics Research*, 1, pp. 27-48, 2003.

COURSES TAUGHT

JHU: game theory (4 times), **Kentucky**: intermediate microeconomics (12), statistics for business and economics (4), senior seminar: the economics of crime and punishment (3), graduate micro theory (2), graduate math for economists (3), graduate IO (2), **Shanghai University**: Introductory

Microeconomics (short course, summer 2013), **Wisconsin:** intermediate microeconomics (lecturer, 1), intermediate macroeconomics (TA, 2), introductory microeconomics (TA, 2), economic statistics (TA, 2), **Bluegrass Literacy:** English as a second language (2009-2010)

CONFERENCE AND
SEMINAR
PRESENTATIONS

2016: South Carolina, FTC (2), **2014:** FTC, FDIC, DOJ Antitrust Division, CNA, Bank of Canada, **2013:** IDA, Southern Economics Association Annual Meetings (Tampa), Econometric Society meetings (Beijing), **2011:** Kentucky, Illinois Wesleyan, Southern Economics Association annual meetings (Washington DC), Western Economic Association annual meetings (San Diego), International Industrial Organization Conference (Boston), **2010:** American Mathematical Society Spring Southeastern Sectional Meeting (Lexington), South Carolina, Kentucky Law School, Kentucky, International Industrial Organization Conference (Vancouver), **2009:** Midwest Theory Conference (Iowa City), **2008:** South Carolina, Kentucky, International Industrial Organization Conference (Washington DC), **2007:** Kentucky, SMU, DOJ, Cornerstone, Bates White, **2006:** Wisconsin.

SERVICE

Referee: Economics of Education Review, European Journal of Law and Economics, Journal of Applied Economics and Policy, Canadian Journal of Economics, Journal of Law, Economics, and Organization (2), Journal of Applied Economic Policy, Canadian Journal of Economics, RAND Journal of Economics (4), Review of Economic Studies, International Journal of Industrial Organization, Economic Inquiry, Southern Economic Journal, Journal of Applied Economics and Policy

Committee work: FTC: Seminar committee (2015-), Recruiting committee (2017), **UK:** recruiting committee (2007-2008), seminar committee (2008-2010), graduate micro review committee (2010), awards committee (2009-2011)