## References

- Azzam. A.M. "Asymmetry and rigidity in farm-retail price transmission," *American Journal of Agricultural Economics*, 1999. Vol. 81.
- Benson B.L., and M.D. Faminow. "An alternative view of pricing in retail food markets," *American Journal of Agricultural Economics*, 1985. Vol. 67.
- Binkley, J.K. and J.M. Connor. "Market competition and metropolitan area grocery prices," *Journal of Retailing*, 1998. Vol. 74.
- Blinder, A., E. Canetti, D. Lebow, and J. Rudd. *Asking About Prices: A New Approach to Understanding Price Stickiness*. 1998. Russell Sage Foundation, New York, NY.
- Bliss, C. "A theory of retail pricing," *Journal of Industrial Economics*, 1988. Vol. 36.
- Bloom, Paul N., Gregory T. Gundlach, and Joseph P. Cannon. "Slotting Allowances and Fees: Schools of Thought and the Views of Practicing Managers," *Journal of Marketing*, 2000. Vol. 64.
- *The Blue Book, 1997.* Produce Reporter Company, Blue Book Services, Carol Stream, IL, 1997.
- Calvin, L., R. Cook, M. Denbaly, C. Dimitri, L. Glaser, C. Handy, M. Jekanowski, P. Kaufman, B. Krissoff, G. Thompson, and S. Thornsbury. *U.S. Fresh Fruit and Vegetable Marketing: Emerging Trade Practices, Trends, and Issues*, AER-795, USDA/ERS, 2001.
- Carlton, D.W. "The theory and the facts of how markets clear: is industrial organization valuable for understanding macroeconomics?" *Handbook of Industrial Organization*, R.Schmalensee and R. Willig (eds.) 1989. North Holland, Amsterdam.
- Cotterill, R.W. "Market power in the retail food industry: evidence from Vermont," *Review of Economics and Statistics*, 1986. Vol. 68.
- Cotterill, R.W. "Market power and the Demsetz quality critique: an evaluation for food marketing," *Agribusiness*, 1999, Vol. 15.

- Cotterill, R.W., and C.D. Harper. "Market power and the Demsetz quality critique: an evaluation for food retailing," Food Marketing Policy Center Research Report No. 29. 1995. University of Connecticut.
- Delhaize America. Company annual report form 10-K (Securities Exchange Commission). 2000.
- Economic Research Service, U.S. Dept. of Agriculture. Food Expenditure Data Series, table 12 (<a href="http://www.ers.usda.gov/Briefing/CPIFoodAndExpenditures/Data/table12.htm">http://www.ers.usda.gov/Briefing/CPIFoodAndExpenditures/Data/table12.htm</a>), 2003.
- Faminow, M.D., and B.L. Benson. "Spatial economics implications for food market response to retail price reporting," *Journal of Consumer Affairs*, 1985, Vol. 19, 1985.
- Food Institute Digest. "Spartan Hopes to Reach \$7 Billion in Sales in Five Years," July 31, 2000.
- Glaser, Lewrene, G. Thompson, and C. Handy. *Recent Changes in Marketing and Trade Practices in the U.S. Lettuce and Fresh-Cut Vegetable Industries*. AIB-797. USDA/ERS, 2001.
- Green, E. and R.H Porter. "Noncooperative collusion under imperfect price information," *Econometrica*, 1984. Vol. 52.
- Hall, L., A. Schmitz and J. Cothern. "Beef wholesaleretail marketing margins and concentration," *Economica* 1979, Vol. 46.
- Kaufman, P., and C. Handy. *Supermarket Prices and Price Differences*, TB-1176, USDA/ERS, 1989.
- Kaufman, P., C. Handy, E. McLaughlin, K. Park, and G. Green. *Understanding the Dynamics of Produce Markets: Consumption and Consolidation Grow*, AIB-758, USDA/ERS, 2000.
- Kinnucan, H.W. and O.D. Forker. "Asymmetry in farm-retail price transmission for major dairy products," *American Journal of Agricultural Economic,s* 1987. Vol. 69.
- Kinsey, J. "Electronic Systems in the Food Industry: Entropy, Speed and Sales," Paper presented at *E-Business Transformation: Sector Developments and Policy Implications*, Washington, DC, Sept. 26-27, 2000.

- Kroger Co. Company annual report form 10-K, 1999 (Securities Exchange Commission), 2000.
- Lamm, R.M. "Prices and concentration in the food retailing industry," *Journal of Industrial Economics*, 1981, Vol. 30.
- MacDonald, J.M. "Demand, information, and competition: why do food prices fall at seasonal demand peaks?" *Journal of Industrial Economics*, 2000, Vol. 48.
- Marion, B.W., W.F. Mueller, R.W. Cotterill, F.E. Geithman, and J.R. Schmelzer. "The price and profit performance of leading food chains," *American Journal of Agricultural Economics*, 1979, Vol. 61.
- Marion, B.W., K. Heimforth, and W. Bailey. "Strategic groups, competition, and retail food prices," in *Competitive Strategy Analysis in the Food System*, R.W. Cotterill, (ed.) 1993, Westview Press, Boulder, CO.
- McLaughlin, Edward W., Kristen Park, Debra J. Perosio, and Geoffrey M. Green. FreshTrack 1998: Marketing and Performance Benchmarks for the fresh Produce Industry with a focus on people. Produce Marketing Association, 1998, Newark, DE.
- Newmark, C.M. "A new test of the price-concentration relationship in grocery retailing," *Economics Letters*, 1990. Vol. 33.
- The Packer various issues.
- Pick, D.H., J. Karrenbrock, and H.F. Carman. "Price asymmetry and marketing margin behavior: an example for California B Arizona citrus," *Agribusiness*, 1990, Vol. 6.
- Powers, E.T., and N.J. Powers. "The size and frequency of price changes: evidence from grocery stores," *Review of Industrial Organization*, 2001, Vol. 18.
- Richards, T., and P. Patterson. *Competition in Fresh Produce Markets: An Empirical Analysis of Channel Performance*. MP-xxx. USDA/ERS, 2003.
- Rotemberg, J. J., and G. Saloner. "The relative rigidity of monopoly pricing," *American Economic Review*, 1987. Vol. 77.

- Rotemberg, J. J., and G. Saloner. "A supergame–theoretic model of price wars during booms," *American Economic Review*, 1986, Vol. 76.
- Safeway, Inc. Company annual report form 10-K, 2000 (Securities Exchange Commission). 2001
- Sexton, R.J., and M. Zhang. "A model of price determination for fresh produce with application to California iceberg lettuce," *American Journal of Agricultural Economics*, 1996. Vol. 78.
- Sexton, R., M. Zhang, and J. Chalfant. *Grocery Retailer Behavior in the procurement and Sale of Perishable Fresh Produce Commodities*. MP- xxx.
  USDA/ERS, 2003.
- Slade, M.E. "Strategic pricing models and interpretation of price-war data," *European Economic Review*, 1990, Vol. 35.
- Supermarket Business. "Annual Produce Department Review," Oct. 1999.
- Supermarket News. "Supermarket Technology, The Big Picture," Feb. 23, 1999.
- ————. "Smooth Operator." Dec. 2, 2002b.
- U.S. Department of Commerce, Economic and Statistics Administration, U.S. Census Bureau. *Economic Census: Wholesale Trade, 1997*. September 2000.
- U.S. Department of Commerce, Economic and Statistics Administration, U.S. Census Bureau. *Economic Census: Wholesale Trade, 1987.* September 1990.
- Walden, M.L. "Testing implications of spatial economics models: some evidence from food retailing," *Journal of Consumer Affairs*, 1990, Vol. 24.
- Wall Street Journal various issues.
- Zhang, P., S.M. Fletcher, and D. H. Carley. "Peanut price transmission asymmetry in peanut butter," *Agribusiness*, 1995. Vol. 11.