

ROBERT W. WILSON
Principal

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Dr. Robert Wilson has more than 30 years of experience conducting analyses for antitrust, regulatory, and other competition-related matters, including intellectual property and economic damages. He has served as an expert witness in antitrust cases in federal court, including *U.S. v. AT&T*, and in telecommunications regulatory proceedings before state commissions. He began his career at the Antitrust Division of the U.S. Department of Justice, and in his consulting practice he has been involved in numerous litigation and merger proceedings.

Dr. Wilson's Ph.D. dissertation examined the economics of licensing technology, and he has published academic articles on that subject and on entry by foreign firms and exclusionary practices in technology-based industries. He is also the co-author of three books pertaining to the telecommunications, semiconductor, and electronics industries. His industry experience in consulting matters covers a wide area, including aerospace, electronics, pharmaceuticals, telecommunications, consumer goods, chemicals, metals, movies, and oil pipelines.

Dr. Wilson holds an S.B. in Physics from M.I.T. and a Ph.D. in Economics from Yale University.

EDUCATION

1975 Ph.D., Economics, Yale University

1972 M.A., Economics, Yale University

1971 S.B., Physics, Massachusetts Institute of Technology

AREAS OF EXPERTISE

- Mergers and Acquisitions
- Intellectual Property
- Damages
- Competitive Analysis and Regulation

EXPERIENCE

Competitive Analysis and Regulation

- Analyses of product competition and market power issues for antitrust litigation over contract provisions in a financial services industry.
- Assessment of competitive issues regarding vertical restrictions and activities by distributors which were ancillary to a manufacturer's sale of consumer products.
- Analysis of pricing issues in an arbitration proceeding between a regional sports network and a cable television system operator.
- Analyses of market dynamics and entry in a monopolization case in the pay telephone industry.
- Preparation of reports for court proceedings involving monopolization, predation, and discriminatory pricing issues in the airline industry.
- Analyses of the effects in terms of market share and prices of exclusionary contracts in retailing of cigarettes.
- Analysis of pricing, entry, and competition in jet engine component repair markets in *Chromalloy v. United Technologies*.
- Examination of pharmaceutical industry pricing practices in the Brand Name Prescription Drug Antitrust Litigation.
- Assessment of the need to impute access charges into price floors for toll calls provided by local telephone companies, for a state regulatory proceeding.
- Microprocessor market definition and analysis of exclusionary practices in *Cyrix v. Intel*.
- Analysis of market structure and regulatory pricing alternatives for a crude oil pipeline.
- Studies for regulatory proceedings and potential business ventures in the airline computer reservations systems industry.
- A study of the prospects over the next decade for approximately 30 lines of business of a large aerospace and defense electronics company.
- A study of the electronic security industry for a client considering an acquisition.
- Presentation of expert witness testimony on competitive effects of movie clearances in *Quad Cinema v. 20th Century Fox, et.al.*

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- Presentation of expert witness testimony on telecommunications equipment market definition and analysis of market power issues in U.S. v. AT&T.
- Analysis of market structure and price behavior in the breakfast cereals industry.
- Presentation of expert witness testimony concerning telecommunications access charges (Maryland) and intrastate common carrier certification (Tennessee).
- A study of the structure and regulation of the telecommunications services industry.
- Analyses of regulation and behavior in the petroleum pipeline and refining industries.
- A study of the international competitive status of the U.S. electronics industry.
- An examination of international competitiveness in the television receiver industry.
- A study of innovation and competition in the semiconductor industry.

Damages

- Damages analysis for an arbitration regarding allegations of theft of trade secrets and breach of contract in a consumer products distribution business.
- Estimation of but-for prices and possible overcharges on food preservatives in an international conspiracy to fix prices in the U.S.
- Estimation of antitrust damages in litigation between Cyrix and Intel.
- Analysis of freight transportation damages arising from conspiracy to prevent entry of a new materials handling technology.
- Estimation of damages in a contract dispute between a firm selling medical laser equipment and its manufacturing subcontractor.
- Analysis of the effect of warnings regarding adverse reactions on physician recommendations for various drugs, for a product liability case.
- Analysis of antitrust and damages issues in Laurel Sand & Gravel v. CSX.
- Construction and analysis of a large invoice-based data base for a price-fixing damages case in a wire products industry.
- Estimation of lost sales in a false advertising suit involving an over-the-counter drug.
- Estimation of historical market size and shares for a drug liability case.

Intellectual Property

- Damages and reasonable royalty associated with the misappropriation of a trade secret, for a firm in the direct sales industry.
- Estimation of lost sales in patent infringement litigation between Cyrix and Intel.
- Calculation of lost royalties in patent licensing litigation between pharmaceutical companies.
- Analysis of the harm to prices, revenue, and R&D due to infringement of the patents of a U.S. biotechnology firm, in a proceeding before the International Trade Commission.
- Estimation of market shares, capacity and downstream product content for a dynamic random access memory patent infringement proceeding before the ITC.
- Critique of damage claims associated with an alleged trade secrets violation in the television satellite receiver industry and assistance with counterclaim lost sales estimates.
- Publication of books and articles (full cites in final section), including:
 - *The Competitive Status of the U.S. Electronics Industry*
 - "Innovation, Imitation, and Comparative Advantage: The Performance of Japanese Color Television Set Producers in the U.S. Market"
 - *Innovation, Competition, and Government Policy in the Semiconductor Industry*
 - "The Effect of Technological Environment and Product Rivalry on R&D Effort and Licensing of Inventions"
 - "International Licensing of Technology"
 - *The Sale of Technology through Licensing*

Mergers and Acquisitions

- Analyses of competitive issues in mergers in the steel and aluminum industries.
- Assessments of access to business customers, potential price increases, exclusionary behavior, and efficiencies in mergers of major regional telephone companies.
- Analysis of potential competitive effects and efficiencies for on an acquisition of aniline plants and an electronics chemicals business.
- Analysis of market data in a merger between manufacturers of aerospace fasteners.
- Evaluation of benefits to passengers of the airline alliance between Northwest and Continental.
- Analysis of product markets, efficiencies, and vertical issues in acquisitions of jet engine repair firms by an engine manufacturer with its own repair facilities.

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- Analysis of geographic markets, the effect of concentration on pricing, and plant divestiture options for an acquisition in the gypsum wallboard industry.
- Evaluation of vertical and horizontal competition issues for railroad mergers.
- Assessment of competitive issues and efficiency arguments relating to Northeast Utilities' acquisition of Public Service of New Hampshire.
- Examination of telemetry and defense simulation markets for Loral's acquisition of Fairchild's defense electronics business.
- Assessment of competitive issues for sales of airport slots and for potential acquisitions in the airline industry.
- Analysis of market definition, scale, and investment issues for several joint ventures and potential acquisitions in the aerospace and defense electronics industries, including jet engines, solid fuel rockets, airborne radar, and weapons control systems.
- Assessment of import competition and scale economies for Alcatel's purchase of Ericsson's fiber optics and telecommunications cable business.
- Analysis of import competition, transfer pricing issues, and scale economies in servicing equipment and in R&D for GE's acquisition of CGR's x-ray and medical imaging business.
- Examination of television markets in Turner Broadcasting's attempted acquisition of CBS.
- Evaluation of competitive issues relating to the merger between the gas and electric operations of Public Service of New Mexico.
- Analysis of scale and investment issues for a joint venture among jet engine manufacturers.
- Examination of geographic and product markets for a merger in the plastics industry.

PREVIOUS POSITIONS

- President and co-founder, Competition Economics, Inc., 1997 - 2004.
- Senior Vice President, Econsult Corporation, 1995 - 1996
- Principal (co-founder), Microeconomic Consulting & Research Associates, Inc., 1991-95
- Vice President, ICF Consulting Associates, Inc., 1989 - 1991
- Consulting Economist (Sole Proprietor), 1984 - 1988

ROBERT W. WILSON

- Visiting Research Associate, Yale University, 1982 - 1983
- President, Economic Research Group, Inc., 1980 - 1983
- Senior Research Associate, Charles River Associates, 1977 - 1980
- Economic Policy Office, Antitrust Division, U.S. Department of Justice, 1975-1977

ACADEMIC HONORS AND FELLOWSHIPS

- Special Achievement Award, U.S. Department of Justice, 1977, for contributions to the Report of the Attorney General Pursuant to Section 7 of the Deepwater Port Act of 1974
- Outstanding Performance Rating, U.S. Department of Justice, 1977

PUBLICATIONS

"Riding the Wave: Exclusionary Practices in Markets for Microprocessors Used in IBM-Compatible Personal Computers," with Frederick R. Warren-Boulton, *International Journal of the Economics of Business*, V. 2, N. 2, July 1995.

Editor, *Technology, Antitrust, and Structural Change: Essays in Honor of Merton J. Peck*, published by the *International Journal of the Economics of Business*, July 1995.

The Competitive Status of the U.S. Electronics Industry, with Annette M. LaMond and the Electronics Panel of the National Academy of Engineering (Washington, D.C.: National Academy Press, 1984).

"Innovation, Imitation, and Comparative Advantage: The Performance of Japanese Color Television Set Producers in the U.S. Market," with Merton J. Peck, in Herbert Giersch, ed., *Emerging Technologies: Consequences for Economic Growth, Structural Change, and Employment* (Tubingen, W. Germany: J.C.B. Mohr, 1982).

Innovation, Competition, and Government Policy in the Semiconductor Industry, with P. Ashton and T. Egan (Lexington, MA: D.C. Heath and Company), 1980.

The Economics of Competition in the Telecommunications Industry, with John R. Meyer, et.al. (Cambridge, MA: OG&H Publishing, 1980).

"The Effect of Technological Environment and Product Rivalry on R&D Effort and Licensing of Inventions," *The Review of Economics and Statistics*, May 1977.

"International Licensing of Technology," *Research Policy*, No. 5, 1976.

The Sale of Technology through Licensing, prepared for the National Science Foundation, R&D Assessment Program, May 1975.

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GOVERNMENT REPORTS

Report on the Robinson-Patman Act, contributor, Washington, D.C.: U.S. Department of Justice, 1977.

Federal Energy Administration Regulation: The Ford Administration Papers, with Paul MacAvoy, ed., et al., Washington, D.C.: American Enterprise Institute, 1977.

Statement of Views and Arguments by the U.S. Department of Justice before the ICC, Ex Parte No. 308, Valuation of Common Carrier Pipelines, contributor, May 1977.