

# GARRETT HAGEMANN

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## EDUCATION

Ph.D. Candidate, Economics, University of Texas at Austin, May 2018 (Expected)  
Dissertation Title: *“Essays on Nonlinear Wholesale Pricing”*  
M.S., Economics, University of Texas at Austin, 2015  
B.A., Economics, University of Chicago, 2009

## REFERENCES

Professor Eugenio Miravete  
Department of Economics  
University of Texas at Austin  
Tel: (512) 232-1718  
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Professor Robert Town  
Department of Economics  
University of Texas at Austin  
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Professor Daniel Akerberg  
Department of Economics  
University of Texas at Austin  
Tel: (512) 475-8526  
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Professor Katja Seim  
Business Economics & Public Policy Department  
The Wharton School, University of Pennsylvania  
Tel: (215) 898-8213  
Email: kseim@wharton.upenn.edu

## TEACHING AND RESEARCH FIELDS

**Fields:** Industrial Organization, Applied Econometrics

## HONORS, SCHOLARSHIPS, AND FELLOWSHIPS

2018	Spring Dissertation Writing Fellowship, UT Austin
2017	Departmental Summer Research Fellowship, UT Austin
2016	Departmental Summer Research Fellowship, UT Austin

## RESEARCH EXPERIENCE AND OTHER EMPLOYMENT

2009-2017	US Department of Transportation, Volpe National Transportation Systems Center, Economist
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## TEACHING EXPERIENCE

Summer, 2015	Introduction to Economics, Instructor
Fall, 2017	Introduction to Microeconomics, TA for Professor Schneider
Spring, 2017	Industrial Organization, TA for Professor Miravete
Fall, 2016	Macroeconomic Theory, TA for Professor Coibion
Spring, 2015-16	Current Issues in Business Economics, TA for Professor Miravete
Fall, 2015	MA Macroeconomics, TA for Professor Paal

Fall, 2014	PhD Macroeconomics I, TA for Professor Glover
Spring, 2014	Introduction to Macroeconomics, TA for Professor Paal
Fall, 2013	Introduction to Macroeconomics, TA for Professor Klis

## PROFESSIONAL ACTIVITIES

Graduate Student Research Seminar Co-Organizer, Fall 2016 – Summer 2017

## PUBLICATIONS

### **Other Publications**

Lee, Douglass, Garrett Hagemann, Kent Hymel, Adam Klauber, George Noel, David Pace, Catherine Taylor. "Delay and Environmental Costs of Truck Crashes." FMCSA-RRA-13-043. March, 2013.

Biernbaum, Lee, Garrett Hagemann. "Runway Incursion Severity Risk Analysis." DOT-VNTSC-FAA-12-13. September 14, 2012.

## WORKING PAPERS

### **Job Market Paper**

“Upstream Quantity Discounts and Double Marginalization in the New York Liquor Market”

This paper exploits a unique data set of price schedules to provide the first empirical estimate of the welfare impact of second degree price discrimination in an intermediate goods market. Theoretical predictions in such a context are ambiguous. Quantity discounts at the wholesale level reduce costs for larger retailers, increasing efficiency. However, quantity discounts raise input costs for smaller retailers, increasing prices consumers may pay. The combined welfare effects on consumers depends on how much of input cost discounts are passed through to consumers and the distribution of retailer size. I develop and estimate a model of the New York State retail liquor market where wholesalers offer a multi-part nonlinear tariff for each product. The structural model is then used to estimate the welfare impact of restricting wholesale pricing to be linear. I find that banning quantity discounts reduces total welfare by approximately 13% on average. Consumer surplus and wholesaler profit decline by approximately 25% on average. Average retailer profit increases by a similar magnitude, though effects for a particular retailer are heterogeneous across retailer size.