



There are two types of consumers for a particular beer, with inverse demands given by $p_1=3.5-0.25q_1$ and $p_2=3.3-0.4q_2$, respectively, where q is the number of bottles per period. Marginal cost is \$0.5 per bottle.

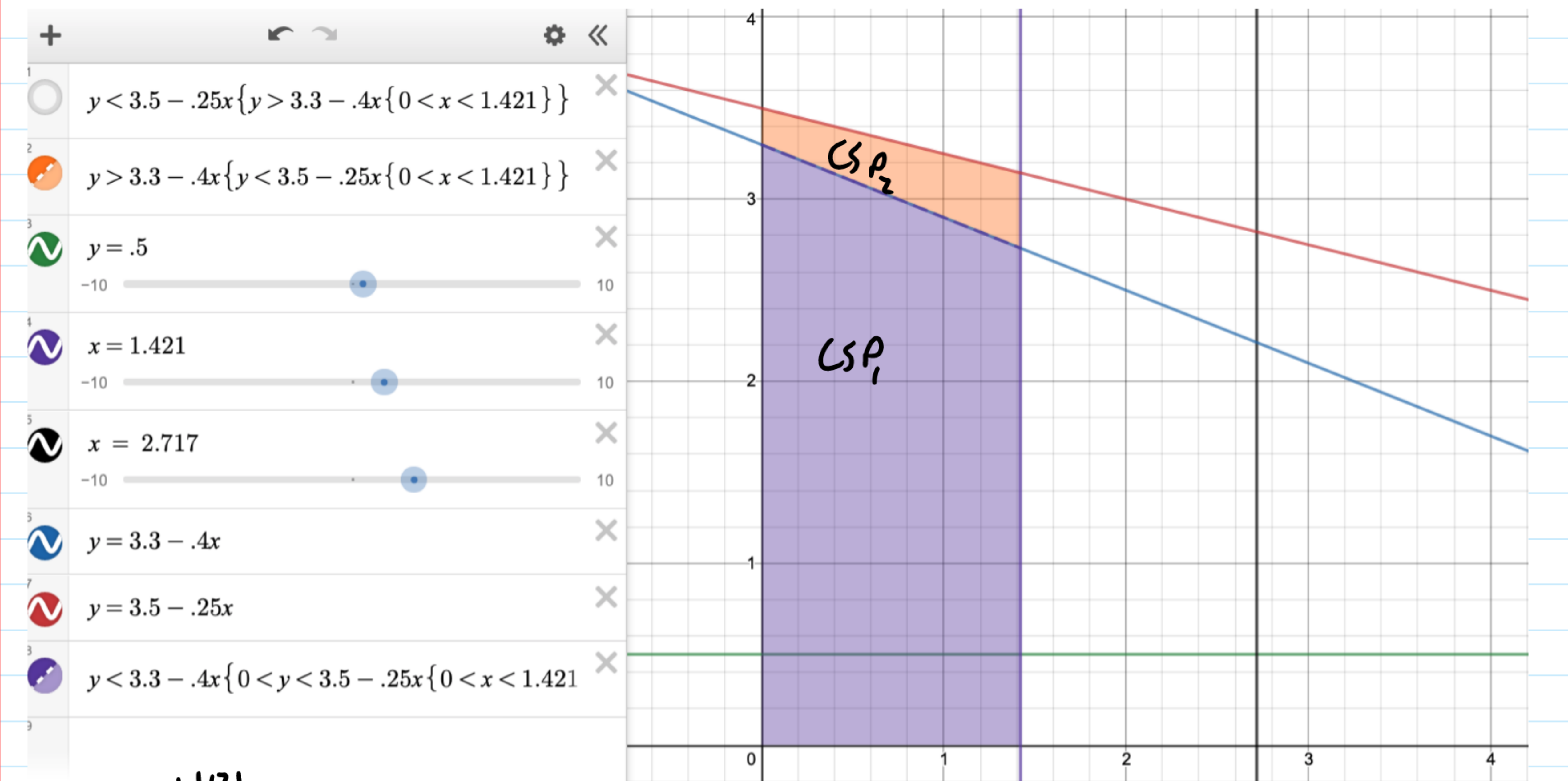
a) Assuming 40% of customers are type 1 and the remainder are type 2, set up the optimization problem with all 4 constraints, though only 2 will bind.

$$p_1 = 3.5 - .25q_1 \quad p_2 = 3.3 - .4q_2$$
$$\pi = (3.5 - .25q_1)q_1 + (3.3 - .4q_2)q_2 - .5(q_1 + q_2)$$
$$q_1 = .4q \quad q_2 = .6q \quad q_1 + q_2 = q \quad q \geq 0$$
$$\pi = [3.5 - (.25 \cdot .4 \cdot q)](.4q) + [3.3 - (.4 \cdot .6 \cdot q)](.6q) - .5q$$

b) Solve the problem to find the optimal bundle for each consumer type, their prices, the firm's profits, and each consumer type's surplus. *constraints 2 & 3 bind*

$$\pi = (3.5 - .1q)(.4q) + (3.3 - .24q)(.6q) - .5q$$
$$= -.14q^2 + 2.88q$$
$$\frac{d\pi}{dq} = -.36q + 2.88 \Rightarrow q = 7.826$$
$$q_1 = .4q = .4 \cdot 7.826 = 3.13$$
$$q_2 = .6q = .6 \cdot 7.826 = 4.69$$
$$p_1 = 3.5 - .25(3.13) = 2.717$$
$$p_2 = 3.3 - .4(4.69) = 1.421$$
$$\pi = (3.13 \cdot 2.717) + (4.69 \cdot 1.421) - .5(7.826) = 11.269$$

Handwritten notes:
 $p_2 = 3.3 - .24q$
 $p_1 = p_2 + (3.5q_1 - .125q_1^2) - (3.5q_2 - .125q_2^2)$
 $p_1 = 3.5q_1 - .125q_1^2 - 3.5q_2 + .125q_2^2$
 $\pi = .4(3.5q_1 - .125q_1^2 - .2q_2 - .045q_2^2 - .5q_1) + .6(3.3q_2 - .2q_2^2 - .5q_1)$
 $\frac{d\pi}{dq_1} = .4(3.5 - .25q_1) - .5 = 0 \Rightarrow q_1 = 1.2$
 $\frac{d\pi}{dq_2} = .6(2.5 - .4q_2) - .4(.2 + .15q_2) = 0 \Rightarrow q_2 = 1.6$



$$CS_2 = \int_0^{1.421} (3.5 - .25x) - (3.3 - .4x) = .4356$$
$$CS_1 = \int_0^{1.421} 3.3 - .4x = 4.2854$$

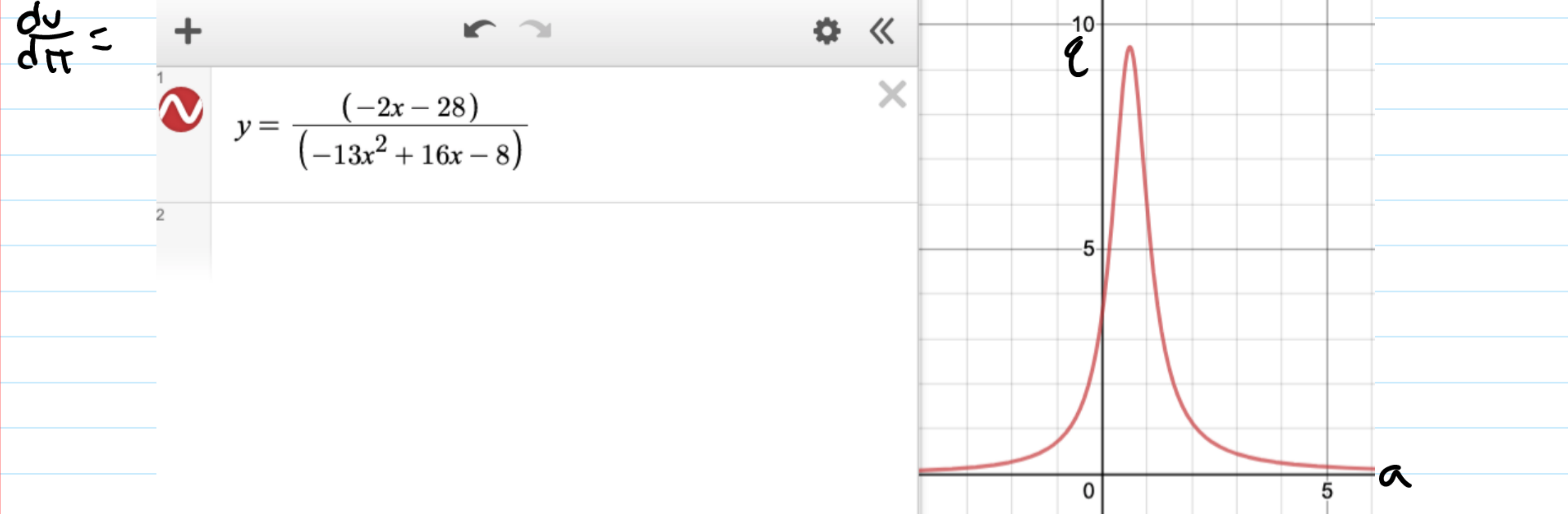
c) How much additional profit could be made if the company could engage in perfect 1st degree price discrimination?

$$\pi = 11.269 + .4356 + 4.2854 = 15.99$$

Handwritten notes:
 $p_2 = MC \Rightarrow 3.3 - .4q_2 = .5 \Rightarrow q_2 = 7$
 $p_2 = 3.3 - .4 \cdot 7 = 1.3$
 $\pi = .4(24 - .5 \cdot 1.2) + .6(13.3 - .5 \cdot 7) = 13.08$

d) Let α represent the fraction of consumers that are type 1, while all remaining customers are type 2. Set up the optimization problem and solve for the optimal bundles and prices as a function of α . What happens to the bundles and prices as α increases? Explain in intuitive terms.

$$q_1 = \alpha q \quad q_2 = (1 - \alpha)q$$
$$p_1 = 3.5 - .25\alpha q \quad p_2 = 3.3 - .4(1 - \alpha)q$$
$$\pi = (\alpha q)(3.5 - .25\alpha q) + ((1 - \alpha)q)(3.3 - .4(1 - \alpha)q) - .5(q)$$



I think I messed up somewhere. This is not a nice looking graph. Nevertheless, I'll explain what I think is happening. You want as many high type customers as possible but after a certain amount of them, you'll begin to lose money on the missing low types.