



## CURRICULUM VITAE

### John Loren Poulsen

Compass Lexecon  
1101 K Street NW, 8th Floor  
Washington, DC 20005  
phone 202.589.3460  
fax 202.589.3480  
[lpoulsen@compasslexecon.com](mailto:lpoulsen@compasslexecon.com)

J. Loren Poulsen is a Vice President at Compass Lexecon (formerly Competition Policy Associates, Inc). Dr. Poulsen has 10 years of experience applying economic and statistical analyses to merger, antitrust, litigation and regulatory matters. He has extensive experience applying advanced econometric and simulation techniques to issues arising in merger investigations, and presenting the results of those analyses to a non-technical audience. His litigation experience includes extensive analytical work on behalf of clients such as Samsung, AT&T, Sprint, Comcast, Peabody Coal, PepsiCo, Nestle, Dentsply and Oracle.

#### EDUCATION

- Ph.D.; Economics, George Mason University (2003).  
Major Fields: Industrial Organization, Public Choice
- B.A.; Economics, University of Dallas (1994).

#### EMPLOYMENT

- Vice President, Compass Lexecon, Washington, D. C.  
(October 2005-Present)
- Economist; CapAnalysis, Washington, D.C.  
(February 1998-September 2005).
- Economist; Graduate Teaching Assistant, George Mason University  
(1997-1998).

#### HIGHLIGHTED CASES

- DRAM Class Certification
- Hydrogen Peroxide Class Certification
- Oracle/PeopleSoft Merger
- Dentsply Antitrust Litigation
- Nestle/Dreyer's Merger

- Pepsi/Quaker Merger
- Heinz/Beechnut Merger
- Graphite Electrodes Cartel

## **PRESENTATIONS**

- Economics of Antitrust course for Howrey attorneys, 2003, 2005
- Professional development seminars for attorneys, economists and analysts (periodically)

## **RELEVANT EXPERIENCE**

### **I. INTERNATIONAL TRADE**

Economic analyses in support of domestic industry in Sugar Sunset Review case before the International Trade Commission.

Economic analysis in support of respondents in anticipated antidumping petitions.

### **II. MARKET ANALYSIS AND ANTITRUST**

Economic analysis in support of antitrust litigation including preparation of expert witness and evidentiary testimony in both private and government claims for class certification (direct and indirect), liability, and damages.

Economic analysis in support of mergers and acquisitions filed under the Hart-Scott-Rodino Act requiring approval from the Department of Justice Antitrust Division and the U.S. Federal Trade Commission.

Economic analysis in support of Joint Purchasing Agreements before the Department of Justice.

Economic analysis and formulation of lost profit and restitution damage for plaintiffs and defendants, including those related to antitrust (monopolization, tying, price-fixing), going-concern value, and breach of contract.

Econometric analysis of the unilateral effects of mergers in liquid refreshment beverages, bread, and baby food and analysis of demand for graphite electrodes.

Markets examined include: DRAM, Rubber Chemicals, wireline and wireless telecommunications, Enterprise Resource Planning Software, carbonated soft drinks, spirits, funeral service industry, bread, food service, shelf-stable juice products, coal mining, wholesale oil and gas suppliers, oil and gas pipelines, oil refining, wholesale gasoline, heavy construction/earthmoving equipment, steel products, ball bearings, ice cream and sugar.

### **III. ELECTRIC UTILITY DEREGULATION**

Development of an integrated database for electrical utility mergers. Designed power pathway methodology to select least cost pathways for power delivery across interfaces of varying capacity for the purposes of calculating the market impact of mergers.

### **HONORS/PROFESSIONAL AFFILIATIONS**

Member, American Economic Association

Member, Omicron Delta Epsilon, Economics Honor Society

### **PERSONAL INTERESTS**

Philosophy (Aristotelian) and Theology, Computers and Computer Programming, Rugby (Oustide Center), Photography, and Skiing

### **REFERENCES**

Available upon request