

Sébastien Pouliot

Department of Economics
468G Heady Hall
Iowa State University
Ames, IA 50011

Tel: (515) 294-8107
Email: pouliot@iastate.edu
Web: <http://www.econ.iastate.edu/~pouliot>

Education

- Ph.D. Agricultural and Resource Economics, University of California, Davis CA. 2008.
- M.A. Economics, Université Laval, Québec, Canada. 2003.
- B.A. Economics, Université Laval, Québec, Canada. 2001.

Fields of Interest

Agricultural Economics, International Trade, Food Safety, Biofuel.

Professional Experience

- Assistant professor, Department of economics, Iowa State University. August 2009 to now.
- Postdoctoral researcher, University of California Agricultural Issues Center, University of California, Davis. March 2009 to July 2009.

Teaching

1. Econ 641: Agricultural Economics I. Fall 2009-11, 13, Spring 2013.
2. Econ 301: Intermediate Microeconomics. Spring 2010-11, Fall 2011.
3. Econ 235: Introduction to Agricultural Markets. Spring 2013-14.

Research funding

1. Biobased Industry Center, *Estimating US Consumer Demand for E85*. Biobased Industry Center. \$84,500, July 2014 to July 2015 (with Bruce A. Babcock).
2. Biobased Industry Center, *Impact of increased ethanol mandates on E10 and E85 prices*, Amount: \$49,685, 07/2014-07/2015.
3. Biobased Industry Center, *Estimating the demand for E85 to improve predictions of RIN prices*, Amount: \$43,112, 07/2013-07/2014.
4. Biobased Industry Center, *Analysis of RFS and the E10 blend wall: estimating the demand for E85 and its effect on the price of RIN*, Amount: \$40,000, 07/2012-07/2013.
5. Western Center for Food Safety, *Cost-benefit Analysis of Good Agricultural Practice (GAP) Metric for Produce*, Amount: \$50,737, 08/2010-07/2012 (with Helen Jensen).
6. Network on the Structure and Performance of Agriculture and Agri-products Industry, *Price incentives for Food Safety*, Amount: \$23,352, 03/2010-03/2011.
7. ERS/USDA cooperative agreement, *Traceability and Incentives for Food Safety*. Amount: \$24,153 (ISU portion), 09/2009-02/2011 (with Daniel A. Sumner).
8. Network on the Structure and Performance of Agriculture and Agri-products Industry, *The Effects of Liberalizing the Canadian Poultry Industry*, Amount: \$6,125, 01/2010-03/2010.

Publications

Refereed Journal Articles

1. Pouliot S. and B. A. Babcock. 2014. "The Demand for E85: Geographical Location and Retail Capacity Constraints." *Energy Economics* 45: 134-143.
2. Pouliot, S., and D. A. Sumner. 2014. "Differential Impacts of Country of Origin Labeling: COOL Econometric Evidence from Cattle Markets." *Food Policy* 49: 107-116.
3. Pouliot, S. 2014. "The Production of Safe Food According to Firm Size and Regulatory Exemption: Application to FSMA." Forthcoming in *Agribusiness*.
4. Jensen, H. H., S. Pouliot, T. Wang, and M. T. Jay-Russell. 2014. "Development of a Cost Effectiveness Analysis of Leafy Green Marketing Agreement Irrigation Water Provisions." *Journal of Food Protection* 77: 1038-1042.
5. Pouliot, S., and D. A. Sumner. 2013. "Traceability, Food Safety and Industry Reputation." *European Review of Agricultural Economics* 40: 121-142.
6. Pouliot, S. and B. Larue. 2012. "Import Sensitive Products and Perverse Tariff-Rate Quota Liberalization." *Canadian Journal of Economics* 45: 903-924.
7. Pouliot, S. 2011. "Market Evidence of Packer Willingness to Pay for Traceability." *American Journal of Agricultural Economics* 93: 739-755.
8. Larue, B., S. Pouliot, and C. Constantatos. 2009. "Exports to Smuggle and Smuggling Technologies." *Review of International Economics* 17: 476-493.
9. Pouliot, S., and D. A. Sumner. 2008. "Traceability, Liability, and Incentives for Food Safety and Quality." *American Journal of Agricultural Economics* 90: 15-27.
 - a. AJAE most downloaded paper in 2008.
 - b. To be reprinted in "Food Security", edited by Mark W. Rosegrant and published by SAGE Publications. December 2014.
10. Larue, B., J.-P. Gervais, and S. Pouliot. 2008. "Price Equivalent Tariffs and Quotas under a Domestic Monopoly." *Journal of International Trade & Economic Development* 17: 315-326.
11. Larue, B., J.-P. Gervais, and S. Pouliot. 2007. "Should Tariff-Rate Quotas Mimic Quotas? Implications for Liberalization under a Supply Management Policy." *North American Journal of Economics and Finance* 18: 247-261.

Book Chapters

1. Larue B., J.-P. Gervais, And S. Pouliot. 2006. "Price-Equivalent and Revenue- Equivalent Tariffs and Quotas with Smuggling and Monopolized Domestic Production." (September 8, 2006). Essays in Honor of Stanley R. Johnson. Article 10. Available at: <http://www.bepress.com/sjohnson/art10>.

Working Papers

1. Pouliot S. and B.A. Babcock. 2014. "Impact of Ethanol Mandates on Fuel Prices when Ethanol and Gasoline are Imperfect Substitutes." Submitted to the *American Journal of Agricultural Economics*.
2. Larue, B., S. Pouliot, and R. Kotchoni. 2014. "Optimal Tariffs and Tariff Simplification under Volatility." Submitted to the *Canadian Journal of Economics*.
3. Larue, B., M. Jeddy and S. Pouliot. 2014. "On the Number of Bidders and Auction Performance: When More Means Less." Revision requested by the *Canadian Journal of Agricultural Economics*.

4. Pouliot, S. 2014. “Economics, food inspection policies and the adulteration of food imports.” Revisions requested by *Food Policy*.
5. Pouliot, S. 2013. “Arbitrage between ethanol and gasoline: evidence from motor fuel consumption in Brazil.” Available at <http://ageconsearch.umn.edu/handle/150964>.
6. Pouliot, S. 2012. “Consumer confidence in Food Safety and the 2010 egg recall” Available at <http://ageconsearch.umn.edu/handle/124769>.
7. An, H., S. Pouliot. And R. J. Volpe III. 2012. “Local, Organic, Inexpensive and Safe: Can Large Retailers Do It All?” Available at <http://ageconsearch.umn.edu/handle/124754>
8. Pouliot, S. 2010. “Welfare Effects of Mandatory Traceability When Firms are Heterogeneous.” Available at <http://ageconsearch.umn.edu/handle/61017>.

Outreach Papers

1. Pouliot, S. 2014. “Ethanol Mandates Compliance Strategy and Course of Action for EPA.” Agricultural Policy Review, Spring 2014. Available at: http://www.card.iastate.edu/ag_policy_review/display.aspx?id=10.
2. Pouliot, S. and B. A. Babcock. 2014. “Impact of Increased Ethanol Mandates on Prices at the Pump.” CARD Policy Brief 14-PB 18. Available at: http://www.card.iastate.edu/policy_briefs/display.aspx?id=1218.
3. Pouliot, S. 2013. “Country of Origin Labeling: Who Wants it?” Agricultural Policy Review, Fall 2013. Available at: http://www.card.iastate.edu/ag_policy_review/display.aspx?id=3.
4. Babcock, B. A., S. Pouliot. 2013. “Feasibility and Cost of Increasing US Ethanol Consumption Beyond E10.” CARD Policy Brief 14-PB 17. Available at: http://www.card.iastate.edu/policy_briefs/display.aspx?id=1217.
5. Babcock, B. A., S. Pouliot. 2013. “RFS Compliance: Death Spiral or Investment in E85.” CARD Policy Brief 13-PB-16. Available at: <http://www.card.iastate.edu/publications/synopsis.aspx?id=1214>.
6. Babcock, B. A., S. Pouliot. 2013. “How Much E85 Can Be Consumed in the United States?” CARD Policy Brief 13-PB-15. Available at: <http://www.card.iastate.edu/publications/synopsis.aspx?id=1213>.
7. Babcock, B. A., S. Pouliot. 2013. “The Economic Role of RIN Prices.” CARD Policy Brief 13-PB-14. Available at: <http://www.card.iastate.edu/publications/synopsis.aspx?id=1212>.
8. Babcock, B. A., S. Pouliot. 2013. “Impact of Sales Constraints and Entry on E85 Demand.” CARD Policy Brief 13-PB-12. Available at: <http://www.card.iastate.edu/publications/synopsis.aspx?id=1188>.
9. Babcock, B. A., S. Pouliot. 2013. “Price It and They Will Buy: How E85 Can Break the Blend Wall.” CARD Policy Brief 13-PB-11. Available at: <http://www.card.iastate.edu/publications/synopsis.aspx?id=1187>.
10. Pouliot, S. 2012. “Food safety: Background, Analysis and Recommendations.” AEI – The 2012 Farm Bill. Available at: <http://www.aei.org/paper/health/food-safety-background-analysis-and-recommendations/>.
11. Pouliot, S. 2011. “The Beginning Farmers’ Problem In Canada.” Structure and Performance of Agriculture and Agri-Products Industry Network working paper #2011-9. Available at <http://goo.gl/JFFvOX>.

Presentations

Presentations with selection committees

1. "Arbitrage between ethanol and gasoline: evidence from motor fuel consumption in Brazil." AAEA & CAES Joint Annual Meetings, Washington DC. August 2013.
2. "On the Economics of Adulteration in Food Imports: Application to US Fish and Seafood Imports." International Agricultural Trade Research Consortium meeting, San Diego CA. December 2012.
3. "Consumer Confidence in Food Safety and the 2010 Egg Recall." Agricultural & Applied Economics Association Annual Meeting, Seattle WA. August 2012.
4. "Aiming High and Selling Low: Can Supercenters do Both?" Agricultural & Applied Economics Association Annual Meeting, Seattle WA. August 2012.
5. "The FDA Food Safety and Modernization Act and the Exemption for Small Firms." Agricultural & Applied Economics Association Annual Meeting, Pittsburgh PA. July 2011.
6. "Econometrics of the differential effects of COOL: the case of the Canadian cattle industry." Canadian Agricultural Economics Society Meeting, Banff, Canada. June 2011.
7. "Welfare Effects of Mandatory Traceability When Firms Are Heterogeneous." NEC-63 2010 Conference, Monterey CA. September 28, 2010.
8. "Welfare Effects of Mandatory Traceability When Firms Are Heterogeneous." Agricultural & Applied Economics Association Annual Meeting, Denver CO. July 2010.
9. "Market Evidence of the Value of Traceability." NEC-63 and FAMPS Spring 2009 Conference, San Diego CA. February 2, 2009.
10. "Evidence of Demand for Traceability." Agricultural & Applied Economics Association Annual Meeting, Orlando FL. July 2008.
11. "The Value of Cattle Traceability to Consumers." Canadian Agricultural Economics Society Meeting, Québec, Canada. June 2008.
12. "Traceability to Preserve the General Reputation of an Industry." Canadian Agricultural Economics Society Meeting, Portland OR. July 2007.
13. "Traceability, Liability, and Incentives for Food Safety and Quality." American Agricultural Economics Association Annual Meeting, Long Beach CA. July 2006.
14. "Bargaining and Allocation of Import Permits in the Canadian Poultry Industry." Canadian Agricultural Economics Society Meeting, Halifax Nova-Scotia, Canada. June 2004.

Invited presentations

1. "Traceability, food safety, and industry reputation." AAEA & CAES Joint Annual Meetings. Washington, DC. August 2013.
2. "Using Economic Variables to Identify Adulteration in Food Imports: Application to US Seafood Imports." Department of Agricultural and Resource Economics, University of California, Davis. September 2012.
3. "Econometrics of Country of Origin Labeling: the case of Canadian cattle." Department of Applied Economics, University of Minnesota. January 2012.
4. "On the Economics of Traceability: A Survey of Recent Results and the Policy Implications." Research Network on the Structure and Performance of Agriculture and Agri-products Industry (SPAA), Ottawa, Canada. November 2011.
5. "US Food Safety Policy and the 2012 Farm Bill." American Enterprise Institute, Washington DC. December 2010.

6. "Institutionalized Metzler Effects: Tariff-Rate Quota Liberalization in Supply-Managed Industries." Canadian Agricultural Economics Society Meeting, Denver CO. July 2010.
7. "Willingness to Pay for Traceability: Evidence from the Quebec Cattle Traceability System." Doctoral dissertation speaker, International Agricultural Trade Research Consortium, Scottsdale, Arizona, December 2008.
8. "Export to Smuggle and Smuggling Technologies." Brown Bag Seminar, Department of Agricultural and Resource Economics, University of California, Davis CA. January 2008.
9. "Traceability to Preserve the General Reputation of an Industry." Ag/IO forum, Department of Agricultural and Resource Economics, University of California, Davis CA. November 2007.
10. "Traceability and Incentives for Food Safety and Quality: Implications for Mediterranean Crops." Cal-Med Sonoma Workshop, Sonoma CA. October 2007.
11. "Traçabilité et Incitatifs pour la Salubrité Alimentaire." Département d'Économie, de l'Agriculture et de la Consommation, Université Laval, Québec Canada. September 2007.
12. "Traceability, Liability, and Incentives for Food Safety and Quality." Ag/IO forum, Department of Agricultural and Resource Economics, University of California, Davis CA. November 2006.

Awards

1. Outstanding referee, Journal of Agricultural and Resource Economics. 2013.
2. Travel award. Invited doctoral dissertation speaker, International Agricultural Trade Research Consortium, Scottsdale, Arizona, December 7-9 2008.
3. Social Sciences and Humanities Research Council of Canada Doctoral Fellowship, May 2005 to May 2008.
4. GREEN/Gaz Métropolitain Masters Fellowship, May 2001 to December 2002.

Others

Journal referee services

Agribusiness: An International Journal; Agriculture and Human Value; American Journal of Agricultural Economics; Applied Economic Perspectives & Policy (formally Review of Agricultural Economics); Canadian Journal of Agricultural Economics; European Review of Agricultural Economics; Food Policy; International Food and Agribusiness Management Review; Journal of Agricultural and Applied Economics; Journal of Agricultural and Resource Economics; Journal of Productivity Analysis; Production and Operations Management; World Economy.

Other referee services

NIFA - Small Business Innovation Research Program, Small and Mid-Size Farms; Selected papers for the 2011 Canadian Agricultural Economic Society meeting; Selected papers for the 2012 American Applied Economic Association meeting.

Other services

1. Associate editor, Canadian Journal of Agricultural Economics, 2013-.
2. Topic leader for selecting presentations for the Agricultural & Applied Economics Association annual meeting, 2010, 2011 and 2013.
3. Referee for Outstanding Master's Thesis Award from the Canadian Agricultural Economic Society, 2010.

Professional Memberships

1. Canadian Agricultural Economics Society.
2. Agricultural & Applied Economics Association.