

LAWRENCE WU

President

Dr. Wu's expertise is in the economics of antitrust and intellectual property. He has testified in US district courts and in a variety of regulatory proceedings. Prior to joining NERA, he was a staff economist in the Bureau of Economics of the Federal Trade Commission (FTC). From 2011 to 2015, he was a Visiting Scholar at the Stanford Institute for Economic Policy Research (SIEPR) at Stanford University.

In the area of antitrust, Dr. Wu has evaluated the competitive effects of numerous mergers and acquisitions. These include proposed and consummated transactions. He also has been retained as an economic expert to testify on issues related to antitrust class certification, liability, and damages. He has testified on issues related to price fixing, as well as market definition and market power in antitrust litigations involving allegations of exclusive contracting, price discrimination, and anticompetitive exclusionary conduct. Dr. Wu has analyzed these and other competitive issues in a variety of retail, manufacturing, and service industries, but he is particularly well known for his work in the area of health care, which includes health insurance, hospital services, physician services, and a variety of medical devices and technologies.

With respect to intellectual property economics, Dr. Wu has testified on reasonable royalties, and he has written and consulted on issues involving patent pools.

Dr. Wu has edited three books on the economics of antitrust, including a book on the use of econometrics in antitrust analysis. His publications, which have appeared in *Antitrust*, *The Antitrust Bulletin*, *Antitrust Chronicle*, *Antitrust Report*, *The Antitrust Source*, *European Competition Law Review*, *Journal of Business Venturing*, and *Medical Care*, include articles on merger analysis, market share-based merger screens, empirical methods in merger analysis, patent pools, and the multiple dimensions of market power. He also is frequently invited to speak at conferences and seminars.

Dr. Wu earned his PhD from the University of Chicago Graduate School of Business and his BA from Stanford University.

Education

University of Chicago, Graduate School of Business

Ph.D. (Economics) 1992

Stanford University

B.A., Economics, 1986

Professional Experience

NERA Economic Consulting

1996- President (current position, since 2013)

Stanford University, Stanford Institute of Economic Policy Research

2011-2015 Visiting Scholar

Federal Trade Commission, Bureau of Economics, Division of Antitrust

1992-1996 Economist

New York University, Robert F. Wagner Graduate School of Public Service

Spring 1997 Adjunct Assistant Professor of Public Health Administration

University of Chicago, Department of Economics

Fall 1991 Lecturer

American Hospital Association, Division of Economic Analysis

1990-1991 Research Analyst

Federal Reserve Bank of New York, Banking Studies Department

1986-1987 Research Assistant

Honors and Professional Activities

Section of Antitrust Law, American Bar Association:

Member, Publications Advisory Group, 2009-2011

Member, Competitiveness Task Force, 2007-2008

Vice Chair, Economics Committee, 2003-2006

Member, Exemptions and Immunities Task Force, 2003-2004

Member, American Economic Association

Member, American Health Lawyers Association

Member, Western Economic Association

Member, Section of Antitrust Law, American Bar Association

Member, The Antitrust and Unfair Competition Law Section, State Bar of California

Federal Trade Commission Award for Meritorious Service, March 1996

Great American Cookie Company Grant and Fellowship, International Franchise Association Educational Foundation, 1990

University of Chicago Fellowship, 1987-1989

Expert Reports and Testimony

Deposition testimony and expert report on behalf of Eaton Corporation in *Mark S. Wallach, et al. v. Eaton Corporation, et al.*, United States District Court, District of Delaware, Civil Action No. 10-260-SLR and *In re Class 8 Transmission Indirect Purchaser Antitrust Litigation*, United States District Court, District of Delaware, Civil Action No. 11-cv-00009. Report: May 22, 2015. Deposition: June 17-18, 2015.

Deposition testimony and expert report on behalf of MAG Aerospace Industries, Inc. in *MAG Aerospace Industries, Inc. v. B/E Aerospace, Inc.*, United States District Court, Central District of California, Western Division (Case No. CV-13-06089-JFW). Reports: October 9, 2014 and December 5, 2014. Deposition: December 2, 2014.

Deposition testimony and expert report on behalf of Koninklijke Philips N.V. and Philips Electronics North America Corporation in *In Re: Cathode Ray Tube (CRT) Antitrust Litigation*, United States District Court, Northern District of California, San Francisco Division (Master File No. CV-07-5944-SC, MDL No. 1917). Reports: April 15, 2014, August 5, 2014, September 23, 2014, and November 6, 2014. Depositions: July 11, 2014, September 12, 2014.

Declaration on behalf of Philips Electronics North America Corporation in *The State of California, et al. & The City and County of San Francisco v. Chunghwa Picture Tubes, LTD., et al.*, Superior Court for the State of California for the County of San Francisco, Unlimited Jurisdiction (Case No. CGC-11-515786). Declaration: October 29, 2013.

Trial and deposition testimony, expert report, and declaration on behalf of the defendants in *In re: Vitamin C Antitrust Litigation*, United States District Court for the Eastern District of New York (Case No. 06-MD-1738 (BMC) (JO)). Report: June 29, 2012. Deposition: August 1, 2012. Declaration: October 12, 2012. Trial: March 11, 2013.

Deposition testimony and expert reports on behalf of the defendants in *Stanislaus Food Products Company v. USS-POSCO Industries, et al.*, United States District Court for the Eastern District of California (Case No. CV F 09-0560 LJO BAM). Reports: October 24, 2012 and November 9, 2012. Deposition: December 7, 2012.

Expert report on behalf of Ortho-Clinical Diagnostics, Inc. in *In re: Blood Reagents Antitrust Litigation*, United States District Court for the Eastern District of Pennsylvania (MDL Docket No. 09-2081). Report: October 26, 2012.

Deposition testimony and expert report on behalf of Martek Biosciences Corp. in *BNLfood Investment SARL v. Martek Biosciences Corp.*, United States District Court for the District of Maryland, Northern Division (Case No. 1:11-CV-00446-WDQ). Report: June 15, 2012. Deposition: July 30, 2012.

Deposition testimony and expert reports on behalf of American Society of Heating, Refrigerating and Air-Conditioning Engineers Inc. in *Thermal Design, Inc. v. American Society of Heating, Refrigerating and Air-Conditioning Engineers Inc.*, United States District Court in the Eastern District of Wisconsin, Milwaukee Division (Case No. 07-C-0765:WEC). Reports: June 1, 2012 and July 9, 2012. Deposition: July 9, 2012.

Expert report on behalf of Fujifilm North America Corporation in *Retail Imaging Management Group LLC v. Fujifilm North America Corporation*, United States District Court for the District of Oregon, Portland Division (Case No. 3:11-cv-01242-SI). Report: March 27, 2012.

Trial and deposition testimony and expert reports on behalf of the patent holder in *Jan K. Voda, M.D., v. Medtronic Inc., and Medtronic Vascular, Inc.*, United States District Court for the Western District of Oklahoma (Case No. 5-09-CV-00095-L). Reports: September 2, 2011, September 15, 2011, and February 10, 2012. Deposition: October 12, 2011. Trial: January 23, 2012.

Deposition testimony on behalf of the defendants in *United States Federal Trade Commission v. Laboratory Corporation of America, et al.*, United States District Court for the Central District of California, Southern Division (Case No. SACV-10-1873-AG (MLGx)). Deposition: January 24, 2011.

Declaration on behalf of LabWest, Inc. and Laboratory Corporation of America in *In re: Westcliff Medical Laboratories, Inc. and Biolabs, Inc.*, (Case No. 8:10-bk-16743-RK, jointly administered with 8:10-bk-16746-RK) and *LabWest, Inc. and Laboratory Corporation of America v. Federal Trade Commission*, United States Bankruptcy Court, Central District of California, Santa Ana Division. Declaration: November 16, 2010.

Expert report prepared for mediation on behalf of Fairmont Hotels & Resorts (U.S.) Inc. in *Mark Apana, et al., v. Fairmont Hotels & Resorts (U.S.) Inc., dba Fairmont Kea Lani Hotel & Resort*, United States District Court for the District of Hawaii, (Civil No. 1:08-cv-00528-JMS-LEK). Report: September 13, 2010.

Expert report on behalf of St. James Healthcare in *Jesse A. Cole, M.D., v. St. James Healthcare and Sisters of Charity of Leavenworth Health System, Inc.*, Montana Second Judicial District

Court, Silver Bow County (Cause No. DV-07-44). Reports: August 2, 2010 and September 13, 2010.

Deposition testimony and expert reports on behalf of Allied Exhaust Systems, Inc. in *Gorlick Distribution Centers, LLC v. Car Sound Exhaust System, Inc. and Allied Exhaust Systems, Inc.*, United States District Court for the Western District of Washington at Seattle (Case No. C07-1076 RAJ). Reports: April 12, 2010 and May 19, 2010. Deposition: May 12, 2010.

Deposition testimony and expert report on behalf of a defendant in *John Karamanos, Advanced Microtherm, Inc.; HVAC Sales, Inc., v. Norman Wright Mechanical Equipment Corporation, et al.*, United States District Court for the Northern District of California, San Jose Division (Case No. C04-02266 JW). Report: February 5, 2010. Deposition: March 24, 2010.

Expert report on behalf of the defendant physicians in *Mark G. Wood, M.D. v. Archbold Medical Center, Inc., John D. Archbold Memorial Hospital, Inc., et al.*, United States District Court for the Middle District of Georgia, Valdosta Division (Case No. 7:07-cv-109). Report: July 28, 2009.

Oral testimony at an Informal Fact Finding Conference on behalf of Inova Health System in connection with Virginia Department of Health Certificate of Public Need Request No. Va-7622. Testimony: May 12, 2009.

Deposition and trial testimony and declarations on behalf of Johnson & Johnson and Cordis Corporation in *Boston Scientific Corporation, Boston Scientific Scimed, Inc., Scimed Life Systems, Inc., and Schneider (Europe) GmbH v. Johnson & Johnson and Cordis Corporation and Cordis Corporation v. Boston Scientific Corporation, Boston Scientific Scimed, Inc., Scimed Life Systems, Inc., and Schneider (Europe) GmbH*, United States District Court for the Northern District of California, San Francisco Division (Case No. 02-0790 SI). Declarations: May 9, 2008 and September 22, 2008. Deposition: June 5, 2008. Evidentiary Hearing: February 2, 2009.

Testimony and affidavit on behalf of Delta Dental Plan of Massachusetts in *Concerning Fees that Dental Services of Massachusetts d/b/a Delta Dental Plan of Massachusetts Pays Participating Dentists and the Method Used to Determine Such Fees Pursuant to M.G.L. c. 176E, Section 4*, Commonwealth of Massachusetts, Office of Consumer Affairs and Business Regulation, Division of Insurance (Docket No. G2008-10). Testimony: December 18, 2008. Affidavit: March 5, 2009.

Deposition testimony on behalf of The Hospice of the Florida Suncoast, Inc. in *Hospice of Palm Coast, Inc. vs. Agency for Health Care Administration and The Hospice of the Florida Suncoast, Inc.*, State of Florida, Division of Administrative Hearings (DOAH Case No. 06-1272 CON). Depositions: December 2, 2008 and March 12, 2009.

Deposition testimony and expert report on behalf of United Healthcare of Ohio, Inc. in connection with class certification in *Academy of Medicine of Cincinnati, et al. v. Aetna Health, Inc., et al.*, Court of Common Pleas, Hamilton County, Ohio (Case No. A0204947). Report: September 29, 2008. Deposition: November 20, 2008.

Declarations on behalf of Inova Health System in connection with Virginia Department of Health Certificate of Public Need Request No. Va-7529 by Inova Health Care Services on behalf of Inova Fairfax Hospital. Declarations: August 1, 2008 and September 9, 2008.

Declaration on behalf of the defendants in *Hawai`i Children's Blood and Cancer Group v. Hawai`i Pacific Health; Kapi`olani Medical Specialists; Kapi`olani Medical Center For Women and Children*, United States District Court for the District of Hawai`i (Civil No. CV03-00708). Declaration: July 14, 2008.

Declaration and expert report on behalf of the defendants in *Kelley Woodruff, M.D. and Hawai`i Children's Blood and Cancer Group v. Hawai`i Pacific Health, et al.*, Circuit Court of the First Circuit, State of Hawaii, (Civil No. 02-1-0090-01 (BIA)). Declaration: February 14, 2008. Expert Report: February 22, 2008.

Deposition testimony on behalf of St. Joseph's Hospital in connection with *St. Joseph's Hospital, Inc., d/b/a St. Joseph's Hospital v. Agency for Health Care Administration, et al.*, State of Florida, Division of Administrative Hearings (Case No. 05-2754). Deposition: September 25, 2007.

Declarations on behalf of the defendants in *The City of New York v. Group Health Incorporated, HIP Foundation, Inc., and Health Insurance Plan of Greater New York*, United States District Court for the Southern District of New York (Case No. 06 Civ. 13122 (KMK) (RME)). Declarations: March 6, 2007, November 9, 2007, and February 18, 2010.

Deposition testimony and report on behalf of the plaintiff in *American Medical Response Inc. v. City of Stockton*, United States District Court in and for the Eastern District of California (Civil Action No. 2:05-CV-01316 DFL-EFB). Report: November 2, 2006. Deposition: January 19, 2007.

Expert report on behalf of the defendant in connection with *San Diego Physicians Medical Group, Inc. v. Sharp Community Medical Group Inc.*, Superior Court of the State of California for the County of San Diego Central (Case No. GIC 862275). Report: April 14, 2006.

Deposition testimony and report on behalf of PCI Holding Corporation in connection with *Chemed Corporation v. PCI Holding Corporation, et al., v. Vitas Healthcare Corp.*, Superior Court of the Commonwealth of Massachusetts (Civil Action No. 04-2354-BLS2). Report: November 30, 2005. Deposition: June 30, 2006.

Testimony before the Provider Reimbursement Review Board, Centers for Medicare and Medicaid Services, on behalf of St. David's Healthcare System in *St. David's Healthcare System v. Blue Cross Blue Shield Association/Trailblazer Health Enterprises, LLC*, Exception to Related Organization Principle (PRRB Case No. 95-0315G). Testimony: September 29, 2005.

Deposition testimony and reports on behalf of the defendants in connection with *East Portland Imaging Center, P.C., and Body Imaging, P.C., v. Providence Health System-Oregon, Providence Health Plan, Portland Medical Imaging, LLP, Radiology Specialists of the Northwest, P.C., Center for Medical Imaging, LLP and Advanced Medical Imaging, LLC*, United

States District Court for the District of Oregon (Case No. 05-CV-465-KI). Reports: June 1, 2005 and November 1, 2005. Deposition: November 22, 2005.

Expert report on behalf of Regence Blue Shield of Idaho, Inc. in connection with *Government Employees Medical Plan and Mutual Insurance Associates, Inc. v. Regence Blue Shield of Idaho, Inc. and Blue Cross of Idaho Health Services, Inc.*, United States District Court for the District of Idaho (Case No. CIV 04-284-E-BLW). Report: May 16, 2005.

Expert reports on behalf of the defendant in connection with *George Yardley Co. and Yardley-Zaretsky, Inc. v. Johnson Controls, Inc., et al.* (American Arbitration Association, Case No. 72 110 01086 02 HLT). Reports: October 4, 2004 and December 1, 2004.

Expert report on behalf of Business Venture Investments No. 790 (PTY) Limited and Afrox Healthcare Limited in connection with the proposed acquisition of an ownership interest in Afrox Healthcare Limited. Report was submitted to the Competition Tribunal of South Africa in connection with Case No. 76/LM/DEC 03. Report: July 1, 2004.

Expert report on behalf of Nestlé in connection with Nestlé's proposed acquisition of Chocolates Garoto, S.A. Report was submitted to Brazil's competition authority, CADE (Conselho Administrativo de Defesa Econômica), in connection with the agency's review of the proposed transaction. Report: December 3, 2003.

Deposition testimony and expert report on behalf of the defendants in connection with *EasCare, LLC v. Cape Cod Healthcare, Inc. and Cape Cod Medical Enterprises, Inc. d/b/a Cape Cod Ambulance and Medical Services Ambulance*, United States District Court for the District of Massachusetts (Civil Action No. 02-11460-RWZ). Report: July 25, 2003. Deposition: September 11-12, 2003.

Deposition and trial testimony on behalf of Naples Community Hospital in connection with *Collier HMA, Inc.'s Certificate of Need Application (CON #9551)*, State of Florida, Division of Administrative Hearings. Deposition: February 11, 2003. Trial testimony: March 18, 2003.

Deposition and trial testimony on behalf of LifePath, Inc. in connection with *LifePath, Inc. v. Agency for Health Care Administration and Hernando-Pasco Hospice, Inc.*, Case Nos. 00-3203 *et seq.*, State of Florida, Division of Administrative Hearings. Deposition: June 29, 2002. Trial testimony: August 7, 2002.

Deposition testimony and expert report on behalf of three defendants (suppliers of biotin) in connection with *In re: Vitamins Antitrust Litigation*, United States District Court for the District of Columbia (M.D.L. Docket No. 1285). Report: June 28, 2002. Deposition: August 26, 2002.

Deposition and trial testimony and expert reports on behalf of the merging parties in the matter of *Federal Trade Commission v. Swedish Match North America, Inc. and National Tobacco Company, L.P.*, United States District Court for the District of Columbia (No. 1:00-CV-001501 TFH). Reports: July 28, 2000 and August 15, 2000. Deposition: August 16, 2000. Trial testimony: September 7-8, 2000.

Expert report on behalf of Aetna U.S. Healthcare in connection with Aetna U.S. Healthcare's proposed acquisition of Prudential Health Care Plan, Inc. before the Department of Insurance of the State of Georgia. Report: May 19, 1999.

Oral testimony and expert report on behalf of Aetna U.S. Healthcare in connection with Aetna U.S. Healthcare's proposed acquisition of Prudential Health Care Plan, Inc. before the Department of Banking and Insurance and the Department of Health and Senior Services of the State of New Jersey. Testimony: April 9, 1999.

Deposition and trial testimony and expert report on behalf of the Federal Trade Commission in the matter of *Federal Trade Commission and State of Missouri v. Tenet Healthcare Corporation and Poplar Bluff Physician's Group, Inc.*, United States District Court for the Eastern District of Missouri (No. 4:98-CV-709 CDP). Report: May 20, 1998. Deposition: June 2, 3, and 5, 1998. Trial: June 23 and 26, 1998.

Deposition testimony and expert report on behalf of the defendants in connection with *William G. Marshall, Jr., M.D., v. Edward Planz, M.D. and Southeastern Cardiovascular Associates, P.C.*, United States District Court for the Middle District of Alabama (No. CV-97-T-793-S). Report: March 16, 1998. Deposition: May 22, 1998.

Deposition and trial testimony on behalf of the Federal Trade Commission *in the Matter of International Association of Conference Interpreters*. Docket Number 9270, Federal Trade Commission administrative proceeding. Deposition: January 4, 5, and 6, 1996. Trial testimony: January 16-19, 1996.

Statements and Testimony at Government Hearings and Workshops

Statement on "Direct Evidence of Competitive Effects." Prepared for the Federal Trade Commission and the Department of Justice Horizontal Merger Guidelines Workshop, Stanford, CA, January 14, 2010.

Statement on the Analysis of Entry in Health Insurance Markets. Prepared for the Federal Trade Commission and the Department of Justice Hearings on Health Care and Competition Law and Policy, Washington, D.C., April 24, 2003.

Statement on the Analysis of Competitive Effects in Health Insurance Markets. Prepared for the Federal Trade Commission and the Department of Justice Hearings on Health Care and Competition Law and Policy, Washington, D.C., April 23, 2003.

Statement on the Analysis of Hospital Post-Merger Conduct. Prepared for the Federal Trade Commission and the Department of Justice Hearings on Health Care and Competition Law and Policy, Washington, D.C., April 23, 2003.

Statement before the Federal Trade Commission on Health Insurance: Payor/Provider Issues. Prepared for the Federal Trade Commission Workshop on Health Care and Competition Law and Policy, Washington, D.C., September 9, 2002.

Books and Monographs

Michele Floyd and Lawrence Wu, *The Revolution in the Law and Economics of Antitrust Class Certification* (LexisNexis, Inc., 2015).

Econometrics: Legal, Practical and Technical Issues, Second Edition, ed. Lawrence Wu and Charles Biggio (American Bar Association Section of Antitrust Law, 2014).

Economics of Antitrust: Complex Issues in a Dynamic Economy, ed. Lawrence Wu (White Plains, NY: NERA Economic Consulting, 2007).

Economics of Antitrust: New Issues, Questions, and Insights, ed. Lawrence Wu (White Plains, NY: NERA Economic Consulting, 2004).

Publications

Nadia Soboleva and Lawrence Wu, “Standard Setting: Should there be a Level Playing Field for all FRAND Commitments?” *Competition Policy International Antitrust Chronicle*, Vol. 10, No. 1, Autumn 2013.

Gregory K. Leonard and Lawrence Wu, “Merger Assessment and Frontier of Economic Analyses (4): Empirical Methods in Antitrust Merger Review,” *Kokusai Shoji Houmu* (International Business Law and Practice) Vol. 40, No.3, 2012, pp. 391-401.

Gregory K. Leonard and Lawrence Wu, “Merger Assessment and Frontier of Economic Analyses (5): Empirical Methods in Antitrust Merger Review,” *Kokusai Shoji Houmu* (International Business Law and Practice) Vol. 40, No.4, 2012, pp. 557-564.

Gregory K. Leonard and Lawrence Wu, “Merger Assessment and Frontier of Economic Analyses (6): Empirical Methods in Antitrust Merger Review,” *Kokusai Shoji Houmu* (International Business Law and Practice) Vol. 40, No.5, 2012, pp. 731-739.

Corey Roush and Lawrence Wu, “Market Definition and Implications for Merger Review,” *Law 360*, July 11, 2011.

Elizabeth M. Bailey, Gregory K. Leonard, and Lawrence Wu, “Unilateral Competitive Effects of Mergers Between Firms with High Profit Margins” *Antitrust*, Vol. 25, No. 1, Fall 2010.

Elizabeth M. Bailey, Gregory K. Leonard, G. Steven Olley, and Lawrence Wu, “Merger Screens: Market Share-Based Approaches Versus ‘Upward Pricing Pressure’,” *The Antitrust Source*, February 2010.

Gregory K. Leonard and Lawrence Wu, “Revising the Merger Guidelines: Second Request Screens and the Agencies’ Empirical Approach to Competitive Effects,” *Antitrust Chronicle*, Vol. 12, No. 1, Winter 2009.

Gregory K. Leonard and Lawrence Wu, "Assessing the Competitive Effects of a Merger: Empirical Analysis of Price Differences Across Markets and Natural Experiments," *Antitrust*, Vol. 22, No. 1, Fall 2007, pp. 96-101.

Paul Hofer, Mark Williams, and Lawrence Wu, "The Economics of Market Definition Analysis in Theory and in Practice," *The Asia Pacific Antitrust Review 2007*, Global Competition Review, May 2007, pp. 10-13.

Christian Dippon, Gregory Leonard, and Lawrence Wu, "Application of Empirical Methods in Merger Analysis," a chapter in a Japan Fair Trade Commission Competition Policy Research Center report titled *Merger Investigation and Economic Analysis*, November 2005, pp. 108-155.

Alan J. Daskin and Lawrence Wu, "Observations on the Multiple Dimensions of Market Power," *Antitrust*, Vol. 19, No. 3, Summer 2005, pp. 53-58. (Also see Chapter 11 in *Economics of Antitrust: Complex Issues in a Dynamic Economy*, ed. Lawrence Wu (White Plains, NY: NERA Economic Consulting, 2007), pp. 137-153.)

Lawrence Wu and Thomas R. McCarthy, "Essential Issues in the Competitive Analysis of Patent Pools," in *Economic Approaches to Intellectual Property Policy, Litigation, and Management*, ed. Gregory K. Leonard and Lauren J. Stiroh (White Plains, NY: NERA Economic Consulting, 2005), pp. 233-249.

Robert Skitol and Lawrence Wu, "A Transatlantic Swim through Patent Pools: Keeping Antitrust Sharks at Bay," in *On the Merits: Current Issues in Competition Law and Policy, Liber Amicorum Peter Plompen*, ed. Paul Lugard and Leigh Hancher (Antwerpen-Oxford: Intersentia, 2005), pp. 103-116.

Paul Hofer, Patrick Smith, and Lawrence Wu, "Quantitative Techniques in Competition Policy Analysis," *The Asia Pacific Antitrust & Trade Review 2005*, Global Competition Review, April 2005, pp. 13-16.

Lawrence Wu and Rika Mortimer, "Competition and Innovation in Health Care Markets and their Implications for Antitrust Enforcement," *Antitrust Health Care Chronicle*, Vol. 18, No. 4, Winter 2005, p. 3, 12-16.

Paul Hofer, Mark Williams, and Lawrence Wu, "Principles of Competition Policy Economics," *The Asia Pacific Antitrust Review 2004*, Global Competition Review, April 2004, pp. 4-7.

Lawrence Wu, "Two Methods of Determining Elasticities of Demand and Their Use in Merger Simulation," in *Economics of Antitrust: New Issues, Questions, and Insights*, ed. Lawrence Wu (White Plains, NY: NERA Economic Consulting, 2004), pp. 21-33. (Previously published in *Antitrust Insights*, NERA Economic Consulting, January/February 2003.)

Lawrence Wu, Paul Hofer, and Mark Williams, "The Increasing Use of Empirical Methods in European Merger Enforcement: Lessons from the Past and a Look Ahead," in *Economics of Antitrust: New Issues, Questions, and Insights*, ed. Lawrence Wu (White Plains, NY: NERA Economic Consulting, 2004), pp. 71-83. (Originally prepared for the UCLA Law First Annual

Institute on U.S. and E.U. Antitrust Aspects of Mergers and Acquisitions, Los Angeles, California, February 28, 2004.)

Lawrence Wu, “The Economic Analysis of Mergers After *Daubert*,” *The Economics Committee Newsletter*, American Bar Association Section of Antitrust Law, Economics Committee, Vol. 1, No. 1, Spring, 2001, p. 16-20.

Robert E. Bloch, Scott P. Perlman, and Lawrence Wu, “A New and Uncertain Future for Managed Care Mergers: An Antitrust Analysis of the Aetna/Prudential Merger,” *Antitrust Report*, October 1999, pp. 37-61.

Thomas R. McCarthy, Scott J. Thomas, and Lawrence Wu, “Efficiencies Analysis in Hospital Mergers,” in *Antitrust and Healthcare Insights into Analysis and Enforcement*, American Bar Association, 1999, pp. 119-149. (A similar version appeared in the *Antitrust Health Care Chronicle*, Vol. 13, No. 1, Winter 1999, pp. 2-11.)

Lawrence Wu, “The Pricing of a Brand Name Product: Franchising in the Motel Services Industry,” *Journal of Business Venturing*, Vol. 14, No. 1, January 1999, pp. 87-102.

Lawrence Wu, “The Evidence Is In: A Review of the Market Definition Debate in Hospital Merger Cases,” *Antitrust Report*, November 1998, pp. 23-41.

Simon Baker and Lawrence Wu, “Applying the Market Definition Guidelines of the European Commission,” *European Competition Law Review*, Vol. 19, No. 5, June 1998, pp. 273-280.

Lawrence Wu and De-Min Wu, “Measuring the Degree of Interindustry Competition in U.S. v. Continental Can,” *The Antitrust Bulletin*, Vol. XLII, No. 1, Spring 1997, pp. 51-84.

David Dranove, William D. White, and Lawrence Wu, “Segmentation in Local Hospital Markets,” *Medical Care*, Vol. 31, No. 1, January, 1993, pp. 52-64.

Other Professional Reports and Articles

Lawrence Wu, James Mellsop, Stephen King, Kristin Terris, and Will Taylor, “Levelling the Playing Field: The Role of the Internet and Mobile Computing in Improving the Efficiency and Competitiveness of Australian Small Business,” November 17, 2014.

Elizabeth M. Bailey, Gregory K. Leonard, and Lawrence Wu, “Comments on the 2010 Proposed Horizontal Merger Guidelines,” a comment prepared in response to the FTC and DOJ’s Request for Views on Proposed Horizontal Merger Guidelines, June 3, 2010.

Gregory K. Leonard and Lawrence Wu, “Revising the Merger Guidelines: Second Request Screens and the Agencies’ Empirical Approach to Competitive Effects,” a comment prepared in response to the FTC and DOJ’s Notice of Public Workshop(s) and Request for Comments in connection with the FTC and DOJ’s Horizontal Merger Guidelines Review Project, November 9, 2009.

Paul Luard, John Taladay, and Lawrence Wu, “Comments on Draft EC Guidelines on the Assessment of Non-Horizontal Mergers Under the Council Regulation on the Control of Undertakings Between Undertakings,” on behalf of the International Chamber of Commerce, Commission on Competition. Submitted to the European Commission, May 13, 2007 (at http://ec.europa.eu/comm/competition/mergers/legislation/files_non_horizontal_consultation/icc.pdf).

Paul Luard, Lawrence Wu, Ilene Gotts, John Taladay, Eileen Reed, and Doris Hildebrand, “Comments on the Church Report and its Implications for Non-Horizontal Merger Guidelines,” a report to the European Commission on behalf of the International Chamber of Commerce, September 13, 2006 (at <http://www.iccwbo.org/uploadedFiles/ICC/policy/competition/Statements/CommentsChurchReport13Sept06.pdf>).

Lawrence Wu, “Innovation in the Coronary Stent Industry: A Note on the Competitive Importance of Products in the R&D Pipeline,” prepared for the 2005 Antitrust in Healthcare Conference sponsored by the American Bar Association Antitrust Law and Health Law Sections and the American Health Lawyers Association, Washington, DC, May 2005.

Lawrence Wu and Rika Mortimer, “Competition Policy Challenges in Innovative Health Care Markets,” prepared for the 6th Annual Conference on Emerging Issues in Healthcare Law sponsored by the American Bar Association Health Law Section, Lake Buena Vista, Florida, February 2005.

Lawrence Wu, “Economic Aspects of an Analysis of Hospital Post-Merger Pricing and Conduct,” prepared for the 2003 Antitrust in Healthcare Conference sponsored by the American Bar Association Antitrust Law and Health Law Sections and the American Health Lawyers Association, Washington, DC, May 15-16, 2003.

Lawrence Wu, “Using Surveys to Evaluate the Effect of Non-Infringing Alternatives on Patent Infringement Damages,” a NERA Brief prepared for and presented at NERA’s Intellectual Property Seminar Series, Washington, DC, October 28, 1998, and New York, New York, June 3, 1998.

Invited Presentations

A. Invited Presentations in the Economics of Antitrust and Competition Policy and Merger Analysis

Topics in Antitrust Litigation and Competition Policy

“Retreat from Trinko? Revisiting Refusals to Deal.” Participant on a panel discussion at the 62nd Annual Spring Meeting of the American Bar Association Section of Antitrust Law, Washington, DC, March 28, 2014.

“What Does Comcast Portend for Economic Evidence Concerning Impact, Both on Class Certification and on the Merits?” Panel discussion at the Antitrust Law & Economics Institute for Judges, co-sponsored by the American Bar Association Section of Antitrust Law and George Mason University School of Law Judicial Education Program, Arlington, Virginia, October 8, 2013.

“The Proper Role of Economic Experts.” Panel discussion at the Antitrust Law & Economics Institute for Judges, sponsored by the American Bar Association Section of Antitrust Law and George Mason University School of Law Judicial Education Program, Arlington, Virginia, October 9, 2012.

“The Law of Pricing, Including Resale Price Maintenance in California after *Leegin*.” Panel discussion at the 21st Annual Golden State Antitrust and Unfair Competition Law Institute, sponsored by the State Bar of California Antitrust and Unfair Competition Section, San Francisco, California, October 27, 2011.

“Trying a Case Involving Mixed Vertical and Horizontal Restraints: The Legal, Economic and Practical Considerations.” Panel discussion at a teleconference sponsored by the American Bar Association, Antitrust Section, Unilateral Conduct Committee, Trial Practice Committee, and Health Care and Pharmaceuticals Committee, October, 20, 2011.

“Use and Misuse of Competitive Intelligence.” Panel discussion at the Reed Smith Pharmaceutical, Medical Device and Life Sciences Antitrust Seminar, Philadelphia, Pennsylvania, December 2, 2009.

“True Grit: Weighing the Risks & Developing the Strategies for Private Litigation.” Participant on a panel discussion at the Second Annual Chicago Forum on International Antitrust Issues, Northwestern University School of Law, Chicago, Illinois, June 9, 2011.

“Mock Trial.” Expert witness in a mock trial on the competitive impact of a resale price maintenance agreement at the 56th Annual Spring Meeting of the American Bar Association Section of Antitrust Law, Washington, DC, March 27, 2008.

“Trial Preparation: Not Just for Outside Counsel.” Speech presented at the 54th Annual Spring Meeting of the American Bar Association Section of Antitrust Law, Washington, DC, March 29, 2006.

“The Ninth Circuit’s Recent Decision in *Dagher v. Saudi Refining Inc.*” Participant on a panel discussion on joint ventures sponsored by the American Bar Association, Antitrust Section, Sherman Act Section 1 and Section 2 Committees, Washington, DC, October 26, 2004.

“An Economic Perspective on Business Practices with ‘Billion Dollar’ Price Tags.” Speech presented at the Antitrust Law Committee Forum, “Antitrust and Distribution: How to Avoid the Billion Dollar Judgment,” at the Spring Meeting of the American Bar Association Section of Business Law, Seattle, Washington, April 3, 2004.

“The Sixth Circuit’s Recent Decision in *Conwood Co., L.P. et al. v. United States Tobacco Co., et al.*” Participant on a panel discussion sponsored by the American Bar Association, Antitrust Section, Sherman Act Section 2 Committee, July 17, 2002.

“The Role of Economics in a Bid-Rigging Investigation.” Speech presented at the Antitrust Seminar, National Association of Attorneys General, Baltimore, Maryland, October 12, 1995.

Merger Analysis

“Merger Analysis from an Economist’s Perspective.” Speaker on a webcast titled “Perspectives on Innovation, Information Exchange, and Antitrust in a Global Context,” sponsored by The Knowledge Group, LLC, August 28, 2012.

“Let’s Make a Deal: Roundtable on EU and US Merger Developments.” Participant on a panel discussion sponsored by The New York State Bar Association Antitrust Law Section and The State Bar of California Antitrust & Unfair Competition Law Section, Los Angeles, California, July 20, 2011.

“The Federal Trade Commission’s Challenge to Laboratory Corporation of America’s Acquisition of Westcliff Medical Laboratories.” Participant on a panel discussion sponsored by the American Bar Association, Antitrust Section, Health Care and Pharmaceuticals Committee and Mergers & Acquisitions Committee, Washington, DC, June 8, 2011.

“The Increasing Use of Empirical Methods in European Merger Enforcement: Lessons from the Past and a Look Ahead.” Speech presented at the UCLA Law First Annual Institute on U.S. and E.U. Antitrust Aspects of Mergers and Acquisitions, Los Angeles, California, February 28, 2004.

“Getting a Fix on *FTC v. Libbey, Inc., et al.*” Speech presented at a seminar sponsored by the Antitrust Committee of the Boston Bar Association, March 8, 2002.

Health Care Economics, Competition Policy, and Merger Analysis

“Antitrust Counseling for Hospital and Physician Affiliations in an Age of FTC Dominance.” Speaker at a Bloomberg BNA webinar, July 14, 2015.

“Assessing Market Power and Harm to Competition in Evolving Health Care Markets.” Panel discussion at the 2014 Antitrust in Health Care conference, co-sponsored by the American Bar Association Antitrust Law and Health Law Sections and the American Health Lawyers Association, Washington, DC, May 14, 2014.

“Can Competition and Innovation Cure the Concerns over Health Care Spending?” Presentation for the Chicago Economics Society Distinguished Alumni Speaker Series, San Francisco, California, October 11, 2013.

“Understanding Competition in Health Care Markets: How is Health Care Different from Other Industries.” Panel discussion sponsored by the American Bar Association, Section of Antitrust Law, Health Care and Pharmaceuticals Committee, Washington, DC, February 15, 2012.

“Challenges in Assessing the Competitive Effects of ACOs.” Presentation at the 2011 Fall Forum, sponsored by the American Bar Association, Antitrust Section, Washington, DC, November 17, 2011.

“Current Issues in Healthcare Antitrust.” Panel discussion at the 20th Annual Golden State Antitrust and Unfair Competition Law Institute, sponsored by the State Bar of California Antitrust and Unfair Competition Section, San Francisco, California, October 21, 2010.

“Mergers and Acquisitions Among Healthcare Providers in 2010: Are There New Rules for the Game?” Panel discussion at the 2010 Antitrust in Healthcare conference, co-sponsored by the American Bar Association Antitrust Law and Health Law Sections and the American Health Lawyers Association, Washington, DC, May 25, 2010.

“Hospital Mergers, Acquisitions, and Joint Ventures—Antitrust Considerations.” Panel discussion at the Washington State Society of Healthcare Attorneys Annual Spring Hospital & Health Law Seminar, Seattle, Washington, April 30, 2010.

“Why Don’t Health Insurance Markets Work Like Other Markets? Or Do They?” Panel discussion on the economics of health reform at an American Health Lawyers Association teleconference, co-sponsored by the Antitrust and Payors, Plans, and Managed Care Practice Groups and the Healthcare Reform Educational Task Force, April 27, 2010.

“Current Antitrust Issues in Healthcare: A New Dose of Competition or the Same Old Prescription?” Panel discussion at the New York State Bar Association Annual Meeting, Antitrust Section, New York, New York, January 28, 2010.

“Assessing Market Power in Healthcare Markets: Developments in Private Litigation and Government Enforcement.” Speech presented at the 2008 Annual Meeting of the American Health Lawyers Association before the Antitrust Practice Group, San Francisco, California, June 30, 2008.

“Fundamentals of Health Care Antitrust Economics.” Faculty presenter on the program, which was sponsored by the American Bar Association, Section of Antitrust Law, Economics and Health Care and Pharmaceuticals Committees, Washington, DC, November 8, 2007.

“Hot Topics in Healthcare Antitrust: Market Definition.” Speech presented at the 2005 Antitrust in Healthcare conference, co-sponsored by the American Bar Association Antitrust Law and Health Law Sections and the American Health Lawyers Association, Washington, DC, May 12, 2005.

“Protecting Competition or Protecting Competitors? Antitrust Issues for Plans and Providers.” Speech presented at the 2005 Law Conference on Health Insurance Plans: Bridging the Gap between Providers and Insurers, co-sponsored by America’s Health Insurance Plans and the American Health Lawyers Association, Colorado Springs, Colorado, May 3-4, 2005.

“Is Competition the Answer: Did DOJ and FTC Get it Right, or Does Regulation Still Serve its Purpose in Healthcare?” Participant on a panel discussion at the 6th Annual Conference on

Emerging Issues in Healthcare Law sponsored by the American Bar Association Health Law Section, Lake Buena Vista, Florida, February 24, 2005.

“Forces Shaping the Next Era in Health Care and their Economic Impact on Hospitals.” Invited keynote speaker at the Mercer Human Resource Consulting and Marsh USA, Inc. Fifth Annual Hospital Management Seminar, Portland, Oregon, October 4, 2004.

“Antitrust and Health Care: Assessing Issues for California and the United States.” Invited speaker at a conference sponsored by the Nicholas C. Petris Center on Health Care Markets and Consumer Welfare at the University of California, Berkeley, California, April 30 – May 1, 2004.

“Rx/OTC Switches and Prescription Drug Reimportation: Consequences for Consumers.” Speech presented at the New York State Bar Association Annual Meeting, Food, Drug and Cosmetic Law Section, New York, New York, January 29, 2004.

“Forces Shaping the Next Big Idea in Health Care.” Speech presented at the Marsh Healthcare Forum, Colorado Springs, Colorado, September 9, 2003.

“Economic Perspectives on Retrospective Reviews of Healthcare Mergers.” Speech presented at the Antitrust in Healthcare Conference sponsored by the American Bar Association Antitrust Law and Health Law Sections and the American Health Lawyers Association, Washington, D.C., May 15-16, 2003.

“The Brave New World for Managed Care Mergers: The *Aetna/Prudential* Merger.” Speech presented at the 11th Annual Managed Care Law Conference, co-sponsored by the American Association of Health Plans and the American Bar Association, Kiawah Island, South Carolina, May 1, 2000.

“The Analysis of Product Market Definition and Entry in the *Aetna/Prudential* Transaction.” Speech presented at a health care antitrust conference sponsored by the American Health Lawyers Association, Arlington, Virginia, February 17-18, 2000.

“The New Challenge for Mergers of Health Plans: What Does the *Aetna/Prudential* Decree Portend?” Speech presented at the Fifth Annual Health Care Antitrust Forum, Chicago, Illinois, October 22, 1999.

“Vertical Integration in Health Care.” Speech presented at the 47th Annual Spring Meeting of the American Bar Association Section of Antitrust Law, Washington, DC, April 14, 1999.

“Hospital Price Inflation: Will it Continue to Fall?” Speech presented at a conference presented by J&H Marsh & McLennan, Inc., St. Louis, Missouri, February 25, 1999.

“An Introduction to the Economics of Hospital Merger Analysis.” Speech presented at a health care antitrust conference sponsored by the Federal Trade Commission, the Missouri Attorney General, St. Louis University School of Law and the American Bar Association Antitrust Section, St. Louis, Missouri, November 14, 1997.

“Hospital Merger Efficiencies: Passing on the Cost Savings to Consumers.” Speech presented at a health care antitrust conference sponsored by the Federal Trade Commission, Denver, Colorado, October 25, 1996.

B. Invited Presentations in the Economics of Intellectual Property and Patent Damages

“Patent Pools Face New Antitrust Threats,” Panel discussion at the Antitrust and Intellectual Property Conference co-sponsored by the American Bar Association Sections of Antitrust Law and Intellectual Property Law and Stanford University, Stanford Law School, Stanford, California, October 10, 2013.

“Paper Tiger or Hidden Dragon: The Law, Economics and Business of Patent Infringement Damages in an Era of Innovation & Global Competition.” Panel discussion at the National Asian Pacific American Bar Association (NAPABA) Annual Convention, Los Angeles, California, November 19, 2010.

“Patent Licensing and Competition Policy: Implications of *Quanta Computer* and Patent Trolls.” Remarks presented at the 57th Annual Spring Meeting of the American Bar Association Section of Antitrust Law, Washington, DC, March 26, 2009.

“Mock Trial on Patent Damages.” Expert witness in a mock trial on reasonable royalty damages at an intellectual property seminar for Chinese judges sponsored by Stanford Law School, Stanford Program in Law, Science & Technology, August 16, 2007.

“Patent Pools and Standard Setting – an Economic Perspective.” Speech presented before the Antitrust Law Section of the Minnesota State Bar Association, Minneapolis, Minnesota, October 25, 2005.

“Standard Setting, Market Power, and IP Value.” Speech presented before the Antitrust Section of the Los Angeles County Bar Association, Los Angeles, California, December 14, 2004.

Selected Merger Experience

Zillow, Inc. and Trulia, Inc.: presentations and reports to the Federal Trade Commission in connection with a proposed transaction that combined two online real estate advertising platforms, 2014-2015.

Stryker Corporation and Mako Surgical Corporation: consulting on the competitive implications of a proposed acquisition involving technology for robot-assisted orthopedic surgery, 2013.

Express Scripts, Inc. and Medco Health Solutions: consulting on the competitive implications of a proposed acquisition involving pharmacy benefit management (PBM) services, 2011-2012.

Laboratory Corporation of America and Westcliff Medical Laboratories, Inc.: presentations to the Federal Trade Commission in connection with a transaction involving companies that provide clinical laboratory services to physicians in Southern California, 2010-2011.

McKesson Corporation and US Oncology: analyses submitted to the Federal Trade Commission in connection with a proposed acquisition involving competition in physician practice management services and the distribution of oncology drugs to physician practices, 2010.

Thoratec Corporation and HeartWare International, Inc.: presentations and reports to the Federal Trade Commission in connection with a proposed transaction that would have combined two manufacturers of mechanical circulatory support devices used to treat patients with advanced heart failure, 2009.

Datascope Corporation and Getinge AB: consulting on the competitive implications of a proposed acquisition involving companies that make and sell surgical grafts, 2008.

Inova Health System and Prince William Hospital: presentations to the Federal Trade Commission in connection with a proposed merger of two hospitals, 2008.

Cal Dive International, Inc., Helix Energy Solutions Group, Inc., and Horizon Offshore, Inc.: presentation to the Department of Justice in connection with an acquisition involving certain diving and offshore pipelay assets, 2007.

The City of New York v. Group Health Incorporated, HIP Foundation, Inc., and Health Insurance Plan of Greater New York, United States District Court for the Southern District of New York (Case No. 06 Civ. 13122 (KMK) (RME)): declarations on behalf of the merging parties in connection with an acquisition involving two health insurance plans, 2007.

Proctor & Gamble (P&G): reports and presentations to the Federal Trade Commission in connection with an acquisition involving over-the-counter heartburn products, 2006.

Fresenius Medical Care and Renal Care Group: reports and presentations to the Federal Trade Commission in connection with an acquisition of a national chain of kidney dialysis treatment centers in the US, 2005-2006.

Evanston Northwestern Healthcare Corporation and Highland Park Hospital: reports and presentations to the Federal Trade Commission in connection with a retrospective analysis of the competitive effects of a merger of two hospitals in the Chicago area, 2002-2004.

General Electric Company and Instrumentarium Corporation: reports and presentations to the Department of Justice and European Commission on behalf of a third party in connection with a proposed acquisition involving patient monitoring devices, 2003.

Libbey, Inc. and Anchor Hocking Glass Company: report and presentations to the Federal Trade Commission in connection with a proposed acquisition in the glass beverage industry, 2001-2002.

Cytec Corporation and Digene Corporation: presentations to the Federal Trade Commission in connection with a proposed acquisition involving the sale of diagnostic test kits for the human papillomavirus (HPV), 2002.

Philips Medical Systems and Agilent Technologies, Inc.: report and presentations to the Department of Justice in connection with the proposed acquisition of Agilent's Healthcare Solutions Group by Philips Medical Systems. Both companies manufactured and sold cardiac ultrasound machines, 2000-2001.

Tyco International Ltd. and Pulmonetic Systems, Inc.: report and presentations to the Federal Trade Commission in connection with a proposed acquisition involving home care respiratory ventilators, 2001.

Federal Trade Commission v. Swedish Match North America, Inc. and National Tobacco Company, L.P., United States District Court for the District of Columbia (No. 1:00-CV-001501 TFH): deposition and trial testimony and expert reports on behalf of the merging parties in connection with an acquisition involving smokeless tobacco products, 2000.

Aetna U.S. Healthcare and Prudential Health Care Plan, Inc.: reports and presentations to the Department of Justice and to various state insurance departments in connection with a proposed acquisition in the health insurance industry, 1998-1999.

Newell Rubbermaid, Inc. and Regal Ware, Inc.: report to the Federal Trade Commission in connection with a proposed acquisition in the cookware industry, 1999.

Federal Trade Commission and State of Missouri v. Tenet Healthcare Corporation and Poplar Bluff Physician's Group, Inc., United States District Court for the Eastern District of Missouri (No. 4:98-CV-709 CDP): deposition and trial testimony and expert report on behalf of the Federal Trade Commission in connection with a proposed merger of two hospitals, 1998.

Arrow International, Inc. and C.R. Bard: presentation to the Federal Trade Commission in connection with the acquisition of C.R. Bard's cardiac assist unit. Both companies manufactured and sold intra-aortic balloon pumps and catheters, 1998.

Pacificare Health Systems, Inc. and FHP International Corporation: presentations to the Federal Trade Commission in connection with an acquisition in the health insurance industry. Both firms offered Medicare managed care plans to seniors, 1996-1997.

Vail Resorts, Inc. and Ralston Resorts, Inc.: report and presentation to the Department of Justice in connection with an acquisition of ski resorts in Colorado, 1996.

Selected Litigation Consulting Experience

In re: DRAM Antitrust Litigation: retained by counsel for Nanya Technology Corporation and Nanya Technology Corp. USA to assess issues related to antitrust liability in connection with a nationwide class action suit brought by purchasers of DRAM (dynamic random access memory)

chips and modules, in the United States District Court for the Northern District of California, 2006.

In re: Cotton Yarn Antitrust Litigation: retained by counsel for Parkdale America, LLC and Parkdale Mills, Inc. to estimate antitrust damages to a class of direct purchasers of cotton yarn in the United States, in the United States District Court for the Middle District of North Carolina, Greensboro Division, 2004-2005.

In re: Managed Care Litigation: retained by counsel for the defendants to assess issues related to antitrust liability in connection with a nationwide class action suit brought by physicians and medical societies against ten commercial health insurance plans, in the United States District Court for the Southern District of Florida, Miami Division, 2003-2005.

In the Matter of Certain Recordable Compact Discs and Rewritable Compact Discs: retained by counsel for Philips Electronics N.V. and U.S. Philips Corporation to assess the competitive issues surrounding the CD-R and CD-RW patent pools and allegations of patent misuse and injury to competition, in the US International Trade Commission, 2002-2003.

Selected Industry Experience

Consumer Goods and Services

Bakeware/Ovenware
Chocolate Candies
Compact Discs
Cookware
Glass Beverageware
Mattresses
Mobile Phones and Wireless Products and Services
Ski Resorts
Smokeless Tobacco (loose leaf chewing tobacco)

Health Care Services

Ambulance Services
Dialysis Services
Health Insurance (e.g., HMOs and other managed care products)
Hospice and Palliative Care
Hospital Beds
Hospital Services
Laboratory Tests and Services
Methadone Maintenance Treatment
Over-the-Counter Drugs
Pharmacy Benefit Management (PBM) Services
Physician Practice Management Services
Physician Services (e.g., cardiovascular surgery, nephrology, obstetrics, orthopedic, radiology)
Specialty Drug Distribution (oncology)
Specialty Pharmacy Services

Vitamins

Medical Devices

Blood Testing Instruments and Supplies

Cardiac Catheters and Stent Delivery Systems

Cardiac Medical Devices (e.g., Intra-Aortic Balloon Pumps and Catheters)

Cardiac Ultrasound Machines

Clinical Diagnostic Tests (cervical cancer screening)

Coronary Stent and Balloon Angioplasty Catheters

Diagnostic Imaging Equipment

Mechanical Circulatory Support Devices (e.g. ventricular assist devices used to treat patients with advanced heart failure)

Microfiltration Products

Orthopedic Products

Patient Monitoring Equipment and Anesthesia Machines

Respiratory Ventilators

Sleep Therapy Devices

Surgical Grafts and Stent Grafts Used to Repair Damaged Blood Vessels

Urinary Catheters

Software and Technology

CRT (cathode ray tubes)

DRAM (dynamic random access memory)

Internet Search and Online Advertising

Online Postage and Shipping

Online Real Estate Advertising Platforms

Software Solutions (time and billing solutions sold to law firms; time solutions sold to hospitals and health care providers)

SRAM (static random access memory)

Other Products and Services

ARA and DHA Amino Acids made for use in Infant Formula

Aircraft Vacuum Toilets

Automotive Parts Distribution (exhaust systems)

Carton Sealing Tape

Cotton Yarn

Decorative Laminate Products (e.g., countertops)

Ferrous Scrap

Fertilizer

Heating, Ventilation, and Air Conditioning (products and contracting)

Insulation Systems used in Roofs and Walls of Metal Buildings (standards and building codes)

Lamps and Lighting

Media Research

Oil Pipelay Services

Outdoor Advertising

Photo Minilab Services
Postage Meters
Printers and Printing Supplies (e.g., wide format printers)
Tin-mill Products used to make Tin Cans
Truck transmissions (Class 8)