

## ANTOINE GERVAIS

9511 Pin Oak Drive, Silver Spring, MD 20910

Cell: (301) 655-4806, Email: [gervais@econ.bsos.umd.edu](mailto:gervais@econ.bsos.umd.edu)

Web page: <http://econ-server.umd.edu/~gervais/>

### EDUCATION

Ph.D. Economics, University of Maryland, College Park, USA, August 2009

M.A. Economics, University of Toronto, Toronto, Canada, 2004

B.B.A. Finance and Economics, Université du Québec à Montréal, Montreal, Canada, 2003

### DISSERTATION

*Product Differentiation in International Trade*

Committee: Nuno Limão (Chair), John Haltiwanger, John Shea, J. Bradford Jensen

### FIELDS OF SPECIALIZATION

Primary: International Trade

Secondary: Econometrics

### PAPERS

“Product Quality and Firm Heterogeneity in International Trade ” (*Job Market Paper*)

Presented at Georgetown University, U.S. Census Bureau, North American Summer Meeting of the Econometric Society (2009), and Midwest Economics Association Annual Meeting (2009)

“Are Services Tradable? Evidence from U.S. Microdata” (*Joint with J. Bradford Jensen*)

Presented at the NBER summer institute (2009)

“Product Quality and Trade Liberalization”

Presented at the Midwest Economic Meetings in International Trade (2008)

“Does Trade Still Cause Growth?”

“Product Quality, Multiproduct Firms, and Export Price” (*Work in progress*)

### TEACHING EXPERIENCE

*Instructor*, Intermediate Macroeconomic Theory and Policy, University of Maryland, Summer 2009, Spring 2008, Winter, Spring and Summer 2007, Summer and Fall 2006

*Teaching assistant* Intermediate Macroeconomic Theory and Policy, University of Maryland, Fall 2005 – Spring 2006

*Teaching assistant*, Intermediate Microeconomic Theory, University of Toronto, Fall 2003 – Spring 2004

*Teaching assistant*, Finance, Université du Québec à Montréal, Spring 2003, Spring and Fall 2002, and Fall 2001

### RESEARCH EXPERIENCE

*Research assistant*, Professor J. Bradford Jensen, Institute for International Economics, Fall 2009, and Georgetown University, Summer and Fall 2008

*Research assistant*, Professor Nuno Limão, University of Maryland, Fall 2007

*Research assistant*, Professor Vincent Sabourin, Université du Québec A Montréal, Summer 2002

### AWARDS

Ann G. Wylie dissertation fellowship, University of Maryland, 2009

Jacob Goldhaber travel grant, 2009

Graduate assistantship, University of Maryland, 2005-2008

UMCP fellowship, University of Maryland, 2004-2005

Graduate school fellowship, University of Toronto, 2003-2004

**REFERENCES**

Prof. Nuno Limão	University of Maryland	<a href="mailto:limao@econ.umd.edu">limao@econ.umd.edu</a>	(203) 436-5365
Prof. John Haltiwanger	University of Maryland	<a href="mailto:haltiwanger@econ.umd.edu">haltiwanger@econ.umd.edu</a>	(301) 405-3504
Prof. John Shea	University of Maryland	<a href="mailto:shea@econ.umd.edu">shea@econ.umd.edu</a>	(301) 405-3491
Prof. J. Bradford Jensen	Georgetown University	<a href="mailto:jbj24@georgetown.edu">jbj24@georgetown.edu</a>	(202) 687-3767

**ABSTRACTS**

*“Product Quality and Firm Heterogeneity in International Trade”* [Job-Market Paper]

In this paper, I develop and estimate a tractable general equilibrium model of international trade that includes endogenous quality choice among heterogeneous firms. The framework predicts that high productivity firms choose to produce high quality varieties and self-select into the export market. I find support for the model's predictions in U.S. Census microdata on manufacturing establishments. Using a new proxy for product quality obtained from price and quantity information, I show that quality and productivity are positively correlated, and that prices are increasing in product quality and decreasing in productivity. Further, consistent with the model, I find that exporters charge prices on average 7 percent higher than domestic producers and show that changes in quality and productivity explain about 75 percent of the exporter price premium. These results suggest that studying the firm's quality decision would lead to an improved understanding of the effect of trade policies on welfare and aggregate trade flows.

*“Are Services Tradable? Evidence from U.S. Microdata”* [Joint with J. Bradford Jensen]

The service sector broadly defined accounts for 80 percent of employment in the United States. While services trade increased significantly between 1997 and 2007 (both imports and exports more than doubled), limitations in official service trade data preclude using service trade statistics to examine trends at a detailed level. We develop a model of trade across regions that incorporates firm heterogeneity, increasing returns to scale and trade costs. From this framework, we infer the trade costs consistent with the geographic distribution of production. We estimate the parameters of the model using service sector establishment level microdata collected by the U.S. Census Bureau. We produce estimates of trade costs and find variation in the estimates of trade costs across industries. The results suggest that when trade costs are not prohibitive, production is undertaken by regions with higher productivity and exported to regions with lower productivity.

*“Product Quality, Multiproduct Firms, and Export Price”* [Work in progress]

This paper explores the within-firm variation in export prices across export destination using detailed product-level data from the U.S. Customs. I document two fundamental patterns. First, the choice of export destination varies across firms. On average, relatively productive firms export to more countries and more firms export to large, proximate countries. Second, there is substantial variation in price both across firms within a destination and across destinations within a firm. On average, prices are increasing with distance, importing country size and firm productivity. These patterns are consistent with a model of industry dynamics that includes endogenous quality choice among heterogeneous firms. In this framework firms are allowed to produce multiple varieties of a differentiated product, each characterized by a distinct level of quality. The model shows that within-firm and across-destination variation in export prices arises because the optimal export bundle varies in response to changes in firm and export destination characteristics.

**PERSONAL INFORMATION**

Citizenship: Canadian (F-1 VISA)

Special Sworn Status: U.S. Census Bureau

Languages: French (native) and English (fluent)

Gender: Male