

TECHNIQUES AND PURPOSES OF PRICE DISCRIMINATION

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EDITOR'S NOTE: The author classifies and illustrates the many different methods of price discrimination and considers the various purposes of discriminatory pricing arrangements.

IN A PREVIOUS article,¹ the nature of price discrimination was explained and the difficulties involved in its practice were exposed. In addition, it was demonstrated that monopoly is not a requisite to the practice of price discrimination; at the same time, the requirements upon which the practicability of the device rests were set down. This article is an attempt to classify price discrimination from the points of view of the various techniques employed in its practice and the several purposes underlying its use.

CLASSIFICATION OF PRICE DISCRIMINATION TECHNIQUES

Any presentation of examples of discriminatory situations is likely to be at once an overstatement and an understatement of such cases. Some of the apparently discriminatory pricing arrangements to be given probably merely reflect cost differences, but at the same time those cases in which prices are identical for a non-homogeneous item are not at all adequately represented in such a listing.

It should be noted also that any such exposition is likely to be largely in terms of discrimination on the part of sellers

rather than buyers, because discrimination by sellers is the more common phenomenon. Granting the limitations, the following classification (excluding examples of mere favoritism) serves to illustrate at once the ubiquitous nature of price discrimination in modern business competition and the many bases upon which discriminatory pricing may be effected.

*A. Direct Methods*²—Relatively different treatment is extended different individuals (personal discrimination) based on the financial ability, intensity of desire, or competitive opportunities of each. Thus charges may be predicated upon:

(1) The earnings of the individual served (as in the case of services performed by doctors and lawyers where persons with low incomes are often charged lower fees than people with high incomes).

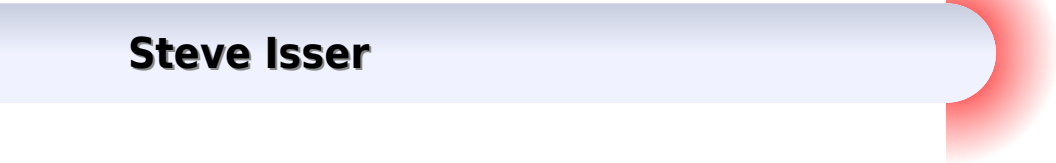
Personal discrimination may be practiced by medical doctors because (a) each patient is treated individually and hence each may be investigated as to economic status, (b) no posting of prices is necessary, each case being an individual transaction, and (c) the service extended is semi-unique, one doctor's

² The terms "direct" and "indirect" as used in this connection should not be confused with the terms as used in the Robinson Patman Amendment to the Clayton Act. The latter, in making it unlawful "either directly or indirectly" to discriminate in price, refers both to situations where nominal prices actually differ for the same product service and to those instances where prices nominally are identical but in effect are different because of a privilege of monetary value extended one buyer and not another (such as the return of unsalable goods).

¹ Ralph Cassady, Jr., "Some Economic Aspects of Price Discrimination under Non-perfect Market Conditions," THE JOURNAL OF MARKETING, Vol. XI, No. 1, July, 1946, pp. 7-20.

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