

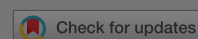
Journal of Small Business Management >  
Volume 60, 2022 - Issue 3157 | 1 | 0  
Views CrossRef citations to date Altmetric

Research Articles

# Class waivers to the non-manufacturer rule: Effects on small business utilization in public procurement

William A. Muir, Michael J. Gravier &amp; Timothy G. Hawkins

Pages 734-757 | Published online: 24 Mar 2020

Cite this article <https://doi.org/10.1080/00472778.2020.1735253>

Sample our Economics, Finance, Business & Industry journals, sign in here to start your access, latest two full volumes FREE to you for 14 days

[Full Article](#) [Figures & data](#) [References](#) [Citations](#) [Metrics](#)[Reprints & Permissions](#)[Read this article](#)

## ABSTRACT

Public procurement officials frequently purchase through indirect marketing and distribution channels, separating buyers from manufacturers. Normally to fulfill small business set-aside requirements, product manufacturers must also be a small business. When no small business manufacturers exist for a product, class waivers to the non-manufacturer rule (NMR) allow small business distributors and wholesalers to provide products that are not made by small businesses. This study models the effectiveness of

### About Cookies On This Site

We and our partners use cookies to enhance your website experience, learn how our site is used, offer personalised features, measure the effectiveness of our services, and tailor content and ads to your interests while you navigate on the web or interact with us across devices. You can choose to accept all of these cookies or only essential cookies. To learn more or manage your preferences, click "Settings". For further information about the data we collect from you, please see our [Privacy Policy](#).

Accept All

Essential Only

Settings

<sup>1</sup> U.S. Census Bureau economic surveys page on concentration ratios, available at <https://www.census.gov/econ/concentration.html>.

<sup>2</sup> An alternative source, Compustat data is a common alternative to the US Census Bureau’s concentration measure. However, it accounts for only public firms and correlates at a mere 13 percent with the Census Bureau’s data, which is considered highly reliable (Ali, Klasa, & Yeung, [2009](#)).

<sup>3</sup> This follows how industry-level data on firm size is reported by the US Census Bureau. The U.S. Small Business Administration (SBA) assigns various size standards to industries to classify businesses as “small” under its programs in accordance with 13 C.F.R. § 121.102, and SBA standards may be based on revenues or number of employees, the latter of which may differ from 500 (although a threshold of 500 employees is common).

<sup>4</sup> <https://www.census.gov/programs-surveys/susb.html>.

Related research 

People also read


Recommended articles

Cited by 1



About Cookies On This Site

We and our partners use cookies to enhance your website experience, learn how our site is used, offer personalised features, measure the effectiveness of our services, and tailor content and ads to your interests while you navigate on the web or interact with us across devices. You can choose to accept all of these cookies or only essential cookies. To learn more or manage your preferences, click “Settings”. For further information about the data we collect from you, please see our [Privacy Policy](#).

Accept All 

Essential Only

Settings

## Information for

Authors

R&D professionals

Editors

Librarians

Societies

## Opportunities

Reprints and e-prints

Advertising solutions

Accelerated publication

Corporate access solutions

## Open access

Overview

Open journals

Open Select

Dove Medical Press

F1000Research

## Help and information

Help and contact

Newsroom

All journals

Books

## Keep up to date

Register to receive personalised research and resources by email



Sign me up



Copyright © 2024 Informa UK Limited [Privacy policy](#) [Cookies](#) [Terms & conditions](#)

[Accessibility](#)



Taylor & Francis Group  
an informa business

Registered in England & Wales No. 3099067  
5 Howick Place | London | SW1P 1WG

### About Cookies On This Site

We and our partners use cookies to enhance your website experience, learn how our site is used, offer personalised features, measure the effectiveness of our services, and tailor content and ads to your interests while you navigate on the web or interact with us across devices. You can choose to accept all of these cookies or only essential cookies. To learn more or manage your preferences, click “Settings”. For further information about the data we collect from you, please see our [Privacy Policy](#).

Accept All

Essential Only

Settings