
REFERENCES

- Alchian, Armen A., and Harold Demsetz, "Production, Information Costs, and Economic Organization," *American Economic Review*, December 1972, pp. 777–795.
- Avery, Susan, "AMR Lands the Medal!" *Purchasing*, September 15, 1998.
- Baldwin, Laura H., Frank Camm, and Nancy Y. Moore, *Strategic Sourcing: Measuring and Managing Performance*, RAND, DB-287-AF, 1999.
- Booth, Carol, "What Is Total Ownership Cost and Why Should I Care?" *LogisticsSpectrum*, January–March 2000, pp. 11–14.
- Bowman, Robert J., "Looking for Providers, and Buyers, with Global Reach," *Global Sites & Logistics*, September 1998, pp. 40–46, 89.
- Bowman, Robert J. (ed.), "Despite Obstacles, Shippers Score Successes in Asia," *Global Logistics & Supply Chain Strategies*, July 1999, pp. 52–62.
- Boyson, Sandor, Thomas Corsi, Martin Dresner, and Elliot Rabinovich, "Managing Effective Third Party Logistics Relationships: What Does It Take?" *Journal of Business Logistics*, Vol. 20, No. 1, 1999, pp. 73–100.
- Bradley, Peter, "Harley-Davidson Keeps Its Eyes on the Road," *Logistics*, August 1998, pp. 68–71.

- Bundy, BGen Richard B., "Competitive Sourcing and Privatization," briefing, May 18, 1999.
- Burt, David N., "Managing Suppliers Up to Speed," *Harvard Business Review*, July–August 1989, pp. 127–135.
- Bylinsky, Gene, "Challengers Are Moving In on ERP," *Fortune*, December 6, 1999, pp. 250B–250D.
- Camm, Frank, and Amy Praskac, *Housing Demand and Department of Defense Policy on Housing Allowances*, RAND, R-3865-FMP, 1990.
- Carbone, James, "Sun Shines by Taking Out Time," *Purchasing*, September 19, 1996.
- Carbone, James, "Reinventing Purchasing Wins the Medal for Big Blue," *Purchasing*, September 16, 1999, pp. 38–62.
- Cavinato, Joseph L., and Ralph G. Kauffman (eds.), *The Purchasing Handbook: A Guide for the Purchasing and Supply Professional*, 6th ed., New York: McGraw-Hill, 2000.
- Chapman, Timothy L., Jack J. Dempsey, Glenn Ramsdell, and Michael R. Reopel, "Purchasing and Supply Management: No Time for Lone Rangers," *Supply Chain Management Review*, Winter 1998, pp. 64–71.
- Competition in Contracting Act of 1984, Title 7 of the *Deficit Reduction Act of 1984*, Public Law 98-369.
- Costa, Keith J., "Boeing Begins KC-135 Work at Kelly; Pemco-USAF Legal Battle Continues," *INSIDE THE AIR FORCE*, January 15, 1999.
- Costa, Keith J., "GAO: USAF Competition Held for Sacramento Depot Work Within the Law," *INSIDE THE PENTAGON*, May 20, 1999.
- Deogun, Nikhil, Matt Murray, and Steven Lipin, "Food Makers, Hurting for Growth, Now Face a Likely Merger Wave," *The Wall Street Journal*, September 16, 1999.
- Department of Defense, General Services Administration, and National Aeronautics and Space Administration, "Federal Acquisi-

tion Regulation; Contract Bundling: Interim Rule with Request for Comments," 48 CFR Parts 2, 4, 5, 7, 10, 15, and 19, December 27, 1999.

Dertouzos, James N., Conrad Peter Schmidt, Beth A. Benjamin, and David Finegold, *Facilitating Effective Reform in Army Acquisition*, RAND, DB-233-A, 1998.

Dyer, Jeffrey H., "How Chrysler Created an American Keiretsu," *Harvard Business Review*, July–August 1996, pp. 42–56.

Ernst & Young and the University of Tennessee, *Striving for Excellence: New Measures for Logistics*, 1999.

Fitzgerald, Kevin R., "Profile of the Purchasing Professional," *Purchasing*, July 15, 1999, pp. 74–84.

Flannigan, James, "Efficiency and More Jobs—So Much for Predictions," *Los Angeles Times*, November 21, 1999.

Flynn, Jack, "Get Tough with Your Vendors About Freight," *Distribution*, Vol. 92, No. 6, June 1993, pp. 58–61.

Follain, J. R., L. Ozanne, and V. M. Alburger, *Place to Place Indexes of the Price of Housing*, Washington, DC: Urban Institute, Paper 249-26, 1979.

Franklin, Howard, "Strength in Numbers," *Journal of Property Management*, Vol. 63, No. 3, May/June 1998, pp. 50–54.

Gates, Susan M., and Albert A. Robbert, *Personnel Savings in Competitively Sourced DoD Activities: Are They Real? Will They Last?* RAND MR-1117-OSD, 2000.

General Accounting Office, *Public-Private Competitions: Review of Sacramento Air Force Depot Solicitation*, GAO/OGC-98-48, May 1998.

General Accounting Office, *DoD Competitive Sourcing: Lessons Learned System Could Enhance A-76 Study Process*, GAO/NSIAD-99-152, July 1999.

Genna, Albert, "How Merck Leverages Supply for Profit," *Purchasing*, September 4, 1997.

- Gregory, Stephen, "Study Finds Benefits Lacking at Small Firms," *Los Angeles Times*, June 24, 1998.
- Hanson, Ward A., and R. Kipp Martin, "Optimal Bundle Pricing," *Management Science*, Vol. 36, February 1990, pp. 155–174.
- Harlem, Bari A., Aradhna Krishna, Donald R. Lehmann, and Carl Mela, "Impact of Bundle Type, Price Framing and Familiarity on Purchase Intention for the Bundle," *Journal of Business Research*, Vol. 33, No. 1, May 1995, pp. 57–66.
- Hunt, Jennifer L., "Linking Local Purchasing Activity to Global Procurement Strategy," Conference on Performance Measurements for the Purchasing Function, Institute for International Research Conference, La Jolla, CA, June 15–16, 1998.
- Keyes, James, quoted in "Johnson Controls to Help Companies Trim Costs in Japan," *The Wall Street Journal*, August 28, 1998.
- Kiplinger, *The Kiplinger Washington Letter*, August 13, 1999.
- Kiplinger, *The Kiplinger Washington Letter*, September 17, 1999.
- Latamore, G. Berton, "Reengineer or Perish," *APICS—The Performance Advantage*, January 1999, pp. 44–48.
- Lawless, Michael W., "Commodity Bundling for Competitive Advantage: Strategic Implications," *Journal of Management Studies*, Vol. 28, No. 3, May 1991, pp. 267–280.
- Lewis, Jordan D., *The Connected Corporation: How Leading Companies Win Through Customer-Supplier Alliances*, New York: The Free Press, 1995.
- Lyons, Daniel, "Bundling Beckons," *Computer Reseller News*, 775, February 9, 1998, pp. 85–87.
- Magnier, Mark, "Nissan Unveils Plan for Sweeping Restructuring," *Los Angeles Times*, October 10, 1999.
- Mark, J. H., and M. A. Goldberg, "Alternative Housing Price Indices: An Evaluation," *American Real Estate and Urban Economics Association Journal*, Vol. 12, 1984, pp. 30–49.

- Mauer, Rick, *Beyond the Wall of Resistance*, Austin, TX: Bard Books, 1996.
- Mazel, Joseph L. (ed.), "1998 SSMR Exclusive Survey: Supplier Consolidation Still #1 Practice, But New Ones Emerging," *Supplier Selection & Management Report*, October 1998.
- Minahan, Tim, "AlliedSignal Soars by Building Up Suppliers," *Purchasing*, September 18, 1997, pp. 38–47.
- Monczka, Robert M., Robert J. Trent, and Thomas J. Callahan, "Supply Base Strategies to Maximize Supplier Performance," *International Journal of Physical Distribution & Logistics Management*, Vol. 23, No. 4, 1993, pp. 42–54.
- Moore, Nancy Y., Rick Eden, and Mark Wang, *Marine Corps Sourcing Competitions: Historical Performance and Directions for Improvement*, RAND, DB-250-USMC, 1999.
- Morgan, James P. (ed.), "Purchasing's Book of Winners," *Purchasing*, 1995.
- Mulligan, Thomas S., "The New Oligopoly Boom," *Los Angeles Times*, August 22, 1999.
- Palmquist, R. B., "Alternative Techniques for Developing Real Estate Price Indexes," *Review of Economics and Statistics*, Vol. 62, August 1980, pp. 442–448.
- Rae-Dupree, Janet, "Can Boeing Get Lean Enough?" *Business Week*, August 30, 1999, p. 182.
- Robbert, Albert A., Susan M. Gates, and Marc N. Elliott, *Outsourcing of DoD Commercial Activities: Impacts on Civil Service Employees*, RAND, MR-866-OSD, 1997.
- Romney, Lee, "Strength in Numbers: Small Companies Team Up to Win Big Contracts," *Los Angeles Times*, May 27, 1998.
- Sadrian, Amir A., and Yong S. Yoon, "Business Volume Discount: A New Perspective on Discount Pricing Strategy," *International Journal of Purchasing & Materials Management*, Vol. 28, No. 2, Spring 1992, pp. 43–46.

- Simison, Robert L., *The Wall Street Journal*, July 26, 1999.
- Small Business Act*, Public Law 85-536, as amended on August 17, 1999.
- Small Business Administration, "Government Contracting Programs: Proposed Rule," 13 CFR Parts 121 and 125, January 13, 1999.
- Small Business Administration, "Government Contracting Programs: Interim Rule with Request for Comments," 13 CFR Parts 121 and 125, October 25, 1999.
- Small Business Administration, "Government Contracting Programs: Final Rule," 13 CFR Parts 121 and 125, July 26, 2000.
- Small Business Reauthorization Act of 1997*, Public Law 105-135, 111 Stat. 2617.
- Stern, Gabriella, "Car Dealerships Seem About to Be Combined into Big Retail Chains," *The Wall Street Journal*, February 10, 1995.
- U.S. Department of Commerce, *Bureau of Labor Statistics Handbook of Methods*, Washington, DC, 1988, pp. 175–176.
- Van Buer, Michael G., Enrique R. Venta, and James L. Zydiak, "Heuristic Approaches to Purchasing Bundles of Multiple Products from Multiple Vendors," *Journal of Business Logistics*, Vol. 18, No. 1, 1997, pp. 125–140.
- Westfall, Steve, "Benchmarking at Kraft Foods Gets Results," *FM DATA Monthly*, April 1999.
- Wincel, Jeffrey P., "A Practitioner's View of Strategic Procurement," *Supply Chain Management Review*, Summer 1998, pp. 56–64.
- Womack, James P., and Daniel T. Jones, *Lean Thinking: Banish Waste and Create Wealth in Your Corporation*, New York: Simon & Schuster, 1996, p. 266.
- Yadav, Manjit S., "Bundle Evaluation in Different Market Segments: The Effects of Discount Framing on Buyers' Preference Heterogeneity," *Journal of the Academy of Marketing Science*, Vol. 23, No. 3, Summer 1995, pp. 206–215.

Yadav, Manjit S., and Kent B. Monroe, "How Buyers Perceive Savings in a Bundle Price: An Examination of a Bundle's Transaction Value," *Journal of Marketing Research*, Vol. 30, No. 3, August 1993, pp. 350–358.

Yin, Robert K., *Case Study Research: Design and Methods*, 2nd ed., Thousand Oaks, CA: Sage, 1994.