

## Name index

Adams, Charles E., 199 Adams, Walter, 78n, 178n Aurand, Harold, 104

Bain, Joe, 5n Baker, Gladys L., 67n Baker, Newton, 136 Baker, Ralph Hillis, 209n, 210n Baratz, Morton, 74n, 75n, 78n, 79n, 81n, 99, 121n, 150n Barbour, Jeffrey, 54n Barry, Brian, 32n Bates, John, 104 Berle, Adolph A., 226 Berquist, F. E., 74n, 116n, 179, 186n, 193n, 194n, 195n, 198n, 199n, 200n, 201n Bezanson, Anne, 79n, 82, 151n Bonbright, James, C., 38n, 39n Bowman, John R., 71n Bunting, David, 54n

Calder, William, 144–6, 175 Carnoy, Martin, 234n Caves, R., 22n Chamberlin, Edward H., 17n Coolidge, Calvin, 166 Corbin, David Alan, 120n Cushing, George, 140–1

Burns, Arthur C., 46n

Daugherty, Harry, 146
Davis, G. Cullen, 65n
Davis, James, 166
Dawson, Charles, 198
Devine, Edward T., 77n
Dewey, Donald, 10
Dooley, Peter C., 47n, 54n
Dubofsky, Melvyn, 162n, 166n, 202n, 236n

Eichner, Adolph, 57n, 222 Eis, Carl, 36n Elster, Jon, 4n, 13n, 14–15, 28n, 29, 213, 235, 237n Engels, Friedrich, 59–60, 233, 237 Farr, Grant W., 194n
Fellner, William, 17n
Fisher, Waldo, 79n, 82f, 151n, 204n, 208n, 209n, 210n, 236n
Francis, J. D., 201
Francis, James, 205
Frelinghuysen, Joseph, 143, 145–6
Fritz, Wilbert G., 84n, 85n

Garfield, Harry, 137–9 Gilbert, Richard J., 21n Goldsmith, Raymond W., 38n Goyder, D. G., 53n, 54n, 64n Graebner, William, 65n, 106n, 108n, 113, 114n, 122, 125n, 127n, 129n Guffey, Joseph, 203

Hamilton, Walton H., 78n, 223n

Haney, Lewis H., 51n 52n, 56n Hannah, Leslie, 36 Hardin, Russell, 11n, 32n, 218n, 219-20 Harding, Warren, 157 Hawley, Ellis W., 67n, 190n Hawthorne, H. R., 205 Hay, George, 23n Heermance, Edgar, 57 Hendry, James B., 78n, 79n Herman, Edward S., 38, 46, 47, 48, 49, 58n, 61, 227n Hevener, John W., 121n Hilferding, Rudolf, 48n, 57 Himmelberg, Robert F., 67n, 190n Hirschman, Albert O., 33 Hollander, S. G., 63n Hoover, Herbert, 146-7, 158-9 Hosford, Charles, 237 Howard, John, 20n Hunt, Edward E., 77, 81n, 83n Hurley, Edward, 129

Ickes, Harold, 189

Jacquemin, Alexis, 21n, 22n James, Charles, 204n, 208n, 209n, 210n, 236n Jessop, Bob, 234n Johnsen, Julia A., 143n Johnson, Hugh, 192



### 248 Name index

Johnson, James P., 73n, 129n, 136n, 137n, 138n, 190n, 191n, 192n, 193n, 194n, 195n, 196n, 197n, 200n, 201n, 202n, 208n, 210n Jones, Elliot, 52n Jones, John, 185 Jordan, William A., 66n

Kelley, Daniel, 23n Keynes, John Maynard, 28n Kolko, Gabriel, 65n, 66n

LaFollette, Robert, 145
Lambie, Joseph T., 56n, 111n, 113n
Lamoreaux, Naomi, 19, 20n, 34, 35n
Leonard, N. H., 179n
Lesher, C. E., 168
Lewis, John L., 86n, 154, 158, 162, 168, 169, 193, 203, 212, 221
Lindblom, Charles, 68n
Lloyd, J. E., 142
Lubin, Isidor, 75n, 95n, 108n, 110n, 116n
Luce, R. D., 16n, 30n
Lynch, Edward A., 106n

McAuliff, Eugene, 143n MacAvoy, Paul W., 66n, 67n McCormick, Robert E., 59n McDonald, David J., 106n McNulty, Paul, 5, 24n Macrosty, Henry W., 52n Maloney, Michael T., 59 Mansfield, Harvey C., 103n, 107n, 122n Marvel, H., 41-2, 232 Marx, Karl, 2, 3, 4, 27-8, 6on, 233, 235, 236-7 Mathewson, G. Frank, 21n Means, Gardiner C., 38n, 39n, 226 Miller, J. P., 6on Mintz, Beth, 58, 227, 228n Mitchell, John, 119 Moody, John, 35 Moore, Elwood S., 77n Morgan, J. P., 125 Morrow, J. D. A., 144-6, 159, 196, 203n, 237 Murray, Phil, 231

Neale, Alan D., 53n, 54n, 64n Nelson, James C., 66n Nelson, Ralph C., 35 Netschert, Bruce C., 94n, 149n, 150n Nourse, E. G., 67n

O'Connor, James, 234n Offe, Claus, 68n, 215, 218 Olson, Mancur, 8n, 28n, 214–15, 220 O'Neill, Charles, 204, 208, 237 Palamountain, Joseph, 56n, 63n, 65n, 66n Palmer, A. Mitchell, 142 Papandreou, Andreas G., 21n Parker, Glen L., 76n, 117n, 183n, 192n, 200n Parmelee, Rexford C., 38n Peabody, Francis, 136 Pearce, Charles A., 44n, 46-7, 5on Penna, Phil, 155, 163, 237 Pennings, Johannes M., 47-8 Perkins, Frances, 189 Pfeffer, Jeffrey, 15n, 36n, 68n Phillips, Almarin, 17n, 18n, 20n, 222 Pibran, Karl, 19n, 41n, 55-6, 60, 71n Pomerene, Atlee, 136 Porter, Glenn, 36n Porter, M., 22n Posner, Richard, 17n, 19n, 62n, 65n Poulantzas, Nicos, 212n Przeworski, Adam, 4n, 214n, 222n, 230n

Raiffa, Howard, 16n, 30n Rappoport, Anatol, 32 Rasmussen, Wayne D., 67n Reynolds, Lloyd, 13n, 60n Risser, Hubert E., 76n Ronge, Volker, 68n Roosevelt, Franklin D., 189–90, 193–5

Salancik, Gerald R., 15n, 36n, 68n Sampson, Flem D., 183 Schattschneider, E. E., 66 Schelling, Thomas C., 11–12, 21n Scherer, Frederick M., 17n, 19n, 23n, 35 Schotter, Andrew, 29n Schotz, Carl, 128 Schurr, Sam, 94n, 149n, 150n Schwartz, Michael, 58, 227, 228n Shubik, Martin, 22n Shurick, A. T., 77n, 80 Smith, R. A., 22n Snidal, Duncan, 29n Steinbugler, J. L., 200 Stevens, William S., 50n, 51n, 55n Stigler, George, 18, 19, 20n, 36n, 62n, 67, Stiglitz, Joseph E., 21n Suffern, Arthur E., 18n, 95n, 106n, 108n, 110n Sweezy, Paul, 38, 226

Tams, W. P., 75n, 112, 194, 208n Taplin, Frank, 185 Taylor, Michael, 16, 217 Taylor, S. A., 76n Thompson, Alexander M., 116n Thorelli, Hans B., 37n, 62n



### Name index 249

Tollison, Ralph C., 59n Tryon, F. G., 77n, 81n, 83n, 107n

Useem, Michael, 15, 29, 47, 48, 228, 230

Van Tine, Warren, 162n, 166n, 202n, 236n Veenstra, Theodore A., 84n, 85n Vittoz, Stanley, 65n, 236n

Wallerstein, Michael, 230n Ward, James, 67n Watkins, Myron, 65n Watson, James, 187 Weaver, Daniel, 104 Weinstein, James, 230n
Wheeler, John T., 21n
Whitney, Simon, 89n
Wieck, Edward, xiv, 95n, 103n, 104n
Wiesenthal, Helmut, 215, 218
Wilcox, Clair, 46, 50, 51n, 57n, 58, 64n
Williamson, Oliver E., 61n
Willis, Joseph, 77n, 81n, 83n
Wilson, Woodrow, 129, 133, 137
Wright, Helen R., 78n, 223n

Yamey, Basil, 63n

Zeitlin, Maurice, 38n, 39n, 57n



# Subject index

agricultural policy, 67
Amalgamated Association of Miners of the United States, 105
American Miners' Association, 104–5
antitrust law: as a contraint on collective action by coal operators, 127–9, 182–3, 189–90; prohibitions on consolidation, 35–6; prohibitions on contracts in restraint of trade, 62–3; prohibitions on internal mechanisms, 53–4
Appalachian Coals, Inc., 183, 192, 208
Assurance Game, 14–15

banks, as organizers of competition, see creditors

basing points, see delivered prices; coal industry

Battle of the Sexes, game of, 30 Bituminous Coal Code, 173; creation of, 191–6; operation of, 196–202 bituminous coal industry, see coal

industry buyers: number and bargaining power of as affecting cooperation in pricing

Prisoner's Dilemma, 18–19; as organizers of competition, 56–7; see also coal industry

capitalism: and economic competition, 3– 5, 210–12; and interests of capitalists, 4, 13, 230–1, 234–5; also see capitalist relations of production

capitalist collective action: conditions facilitating, 17–23, 216–17; contingent nature of, 212–13; through external mechanisms, 54–62; through internal mechanisms, 45–54; through public mechanisms, 62–8; see also coal industry; railroads; United Mine Workers of America

capitalist collective action problems: and collective action theory, 213–21; derived from accumulation and legitimation requirements, 234; derived from the conflict with workers, 2–3; derived from the investment decision, 29; derived from the length-of-work-

ing-day decision, 27–8; derived from the pricing decision, 5–16, 23–7; derived from the product differentiation decision, 29; derived from the standardization decision, 29–30; derived from the wage decision, 28; elimination of, 33–9; intertemporal, 28–9; and the problem of market organization, 221–8; solutions to, 39–68; when firms differ according to their capacity to defect, 26–7; 87–8; when firms differ according to their costs, 24–6, 41, 86–7; see also coal industry

capitalist relations of production, 2–5, 131–2, 149, 211–12, 228–33, 237 capitalists, competition among, see

competition capitalists, interests of, see class consciousness; competition

cartels, 13; state-enforced, 66–7 Central Competitive Field, 107; see also coal industry; coal operators

Chicken, game of, 29 Civil Aeronautics Board, 66

class conflict between workers and capitalists, 2–4, 228–33; see also coal industry; coal operators; competition; United Mine Workers of America

class consciousness, 14–15, 229–31, 237 class organization, see capitalist collective action; capitalist collective action problems

coal: differences in quality of, 78–80; physical properties of, 77–8 Coal Distribution Act, 160

coal industry: as a "boom/bust" industry, 74, 140; bargaining power of consumers in 71–3; basing-point pricing in, 199–200; collective bargaining in, 105–10, 115–16, 153–8, 160–1, 168–70, 194–6, 207–8; consolidation in, 89–90, 124–5, 176–8; days worked in, 98–9; demand in, 73–4, 83, 94–6, 134–5, 139–40, 149–50, 158, 164; 178–9; district sales agencies in, 182–4, 208; East–West competition in, 94–101, 105–7; efforts to moderate price increases in, 136, 142–3; entry condi-



Subject index

251

tions in, 76; excess capacity in, 115; exit conditions in, 76; external organizational mechanisms in, 91-2 (see also railroads; United Mine Workers of America); fair trade codes in, 181-2; freight rate controversies in, 122-3; high fixed costs in 74-5; increased entry in during World War I, 150; interfirm differences in, 78-82, 87-8; internal organization organizational mechanisms in, 103, 106, 125-7, 131, 136, 162, 174-6, 181-4, 199-200; intertemporal pricing Prisoner's Dilemma in, 134-6; labor costs in, 81-2; labor unions in, 104–5, 107–10 (see also United Mine Workers of America); lack of concentration in, 71-2; lack of standardization in, 77-8; major markets in, 83-5; major producing districts in, 79-80; mechanization in, 80-1; nationalization of, 140-1; North-South competition in, 110-11, 116-24, 170-1; obstacles to consolidation in, 89-90, 181; obstacles to cooperation in, 70-8, 216-17; organization of competition by railroads in, 111-14, 131; organization of competition by workers in, 88, 91–2, 107–10 (see also United Mine Workers of America); output of, 96–7; post World War Î boom in, 139-40; price and wage cutting in, 102-7, 124, 151, 179; price cutting in, 197-203; price games in, 88-9, 117, 124, 130, 134-6, 174, 196-7, 203; price increases in, 134-5, 139-40, 158, 210; prices in, 100-1; 114; pricewage games in, 86-8, 96-7, 117-19, 130, 151-3, 173, 179-80, 223-5; standardization problems in, 77-8; state intervention in, 136-9, 141, 235-8; strikes in, 103-4, 106-7, 153-8, 160-1, 169-70, 202; transaction characteristics in, 71-3; transportation conditions in, 76-7; transportation costs in, 81-2; wage cutting game in, see coal industry, price-wage games in; wage cutting in, 82-3, 86, 116, 151, 164-8 (see also coal industry, price and wage cutting in); wage differentials in 108-10, 116, 151, 165, 194-5, 208, 220; wage game in, see coal industry, price-wage games in; wage-price game in, see coal industry, pricewage games in; wage-price games in, see coal industry, price-wage games in; wages in, 82-3, 108-10, 198; see also United Mine Workers of America; coal operators

coal mine safety laws, 121–2 coal operators: attitude toward NIRA, 190; and debate over Davis-Kelly bill, 187-9; efforts to moderate price increases, 136, 142-3, 159; efforts to stabilize wages, 162; high discount rate of, 216-17; opposition to collective bargaining in late 1920s, 167-8; opposition to interstate collective bargaining in 1922, 153-8; opposition to state intervention, 140-7, 158-61, 188-90, 205-7, 237-8; organizational need of, 87-8, 99-100, 139, 147, 152, 179-80, 184, 191, 196; public hostility toward, 140-1; resistance to unionization in South, 120-1; support for state intervention, 127-9, 189-90, 203-10; support of collective bargaining, 105-8, 119–20, 155–6, 162, 185–6, 193–4; see also Bituminous Coal Code; coal industry

collective action, see capitalist collective action

collective action problems, see capitalist collective action problems

collective bargaining, see coal industry; coal operators; United Mine Workers of America

combination, see consolidation competition: as a collective action problem, 5–13, 213–28, 237; and conflicts about market organization, 222, 237–8; as a constitutive element of capitalism, 3, 210–13; in a depressed market, 13; economic theory of, 5–8, 221–2; importance in structuring interclass struggle, 131–2, 149, 170–1, 231–3; and interests of capitalists, 3–5, 23–7,

29, 230–5; see also coal industry competitive equality, 108–10 consolidation, as a means to eliminate competition, 33–9; see also coal industry

consumers, *see* buyers coordination problems, 29–30 corporation: debate over control of, 227–8; as device to eliminate competition, 36–7.

cost differences, and cooperation in pricing Prisoner's Dilemma, 24–7; see also coal industry

cost structure, and cooperation in pricing Prisoner's Dilemma, 20; see also coal industry

costs of market organization, see market organization, costs of

credible threats, and cooperation in pricing Prisoner's Dilemma, 21–2



### 252 Subject index

creditors, as organizers of competition, 57-8, 61

Davis-Kelly bill, 187–9 delivered prices, 50 demand, and cooperation in pricing Prisoner's Dilemma, 19–20 durability of products, and cooperation in pricing Prisoner's Dilemma, 20

entry conditions, and cooperation in pricing Prisoner's Dilemma, 20–1 entry restriction by workers, 60 exit strategies to eliminate collective action problems, 33–9

external organizational mechanisms: conditions facilitating their effectiveness, 61–2; costs and coercive capacity of, 61, 225; types of, 54–61; see also coal industry; railroads; United Mine Workers of America

fair trade, 65
Federal Trade Commission, 65, 128–9, 143–5;
financial control of capitalist firms, 38–9, 227
fiscal policy, as a means of organizing competition, 66
Food and Drug Act, 65
freight rate controversies, 122–3

garment industry, 232–3 Guffey–Snyder bill, 203–9, 225, 235 Guffey–Vinson bill, 209–10, 238

heterogeneity of firms, impact on collective action, 23-7

heterogeneity of products, and cooperation in pricing Prisoner's Dilemma, 22-3

holding companies, as a means to eliminate competition, 37–9

interest groups, as a means to eliminate competition, 38-9

interfirm differences, as affecting costs of market organization, 41; effect on pricing Prisoner's Dilemma, 23–7, 219–20, 231–2

interlocking directorates, 47–8 internal organizational mechanisms: in coal industry, 91, 103, 106; coercive capacity of, 52–4; conditions facilitating their effectiveness, 52–3, 103, 174–6; costs of, 52–3, 223; types of, 45–52

Interstate Commerce Commission, 6, 160; see also freight rate controversies investment, as coordination problem, 29

Jacksonville agreement, 163–4 joint selling agreements, 50–1; in coal industry, 111–12 joint ventures, 48–9

Lever Act, 136-7, 159-60

market organization, benefits of, 40, 42–3; in coal industry, 90–2; as a competitive weapon, 41–2, 238; costs of, 40–2; as transformation of competitive games, 39–44, 222–5; see also capitalist collective action

market organization problem, 30–1; distinguished from interest group problem, 213–22; importance of, 222–3 see also capitalist collective action problems

market organization, see market organization problem; capitalist collective action

market-sharing agreements, 50–2 Meat Inspection Act, 65 mergers, see consolidation mine safety laws, see coal mine safety laws

National Coal Association, 133, 141–6, 159, 174–6, 191, 215, 219 National Coal Board of Arbitration, 201 National Coal Industrial Board, 210 National Federation of Miners and Mine Laborers, 105

National Industrial Recovery Act, 67, 190–202, 235–236

National Miners' Union, 185–6 National Recovery Administration, see National Industrial Recovery Act natural gas, and coal competition, 94–5,

newness of market, and cooperation in pricing Prisoner's Dilemma, 19 number of buyers, and cooperation in pricing Prisoner's Dilemma, 18–19 number of sellers, and cooperation in

organizational capacity, 40, 44; of coal operators, 90-2

pricing Prisoner's Dilemma, 17-18

organizational mechanisms, 40, 42; benefits of 42–3; costs of, 40–2, 225–6; external, 54–62; internal, 45–54; public, 62–8; see also internal organizational mechanisms; external organizational mechanisms; public organizational



#### Subject index

253

mechanisms; state; coal industry; United Mine Workers of America; railroads

organizational need, 40, 43-4, 225-6; see also coal operators

output monitoring, as a means to organize competition, 50-1

patent licensing, as a means to organize competition, 64

Pomerene Amendment, 137

pools, 50-2; see also railroads

price cutting, see pricing Prisoner's Dilemma; coal industry

price-fixing agreements, 45-6, state enforcement of, 62-3

price game, see pricing Prisoner's Dilemma; coal industry

price-reporting, as a means to organize competition, 49–50

price-wage game, see coal industry pricing Prisoner's Dilemma: cooperation in, 17–23; in a depressed market, 13; intertemporal, 28–9, 134–6; iterated 13–23; n-firm, 11–12; supergame, 15–16; 2- firm, 11; see also coal industry

Prisoner's Dilemma, see pricing Prisoner's Dilemma

product differentiation: and cooperation in pricing Prisoner's Dilemma, 22–3; as coordination problem, 29; as a means to organize competition, 34

public organizational mechanisms: costs and benefits of, 67–8, 142, 146–7, 153, 225, 237–8; types of, 62–7; see also state

railroads: as organizers of coal competition, 111–14, 131; pools among, 113– 14; see also freight rate controversies regulation, see state

relations of production, see capitalist relations of production

resale price maintenance, 63

restraint of trade legislation, see antitrust law

restrictive contracts, 63-4 Robinson-Patman Act, 65

Sherman Act, see antitrust law side payments to facilitate cooperation, 220; see also competitive equality size of firms, affect on cooperation in pricing Prisoner's Dilemma, 220–1 standardization: as a coordination problem, 29–30; of products as a means to organize competition, 65; of trade practices as a means to organize competition, 50; see also heterogeneity of products

state, as a means of organizing capitalists, 233–8; see also public organizational mechanisms; coal industry

strategic investments, 21

strikes, as a means to limit output, 59; see also coal industry

suppliers; as organizers of competition, 55-6; in coal industry, 91

tariffs, as a means to organize competition, 66

tax policy, as a means to organize competition, 66

trade associations, 46–7, 215; see also National Coal Association

trade practice standardization, 50 transaction characteristics, and cooperation in pricing Prisoner's Dilemma, 19 trusts, 37

United Mine Workers of America (UMWA): advocates nationalization of coal mines, 140; attempts to organize nonunion fields, 119–21, and Bituminous Coal Code, 192, 201–2; and competitive equality, 110; decline of 165–70, and Guffey–Snyder bill, 203–4, 207–8; indicted for price-fixing, 141; and joint agreement of 1898, 107–8, and mine safety laws, 122; and 1922 strike, 154–8, 160–1, 162–4; and 1927 strike, 169–70; as organizer of competition, 114–15, 131–2, 155–6, 162, 164–5, 170–1, 185–7, 193–4, 196, 201–2, 210, 225, 229

United States Coal Commission, 160

wage cutting, see coal industry wage cutting game, see capitalist collective action problems; coal industry

workers: in garment industry, 232–3; as organizers of competition, 58–61; see also coal industry; United Mine Workers of America

working day, length of, see capitalist collective action problems