

Actually the landowner is bludgeoned into acceptance of the first offer and that is why an overwhelming majority do accept. They know that the price will not get any higher and will actually decline after he refuses. Most lawyers will advise him not to get a lawyer since there is little, if any, chance the commissioners will change the price offer in favor of the landowner. Many landowners complain that they cannot get a lawyer to take a case before the commissioners.

The landowner is told he will not be permitted retention of his buildings if he does not accept value No. 1. He may face pressures of orders of immediate possession or be banned to languish in limbo for an undetermined period of time, should he misbehave and refuse the first offer. He is told the Authority will close down essential services, buy up the roads and erect toll gates and he knows from the experiences of other landowners that he will be subject to the complete program of harassment which awaits all landowners who do not cooperate in keeping up the V/FC ratio.

The Authority has control of its independent appraisers which it pays about \$100 for a preliminary appraisal. In this area TVA is the best possible customer for an appraiser's services; a customer no appraiser is likely to offend. The Authority is quite clear as to what would constitute an offensive appraisal. All appraisals which do not fit into the preestablished pattern are considered offensive.

The appraiser bringing in such an appraisal is quickly paid off and told to take his high price home with him. He will never again be hired by the Authority.

According to good practice, he is barred from testifying for the landowner in this matter and thus his high appraisal is closed from the picture and high appraisers are eliminated from the system. Appraisals which fit into the P.U. & C.A.—pattern of uniform and consistent appraisals—are accepted and, of course, they may be changed during the process as dealings with the landowner may require.

The pattern of uniform and consistent appraisals is set up in the following manner:

When the area for acquisition is determined a pattern favorable to the Authority is set and backed up by sales in the past which tend to support this pattern—sales which do not fit into the pattern are rejected and not used as data.

When the pattern is set and justified by a choice selection of pattern sales in the past—the independent appraisers are taken into the field by TVA appraisers. They are shown those parcels which fit into and support the TVA pattern. It can thus be expected that these independent appraisers will turn in an appraisal which fits into the pattern—they usually do.

Low-price or pattern appraisers assure themselves of continuing work; high-price or nonpattern appraisers will have to look elsewhere for work. One can only guess what the ratio of pattern to nonpattern appraisers in the valley really is.

Those who wonder at such goings-on are reminded that this is allowed to happen for the very same reason that the Authority insists upon special acquisition powers: That very large amounts of land in the valley and adjoining territory come under the jurisdiction of the Authority. Where the Authority has such an overwhelming effect on a given land area, it can be expected that its power could reach into