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people are not making much money and they need this additional interest to make money. Was that your point?

SENATOR POWERS: Well, it is not that simple, but yes, basically that is true. They are losing money on offering to the customer the credit feature because of the high cost of them getting money. Retailers don't want to be in the finance business. They are in the merchandise business and the revolving credit is one convenience feature they offer.

SENATOR CHAMBERS: Do you feel that the majority of sales, retail sales in Nebraska, are made cash or credit?

SENATOR POWERS: Based on one experience I had and it has been a couple of years since I have been associated with that firm, I think fifty-one percent of the sales were cash and forty-nine were credit.

SENATOR CHAMBERS: So you mean to tell me that when forty-nine percent of the sales are made in a certain fashion that particular type of sale is only offered as a convenience? It is not designed to provide money for them?

SENATOR POWERS: No, it doesn't provide money for the retailer.

SENATOR CHAMBERS: Does it cost them to do that?

SENATOR POWERS: Yes, it does.

SENATOR CHAMBERS: So forty-nine percent of their sales lose them money?

SENATOR POWERS: I beg your pardon.

SENATOR CHAMBERS: Forty-nine percent of the sales they make are made in a way to lose them money. Is that correct?

SENATOR POWERS: Forty-nine percent of the sales are credit and the administration of the credit feature computed separately is a loss. They lose money on the operation of their credit operation, yes.

SENATOR CHAMBERS: Do you think it is...when I was a youngster coming up through high school there was one principle of economics that was stated to me that I do remember and this is that you don't send good money after bad. Why would they operate at a loss if their intent is