

see what the demand is and in many cases capitalize on it.

Records of the number and size of suits rented will be a guide in the future purchase of suits for rental purposes and thereby eliminate the future investment in suits that are sizes which are not in demand and use up valuable space that the suits of proper sizes should be using to advantage. Suit manufacturers all have made up for the purchasers convenience, various proportions of sizes that should be purchased, these being based on the salesman's experience over the country and also from the records of pool operators, however, location of the pool, charges, and many other elements will vary this figure considerably.

The question of laundry is also another element in considering the purchasing of suits. Records of TOWEL RENTALS AND LAUNDRY COSTS should indicate to the operator whether it would be more economical to rent towels rather than purchase them or whether it would be more advantageous to install a laundry equipment and laundry the towels and suits at the pool. This is of course, out of the question to most of us operators. Records of the greatest number of towels and suits used over a one, two and three consecutive day period, depending on the laundry conditions, will indicate the actual requirement of your pool.

Records of the sale of bathing caps, and other items, might indicate a possible savings in the future on quantity purchases without over loading.

Spectators' admission will indicate what attractions are successful and bring in the spectators and those that fail to please. Of course the estimate size of the crowd will tell this but records of the admissions are proof positives.

Next to the record of incomes are the records of EXPENDITURES. These should be kept in detail and at the end of the season or sooner should be broken down into such items as: Wages, which can again be broken down into Manager, Operator, Attendants, Life Guards, extra help, watchmen, etc. Cost of the various supplies could be divided into the cost and amount of water, chemicals, electricity, new equipment, suits, towels, also pool supplies, bath house supplies, repairs, paints, advertising, insurance and others, depending on local conditions. These records analyzed and compared with other seasons will give the operator of the pool something to think about.

Records of chemicals and bacterial tests are very important. The records of bacterial tests of the pool water made by an outside recognized agency, either public or private, will stand as evidence in Court. Records of chemical tests will also generally indicate what can be expected in bacterial tests. These chemical tests will give the operator a cross section of the condition of his water. He can correct any deficiency or eliminate any overdose by these tests. The record of chlorine, P.H. and copper sulphate tests should be a definite barometer to the operator. Records of the quantity of chemicals, either chlorine, ammonia, alum, soda-ash, lime, copper sulphate or the combination of some, used to produce definite results are invaluable to the pool operator. Some of these can be kept in the head but it is well to have it as a record as memory sometimes fails.

Records of all ACCIDENTS, either trivial or serious, are required by the Insurance Company covering pool liability. Pools carrying insurance can readily see the value of these records as they are often subpoenaed several years after the accident occurs. These records are much more convincing to a jury than some one attempting to remember just what happened at a particular time.

Records of weather, temperature, precipitation, will explain in detail some losses and gains. Of course, it is agreed that nothing can be done about the weather but the records will indicate that the management is not always necessarily at fault.

Records of swimming competition are interesting and if displayed on the Bulletin Board, where the swimmers have access to it, it creates competitive sport which will help to bring patronage.