

## Job Openings

Ocean City Yacht and Golf Club, Route #2, Berlin, Maryland 21811; 27 holes; Automatic irrigation; house provided; salary open, paid expenses for attending educational meetings; paid vacation.

Send applications to Mr. Hugh Wilde — phone 1-641-0791; or Mr. Herman Sorin c/o Ocean City Yacht and Golf Club.

Army Navy Country Club ; 27 holes; automatic greens & tees; salary open; fringe benefits; under age 45; advisory capacity to 18 hole annex Fairfax, Va. Contact: Col. J. A. Sims, General Manager; 2400 South 18th Street, Arlington, Va. 22204 — phone 703-521-6800

## Mid-Atlantic Course Maintenance Survey

Enclosed in this newsletter is a one page questionnaire. This survey is designed to assist us individually and as a group to better inform us of typical expenditures for our maintenance operations. An analysis of the answers from this survey will provide useful figures to substantiate future expenditures within our own club budgets.

Secondly, these figures will let you know where you stand in relation to the other Mid-Atlantic golf course operations—from labor and hourly wages through expenditures for supplies and power equipment.

What is the average hourly wage for a mechanic or greensman? Is your salary above or below average for our Washington area? What do other clubs annually spend on equipment maintenance or new equipment? Does your chemical costs seem high or low compared to other courses? Does the maintenance cost of your irrigation system substantiate updating or replacing your old system?

We often justify the cost of new equipment on the present man hours required to complete a maintenance operation. The results of this survey could illustrate to your club officials a potential savings of manpower with an increased equipment replacement program.

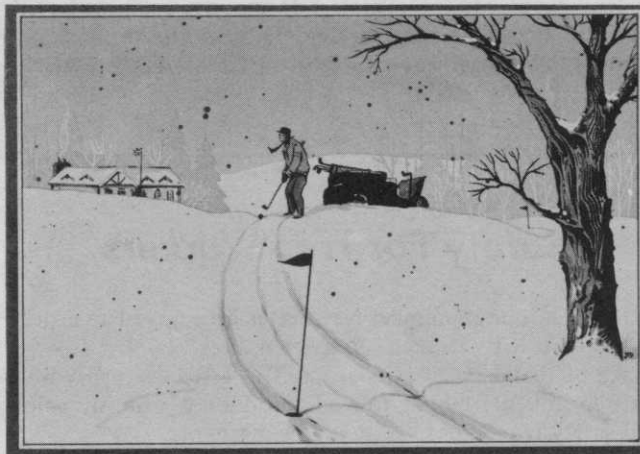
The potential values of this survey are all to numerous to mention; for we can all find different applications for figures and statistics. As stated in the last newsletter, the identify of each respondent will remain confidential and all questionnaires will be destroyed after the completion of our survey.

A comparison of all operational and maintenance costs will be made by a grouping of a high, low, and average cost for each operation questioned. In order for these figures to provide us with accurate information every Mid-Atlantic golf course superintendent must complete and send in the questionnaire. A 100% accuracy is only obtainable with a 100% response.

We are conducting this survey for the benefit of our Mid-Atlantic members. Don't short change yourself on obtaining useful information. Answer all questions, and send the questionnaire to:

Mid-Atlantic Survey  
14405 Pecan Drive  
Rockville, Maryland 20852

*As others see us...*



*Christmas Cards From  
Bob Milligan — Gunpowder C.C.*

## Class E (Associate) Membership Frozen

The Board of Directors of the Mid-Atlantic has voted to withhold all Class E membership applications until further notice. (We must protect our voting rights at the National).

## Membership Applications

At the October 19 board meeting, two new applications were read and are being published here in accordance with our by-laws. Unless written objection is received within 30 days after publication these men will become active members with their requested classifications.

Lee Jarman — Class D Assistant — Hunt Valley Country Club  
Glenn S. Shields — Class H Student — Woodmont Country Club