he met, and by others in his line of business he was held in highest regard.

As a citizen Charley was an active leader in work for the community's good. He was one of those grand fellows whose passing is sincerely lamented by all who knew him.

Practice Ranges Provide Big Field for Pro Services

PRO golf is going to have to take considerably more studied interest in the practice ranges. That's getting to be a big business with plenty of construction and operation problems and potentially a great market for first class pro services.

Numerous authenticated instances are reported of pros at practice ranges having among the highest pro earnings in a district. Some of the practice range pros already are making substantial progress in club selling.

General tendency in pro golf now is to look in a patronizing and pitying way on the driving range pros, about as the boys at private club jobs used to consider public course pros. Neglect in working on the public and daily fee course situation cost pro golf concessions at many jobs that might have become among the most profitable pro jobs in the country.

In the last two months GOLFDOM's editorial staff has talked with at least 20 range pros who formerly held club jobs and who say that the range jobs are better in money, security and opportunity.

Practice ranges of the first class now
are recognized recreational assets to the community. A range like the 65 tee enterprise Ted Madden operates at Brighton, Mass., converted an unsightly dump into a very attractive and busy play area.

Ted's tees each are 12 ft. square and elevated about 6 ft. above the rest of the field. He put about 30,000 yds. of fill into the former dump and swamp, thus providing ample playing area and parking space. He installed more than 6,000 feet of drainage. It took two months to complete the job, but now it's a community asset and a fine money-maker.

More than 12,000 balls are used daily. Twenty-six 1,000 watt floodlights make night play pleasant. Madden figures that last year his course brought more than 100 new players into golf. There is one tip-off to the opportunities for a smart fellow at a practice range. How would you like to have a chance to sell equipment to 100 brand new players a season?

Madden's staff during the busy hours makes discreet use of instruction service by watching the customers and giving them, free, helpful, simple instruction tips. The tips not only result in selling more balls so the players can practice at the tips, but bring in considerable private lesson business to Madden's pro staff.

Pro Golf Mourns Alves' Death—Grange Alves, veteran pro at the Acacia CC (Cleveland district), died at his home, June 3, following a prolonged illness which he bore with customary fortitude. Grange was 54 years old. He was a native of Aberdeen, Scotland and came to this country in 1907 as pro at French Lick Springs, after having won numerous amateur tournaments in Scotland. In 1913 Alves went to Shaker Heights in Cleveland in charge of its construction, and for the next 10 years was the club's pro.

He was active as a course architect and constructor, player and instructor in American golf, and as a regional and national PGA official.

Grange was one of the grand and rugged older school that helped to make golf a national game. He had a vast