

SALES INCREASE.

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BUILDING CONTINUES ACTIVE.

VAN NUYS, Jan. 20.—Following the extensive programme of future improvements for 1912, outlined by H. J. Whitley, general manager of the Suburban Homes Company for the townsite of Van Nuys and the Van Nuys-Lankershim Lands, the number of sales made in the townsite by W. P. Whitsett, sales manager, through the month of January so far have been very extensive.

The business houses of this new town are all flourishing and reporting increased sales each month. Building activity continues, and during the month of December forty-eight carloads of material were shipped into the town and reports from the freight agent of the Southern Pacific indicate that the January business will be much larger.

Postoffice cancellations for the month of December showed about 30 per cent. increase over November. The telephone exchange building which is being erected here by the Pacific Telephone and Telegraph Company is well under way and service is promised within sixty or ninety days.

Seven days' sales as reported by the W. P. Whitsett Agency are as follows: Tohachi Shimshora, \$400; F. R. Cyriack, \$1768; O. W. Wilcox, \$300; Wilfred Stalay, \$400; F. D. Haddock, \$2250; Miss O. K. Bell, \$1100; F. R. Cyriack, \$500; F. R. Cyriack, \$800; Mrs. L. H. Myers, \$2500; F. R. Cyriack, \$1450; A. P. Proosch, \$500; G. A. Bronson, \$450; Joseph P. Burdick, \$450; Harry Phillippi, \$500; G. A. McKee, \$1100; Mrs. Francis Smith, \$450; William Ryan, \$562; Mrs. Alice A. Thomas, \$500; Lillian B. Streeter, \$2250; Eugene Glare, \$750; G. A. Bronson, \$500; Miss A. V. Scloch, \$500; Paul E. Hoffman, \$500; Mrs. Olive F. Amis, \$562; T. T. Crippen, \$550; Miss Mary L. Myers, \$500; Mrs. J. Fine, \$1000; Foe Licke, \$600; Fred F. Pipher, \$550; F. Levitt, \$300; J. M. Tucker, \$1100; Ira Hageman, \$800; Mary and Ann Connelly, \$1000; H. G. Tsukishima, \$300; J. C. Guggolz, \$1050; Selon Gavary, \$300; E. L. and Laura A. Muerner, \$750; Emma L. Muerner, \$300; Laura A. Muerner, \$300; William H. Vaughan, \$1000, and Mett Siebery, \$975.