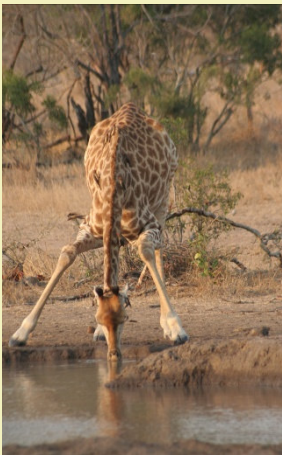
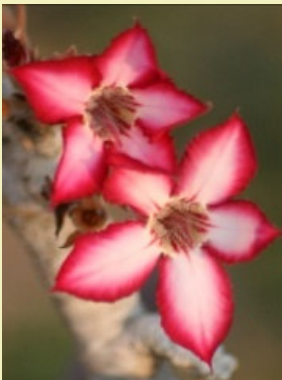


October 2009

ZANDSPRUIT NEWSLETTERIn this issue:

- Project Status
- Sales & Marketing
- Farm Management
- Events
- Construction
- Focus on Zandspruit
- Next issue 31 January 2010

**Current Project Status**

Our team of Professionals have been hard at work to complete the outstanding issues.

The Conditions of Establishment (CoE) have finally been received from Polokwane after a delay of almost 6 months! This was due to normal government's pace of getting things done and we certainly hope that this is not an indication of things to come!

Our Land Surveyor's next step is to compare the detailed Surveyor General's plan that he has prepared, against the CoE's. Then he needs to confirm the position of all the pegs in the ground on Zandspruit, where after he can hand in the General Plan for approval by the Surveyor General in Polokwane. This process will take about 3 months.

In the meantime, meetings have been scheduled with the Maruleng Municipality to finalise the Service Agreements. Once again, these meetings could not take place before the CoE's had been issued. Consolv will be the Engineers responsible for the water and sewerage (where applicable) reticulation, the road network, the airstrip, medium level bridge at the crossing to the Island and bulk water purification and storage. Quite a job!

The Electrical reticulation design has been finalised and is ready for tender. The tender process will only be entered into once the finance for the infrastructure is in place.

Mike Cowden and his team have completed all the walkways (rather than 'driveways') to the Bush & Aero stands.

This makes it very easy to reach the building pegs and show potential buyers the best features of the stand without getting stuck in the surrounding thorn trees! They have also opened up the new road network in the Town section of Zandspruit as well as the security road surrounding the Bush & Aero Estate. Most of the building rubble that was lying around the farm, has now been cleared. The old brick yard slab between stands 1236 and 1237 has also been removed and used as fill on the airstrip.



The airstrip has taken a big leap forward in that all the rocks in the remaining 300m which had not yet been cleared, have now been removed. This involved excavators and dynamite! The rocks were placed in the 'dip' on the airstrip where it crosses the drainage line. Although no water flowed here even after the heaviest rains, Consolv suggested that we place the big rocks in the drainage line just in case. Smaller rocks were placed over these and then fill was placed on top of that, ensuring that the worst of the 'dip' has now been taken out. We do still need to place more fill on the airstrip and then finally a thick layer of soil will go on as the final layer so that we can shape and compact the runway nicely. This work is expected to be completed by end February 2010.



Zandspruit boulders BOOM!

KRUGER 2 CANYON
NEWS



HOEDSPRUIT - 'If a tree falls over in the bush and there is no one near to hear the sound, does it still make a noise?' A philosophical musing which is becoming ever more popular and varied in content (hence the bush amendment) and is regularly encountered in the most diverse environments. On September 28, however, this musing was definitely not opportune.

On this particular Monday morning it was all about hearing the sound, feeling the tremble, but not knowing where it came from. No, it was not a tree falling. Although, one of the main priorities on Zandspruit is to retain as much natural

beauty as possible, it is simply impossible and most certainly unsafe, even for the most experienced bushveld pilots (of which we have many in Hoedspruit!), to land a plane on a runway with protruding boulders.

Farm Manager, Mike Cowden, and his team have been carefully removing nature's natural ornaments from the extended part of the Zandspruit runway for the past few months. However, after applying some of the most primitive methods (heating by means of fire, then sudden cooling) the removal of the last remaining boulders was only to be achieved by more modern means explosives!



*Story by Gerrit Jan van der Grijn
Photographs by Greg Gibbs*



Removal of the remaining boulders -as part of the approved site development plan, the upgrading of the existing Zandspruit runway has been underway for several months now. With the removal of bedrock and remaining boulders and the filling of the existing drainage line, one of the main phases of the runway (re-)construction has been completed. Once the layers of finer material have been placed on top of the bedrock and boulders in the drainage line, final profiling of the airstrip will take place. Total length of the completed airstrip will be 1.000 meters with a width

of 50 meters as per national aviation safety requirements. A KingAir 200 will then be able to safely land and take off from the runway. The airstrip's final surfacing will be carried out at the same time as the surfacing of the road infrastructure on the estate.

So, if on Monday you were wondering whether the new Gripens had somehow arrived in Hoedspruit and were breaking the sound barrier in the 'big blue hole' above our small safari town, we are sorry to disappoint you. It was the 'Zanties' clearing the runway for slightly different kinds of 'birds'.



Sales and Marketing News

Local Marketing

South African Airshows

Martin and Tracy have attended various airshows in the past few months.

The first of these was in Bethlehem on 29 August, the next in Potchefstroom on 3 October and then Martin and Michael attended the Bloemfontein Sun and Fun rally on 24 October.

All the airshows resulted in very good contacts being made. The secret of marketing a new development is to be seen. This we have achieved through the media and our attendance at airshows.

Most visitors to our stand remark that they know about Zandspruit or have heard about it. This is good news for us as it shows that our marketing plan is working. The past few months have been about getting the Zandspruit name out there while we are waiting for the turn in the economy which will enable us to get going at a serious pace.



Bethlehem Airshow

Marketing Strategy

In the past few weeks, the team at Zandspruit have felt a definite turn in the economy. Based on this fact, we decided to step up our marketing efforts. While we are still in the process

of finalising our master plan, we have already taken a number of steps forward to achieve our sales objectives. We have joined forces with Fire Ring Trading who are specialised marketing agents and who have been very successful in selling a development on the Vaal Dam known as Harbour Town.

These sales agents will be promoting Zandspruit along with Harbour Town at all of the biggest shopping malls in Johannesburg and Pretoria. Our first exhibition has already taken place in the Sandton Banking mall from 20 – 26 October. The feedback we have received has been positive and we look forward to a mutually beneficial relationship with them.



Potchefstroom Airshow

Etienne van der Burgh has been appointed as our marketing agent specialising in all the flying clubs in the greater Gauteng area. He will be doing presentations at various club meetings and organising fly ins for pilots wishing to view Zandspruit first hand.

We welcome both of these parties to our team and wish them great success in our joint venture!



Overseas Marketing

Landgoedfair Mariënwaerdt

HEERLIJKHEID  MARIËNWAERDT

From the 12 till 16 August Lorraine and Gerrit Jan were at the Landgoedfair Mariënwaerdt in Beesd, the Netherlands.

The fair started at 9 o'clock on the 12th and by 10 the rain was pouring down. Funny enough, it did not bother the visitors! Out came the umbrellas, on with the wellies and on with the show!!

Although Wednesday was the only rainy day, Thursday through to Saturday was beautifully sunny and warm (although fairly normal in Hoedspruit, not so much the case in Holland!), as many people visited the stand on 'Wet Wednesday' as they did on any of the other days.



Not really knowing what to expect, we were extremely pleased with the number of people who visited our stand. Many had been to South Africa, loved the country and we even met a few people who already owned a house and/or company in South Africa. In short, we were pleasantly surprised by the enthusiasm not only for the Cape, but for the bush as well!



After visiting the stand during the week Kayleigh Nebbeling offered to help promote Zandspruit and Southern Cross Schools on Sunday. Based on her own experience (after living in Hoedspruit for a year and attending SCS) Kayleigh showed people where she had lived and what it was like to go to a bush school.



The first visitors from the Mariënwaerdt fair have already been to Hoedspruit and visited Zandspruit. They were lucky enough to be in town for the SCS Golf Day and after party and enjoyed their stay in our small safari town very much. We hope to see the Van der Jagt family back soon!



Van der Jagt family at the Blyde Dam and enjoying an evening at the Bush Camp



Page 4

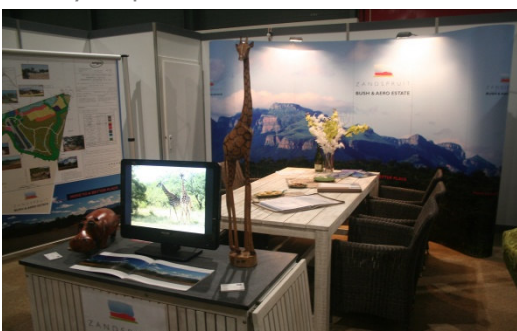


We set up our stand in record time at the Jaarbeurs exhibition hall in Utrecht, the Netherlands on the evening of 8 October and were easily ready for our first visitors at opening time (11.00) on the 9 October.

Mornings were used to speak to people with whom we had made appointments, because after lunch we were lucky to find 5 minutes for a quick snack. The stand was extremely busy with people interested to hear about our development. Again, we were pleasantly surprised at how enthusiastic people were about South Africa. Either excited about an upcoming visit or long since 'bitten by the Africa bug'. So, although tiring, it was an absolute joy to spend time with people equally addicted to our passion.

We expect approximately 10 visits as a result of this fair in the coming six months. Three dates have already been set and we look forward to sharing Zandspruit with more 'kaaskoppies'!

The SHI exhibition also resulted in many requests for additional media



attention, from which we chose to follow up on a few. Advertisements were placed in the SHI exhibition newspaper which was distributed to all stand holders and visitors. An advertisement and editorial (see separate email) was also placed in the glossy magazine, Second Home Life-

selected recipients.

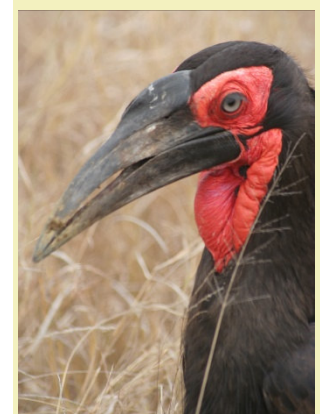
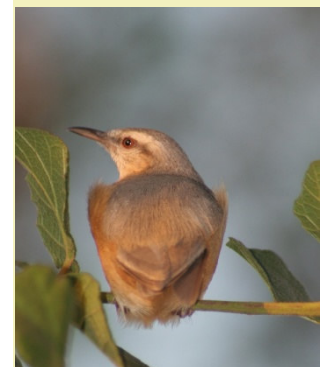
Other spin-offs from the SHI exhibition are leads for representation of Zandspruit in France and Germany. During the next month meetings and appointment of representatives for these countries are expected to be finalised.

At Mariënwaerd we were approached by the marketing company that is promoting the brand Savannah for the Dutch market. They asked us



whether we would be interested in promoting Savannah at any following exhibitions we might attend. This is how we came across 204 bottles of Savannah Dry free of charge to hand out during the Second Home International exhibition.

Needless to say, together with a few bottles of 'Classic Africa' wine, although tired we were all still smiling at the end of the day.





Farm Management

Rainfall

The rainy season is just around the corner, with the last few days of October yielding a little more rain to take the total up to 14mm.

Vegetation

With us removing a large amount of excess game and the rainfall we had last season, the vegetation is looking a lot better than this time last year. Needless to say, we are looking forward to this seasons' rains. Most of the deep rooted trees have flushed, providing a much needed food source for the browsers.

Animals

The Nyala capture was a great success. 9 individuals were captured (5 females, 3 juveniles and 1 breeding male).

A game count was performed on the property during September. All counts of animals are satisfactory.

Blue Wildebeest	33
Bushbuck	6
Duiker	3
Giraffe	7
Impala	266
Jackal	1
Kudu	15
Nyala	28
Warthog	32
Waterbuck	3
Zebra	30

The birthing season for the Impala is due to start in the next week or two. All adult females look healthy at this stage.

Only one case of leopard spoor has been reported during the Sep - Oct period. The hyenas have left their lair as the puppies are old enough to follow the adults. A lot of the summer migrant birds have returned.

A pair of Whalbergs Eagles nest on the "Island" every year and I'm happy to report that they are back in residents in a big old Marula tree.

Sandspruit River & Dams

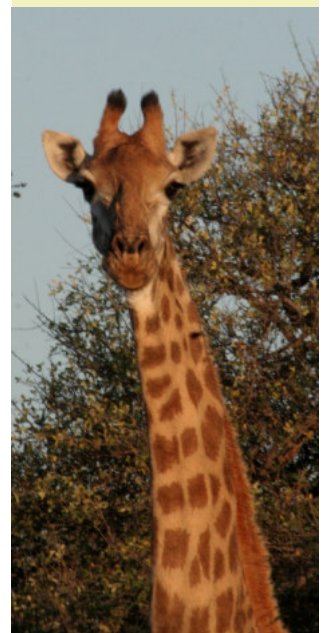
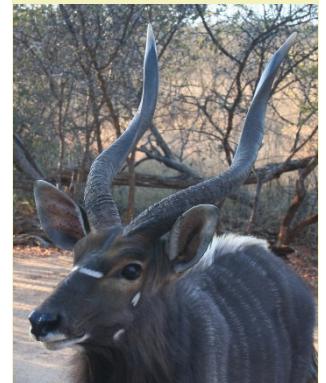
The Sandspruit River is still holding good amounts of water. As always good sightings of fish eating birds are common both along the river and at the dams.

Road & Erosion Control

The Ntundaluka dam spillway has been enlarged to take the amount of overflow water that was seen during the last rainy season.

Matters of interest

The old brick yard concrete slab has been broken up and removed to the airstrip as fill. This will give the area time to rehabilitate during this rainy season.





Events

There will be a showcasing of quality products from the area held at the Bush Camp on Friday 27 November from late afternoon.

The following exhibitors will be involved;

Zandspruit Properties

Imbuko Wines

F.E.A.S.T Foods

'In-the-Jam' specialty food products

A variety of local Artists



Construction

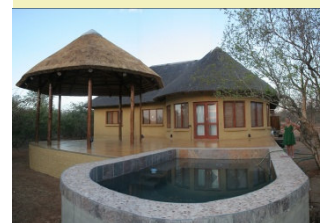
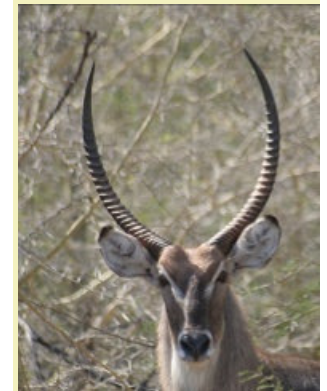
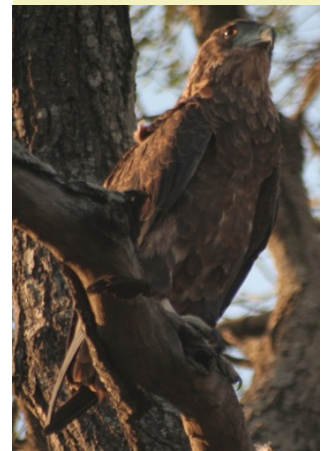
Zandspruit Construction continues towards completion of the houses mentioned in the previous newsletter.

One house to be completed by the end of October, one which is currently being 'thatched' and one for which an extension has now been completed.

Zandspruit Construction would like to take this opportunity to thank their clients for the trust placed in us.

In addition to a pleasant working relationship, a lasting friendship after completion of the project is a fantastic bonus.

We wish to thank all former clients for recommending Zandspruit Construction to family and friends.



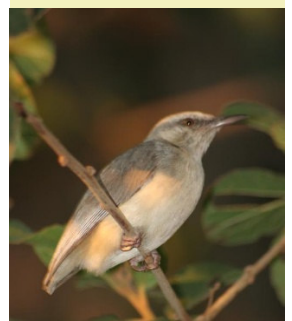
**BUILDING
A BETTER PLACE**





Focus on Zandspruit

A Spotted Eagle Owl nest has been found near some rocks in the Zandspruit. Mike Cowden has been keeping a record of its progress.



Should anyone wish to visit the farm and or Bush Camp, look at their stands or to take a drive through the Wilderness area, please contact us.

Best regards to all,

Martin (082 449 8895)

Tracy (083 977 9678)

Gerrit Jan (072 915 3050)

ZANDSPRUIT, MOVE TO A BETTER PLACE

www.zandspruit.co.za

www.zandspruit.nl