

ZANDSPRUIT NEWSLETTER

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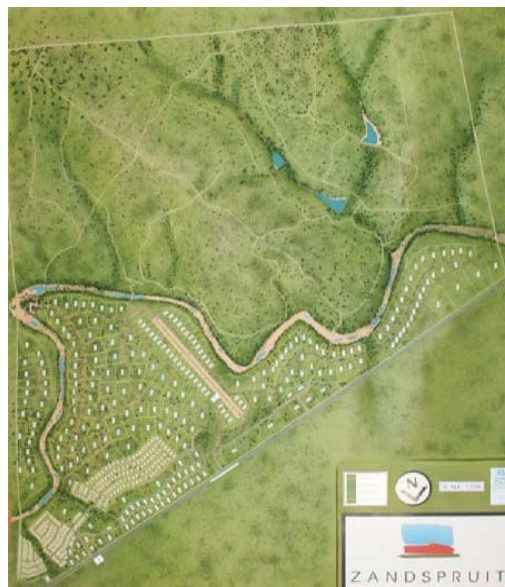
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Current Project Status

Goodbye 2009 – Welcome 2010! This is what most of us must have been saying at the turn of the decade. It certainly was a difficult year for most people, and we'll all be looking at 2010 to be the start of a strong turnaround in our economies.

Indications of a steady recovery in South Africa are very positive, especially with all the hype created around the Soccer World Cup in June. Values and movement in the property market are definitely on the increase again.



2010 promises to be Zandspruit's year. All the required documentation is in place to proceed with proclamation and one of the last requirements is to secure interim finance for the infrastructure.

Fortunately, Zandspruit is debt free and this loan is required simply to bridge - finance the infrastructure before property transfers can occur.

The exciting stage of home building can then begin for those of us wanting to experience Zandspruit's magic on a regular basis. Solid returns can also be expected for our investors reselling stands purchased solely for capital growth.

With the final designs for water and electricity infrastructure in place, tenders will be called on as soon as our interim finance is in place. After installation of water and power to the stands in the Bush & Aero Estate, we will proceed with the security fencing, the main gate complex, runway surfacing and the internal road surfacing.

Incidentally, only the installation of water and power is required for the transfer of a property.

The excitement is mounting as we approach the final stages of phase 1 of our unique development. We trust that you share our excitement as we await the outcome of years of hard work and planning.

The dream is about to be fulfilled! Our mission is to make Zandspruit the most sought after Estate in Hoedspruit.





Sales and Marketing News

Local Marketing

It is full steam ahead for the Zandspruit marketing team. Etienne van der Burgh and Sareta Lubbe have both covered a lot of ground, gathered information and we will be embarking on an aggressive campaign. Etienne will be operating within the Gauteng area and Sareta will focus more on the Limpopo and Mpumalanga areas. Presentations to aero clubs and various fly in appointments have been scheduled.

Our first fly in date is set for 14-16 March 2010. Contact Sareta Lubbe for more information regarding this exciting event. There are one and two day visit packages on offer.

sareta.lubbe@gmail.com

www.linkedin.com/in/sareta

During February 2010, Zandspruit is featured as the Development of the month on www.sa-developments.com website.

Our Air show attendance calendar is in its final stages of completion. You should be seeing us at the following air shows and aero events throughout the country during 2010:

13/14 March – Klerksdorp
20/21 March – Bloemfontein
10/11 April – Zebula
17 April – Parys
1 May – Polokwane
15 May – Middelburg
23 May – Rand
29/30 May – Rustenburg
29 May – Thabazimbi
24 July – Tedderfield
27/28 August – Bethlehem
5/6 September – Vereeniging
2 October – Mafikeng

Martin den Dunnen, Mike Cowden and Etienne van der Burgh will be taking turns to represent Zandspruit at these aero attractions.

But all work and no play or exercise would make life very dull, so Zandspruit is once again hosting the Sustainable Living Festival mountain bike race (40km). The festival will take place in Hoedspruit from 30th April - 2nd May 2010.

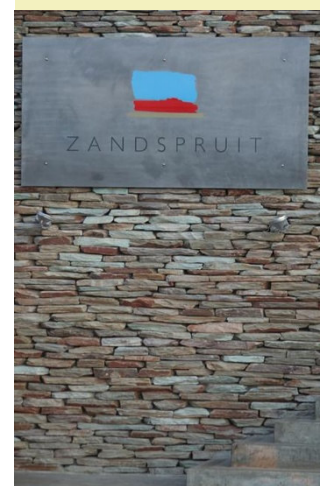
Last year this race proved to be a test of fitness and stamina. We hope to once again deliver unparalleled excitement – the previous race had an unexpected hippo roaming the farm, providing that added edge to an already adrenalin filled event.

For the more laid back - do visit our branded 'chill' area at the festival itself, hosted at the Southern Cross School grounds. This will of course be the better resting and relaxation area at the festival.

Soccer world Cup is of course the buzz word of 2010, and we are thrilled that the Dutch soccer delegation (KNVB) has chosen Hans Merensky as their base during the tournament. Zandspruit is planning an extensive exhibit within the estate during their stay. This affords Zandspruit the opportunity to further its already established business relations with these Dutch visitors.

Zandspruit will be going 'wireless' soon! We are planning an extensive radio marketing campaign, with Radio Jacaranda. So keep your ears to the ground, or rather the radio – it will be well worth your while. In the meantime follow our tweets on twitter, the information snippets may come in handy later....

Our marketing campaign will also be targeted more towards the lifestyle aspects of the estate and you can look forward to seeing and reading more about Zandspruit in the popular lifestyle magazines and publications throughout 2010.





We will, however, continue our presence in the aero publications on an ad hoc basis.

The Zandspruit DVD will finally be available on our website early next week. Treat yourself to an 8 minute preview of a better place. Living elsewhere will just not make sense anymore!

Zandspruit would also like to welcome back the Impala Aircraft to Hoedspruit airspace, under the experienced leadership of Col. Koos Kiek, currently on a private contract. Both are familiar, firm favourites within the Hoedspruit community and will be around for at least the next 5 years. Long live the Vlamgat!

On a more serious note it is with great sadness and grief that we bid farewell to a fellow Hoedspruit Aviator – Francois Erasmus, who was tragically killed in an aeroplane accident at Wonderboom Airport on 18 December 2009. Taken too soon and too young.

Overseas Marketing

MARKETING EUROPE

Five exhibitions booked for 2010!



Although the weather here in Europe is pretty, it's also cold and our hearts are in the Lowveld.

Participation at the following exhibitions have been confirmed:

Although we were originally sceptical about participating at the **Second Home Exhibition**, our small stand there in October last year yielded so many potential leads that, we have decided to attend both in March (26th, 27th, 28th) and October (15th, 16th, 17th) this year.

Visit: www.secondhome.nl

SECOND HOME
INTERNATIONAL
Dé beurs voor uw tweede huis!



The **Housevision Expo** is held in the RAI buildings in Amsterdam every second year and will take place from 9 until 11 April this year, visit www.housevision.com

It will be our first time at this Expo, so we are very excited and interested to see whether this Expo shares the Secondhome exhibition's potential. "Housevision" is one of the best known television programmes in the Netherlands (for which we have also been approached and which we are considering). The Expo is directly linked to the programme.



In addition to 50 leads that we picked up at the **Landgoedfair Mariënwaerd** in Beesd, the Netherlands, last year we also had a great time at this fair and met some fantastic people.

Although the fair is not a "real estate" orientated fair (it's comparable to the UK country fairs), we met a lot of people who were and are interested in South Africa. We view this fair as a chance to expose (38.000 visitors) our development to nature lovers and outdoor fans alike. The fair will take place from August 18 till August 22, 2010.

The **Second Place Exhibition** in Brussels, Belgium will take place on September 24th, 25th and 26th. This will also be the first time we exhibit at this fair.

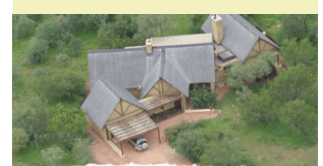
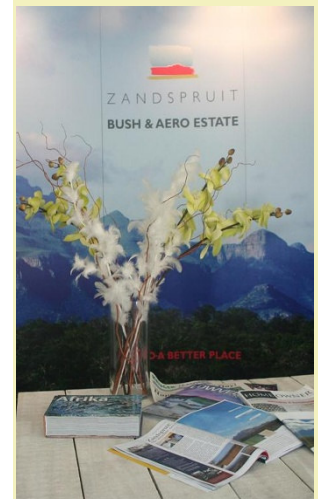
We are hoping to attract both Belgium and French potential clients, as there is not really a comparable exhibition in France.

Our representative for France and Switzerland will be joining us in Brussels. We look forward to taking our first steps across the Dutch border into Europe.

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ZANDSPRUIT



ZANDSPRUIT



Farm Management

Rainfall

A far cry from the rainfall of 2008/2009 with the bush having looked very dry until the last week of January, we have recorded approximately 260 mm from November 2009 through to January 2010.

Vegetation

Due to very little rain early in the season, the grass cover is fairly thin. We are hoping for some good late rains to keep us going through the winter months. The last week of January has seen us have over 100mm.

Animals

The Hippo has paid us a visit again during December. This time it decided to crash through one of our gates on the main road to gain access. It spent two days with us then went back to the Blyde River. Being a female, our thoughts were that it may have been looking for a quiet place to give birth.

We have had a very successful birth rate with our impala's this year, with groups of +/-20 babies (nurseries) been seen at a time. A leopard kill was discovered abandoned (Impala carcass) in a tree close to a busy fence line. Male and female leopard spoor have been a fairly common sight on the property during this period.

Hyena spoor are found all over the farm and hyena calls at night are common.

Baby zebra and baby wildebeest have been spotted during December and January, however, there are still no signs of baby giraffe or waterbuck.

Sandspruit River & Dams

The Sandspruit River is still flowing near our eastern fence line, keeping the river pools below full of clear water. Due to the lack of rain the pools further down the river are starting to dry up. The dams are a bit low for this time of year.

Road & Erosion Control

The Ntundaluka dam spillway has been completed with a gabion structure to prevent any serious erosion.



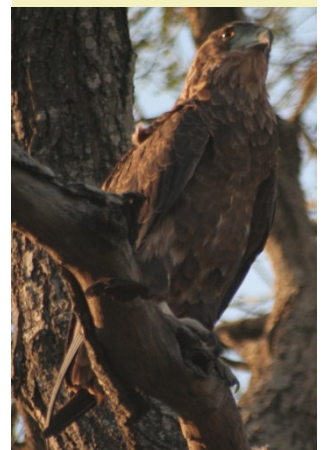
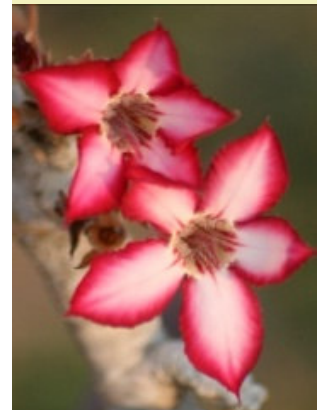
Matters of Interest

A very large python carcass was found near the Bush Camp (+/- 4 m). There was no clear evidence of how it died. Needless to say the hyena's cleaned up the carcass that night.

The Spotted Eagle Owl nest has been raided by a troop of baboons and the eggs were taken.

End of Year Staff Party

In December, the farm and construction staff enjoyed an end of year braai at The Rijshuys.





Events

A belated congratulations to Gregg and Cherilynn Janse van Rensburg.

You will know her as our ever helpful receptionist and sales assistant.

Cherilynn and her husband Gregg finally tied the knot in September 2009 and we wish them both a long and happy marriage.



On the 27 November we held a very successful exhibition under the banner:

"TREASURES OF THE LOWVELD"

The exhibition was accommodated in the The Rijshuys, it included displays by well known local artists, Petro de Jager, Mark Middleton and Anne Watt as well as paintings by highly acclaimed wildlife artist Sue Dickinson.

Other local artists on show were Val Morgan, Patricia Fulton, Paul Mittermayer, Anna Marie de Vos Millie Muller and Karen Puttkammer.

There was a wine tasting hosted by Imbuko Wines with snacks and cheese being served by F.E.A.S.T and 'In the Jam' accompaniment foods.

A great evening was had by all despite the torrential downpour!

Zandspruit Construction

As mentioned in the previous newsletters since our inception on 1st March 2009 we had a good start with two contracts for Dutch clients on Raptor's View and two contracts for clients on Welverdiend (Now called Khaya Ndlovu).

The extension of a house on Raptor's View has been completed and the new house for a our Dutch client on Raptor's View will be completed on schedule by the end of February.

The recently started construction of a new home on Welverdiend is flying ahead and is currently being thatched.

Regardless of the fact that, due to the global recession, the building industry in Hoedspruit was rather slow last year we can see a clear turn.

Several new contracts are being negotiated on various Estates around Hoedspruit and we are confident that 2010 will be a busy year, especially once the construction of new homes on Zandspruit commences. There are three plans currently on the architects' drawing board.

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



**BUILDING
A BETTER PLACE**





Focus on Zandspruit

Tania Erasmus

Tania worked for 14 years in the legal sector as a secretary and paralegal, specializing in debt collection and litigation.

Tania has been married to Abel Erasmus for 6 years. They both share a keen interest in nature and conservation of both animals and plants and left 'city life' for good in 2004.



Tania started working for Martin in June 2006 when he was still trading as Property Projects. Her career took a turn from legal to construction, which she says she does not regret, and after 4 years has built up a wealth of knowledge thanks to Martin & Tracy.

One of the aspects she enjoys the most is liaising with clients and helping them to make their new home a dream come true.

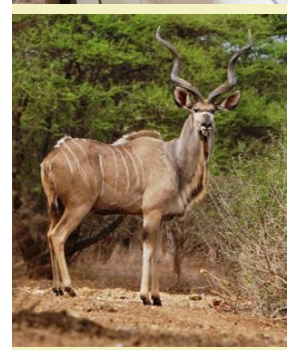
Tania is passionate about mountain biking and diving which puts Mozambique and the Wild Coast as two of her favorite holiday destinations.

Tania says: "I am proud to be part of the Zandspruit Team, my directors & colleagues are driven people and amazing to work with. Having been involved since the initial stages and witnessing what we all have accomplished so far on our different levels, I am really excited about Zandspruit's future.

I am looking forward to a fabulous 2010!"



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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.

Wishing everybody a fantastic 2010,

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130 days to go!!!!

ZANDSPRUIT, MOVE TO A BETTER PLACE

www.zandspruit.co.za

www.zandspruit.nl