



ZANDSPRUIT

JULY 2011

ZANDSPRUIT NEWSLETTER

In this issue:

- Project Status
- Sales & Marketing
- Farm Management
- Friends
- Construction
- Focus on Zandspruit
- Next issue 31 October

Current Project Status

We have been very busy showing prospective clients around the Estate and these clients always comment about the fine appearance of the entire farm but especially the neat way the infrastructure was installed with minimal damage to the Environment.

The farm shows little disturbance where the trenches were dug, cables and pipes laid and compacted. A big thank you to all the Contractors and Zandspruit's Farm Management for the effective way in which this potentially damaging job was dealt with!

Infrastructure for Phase 1 is thus a thing of the past but yet we are still awaiting the switch on by Eskom as well as the approval of the SG Plan in Polokwane. Our patience is being tested to the ultimate and our Land Surveyor and Town Planner have been quoted as saying that this is without doubt the longest they have ever waited for an approval stamp.

We are now entering the sixth month of a process that usually takes six weeks but we have been assured by our consultants that the end is in sight.

Once we have the final stamp, the process can get into full swing from our Attorneys side and all documents have been procured to ensure a swift and hassle free process. The implementation of services for Phase 2 will commence sometime in 2012. Enjoy your newsletter!



Show House aerial view looking on-to Sandspruit River



ZANDSPRUIT



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Sales and Marketing News

Local Marketing

'We are what we repeatedly do.
Excellence, therefore, is not an
act but a habit.'

This is the unwritten creed by which we at Zandspruit Bush & Aero Estate live, work, market and sell.

Consistency is the backbone of our marketing campaign both locally and abroad. Increasingly we are receiving feedback that we are being seen 'everywhere', consistently.

With our eye catching logo that sums up, at a glance, what we are offering – bush, mountain and sky –

Zandspruit Bush & Aero Estate has become a well established, recognisable and upmarket brand. The existing print and digital media marketing footprint of Zandspruit Bush & Aero Estate spans across the following locations and areas:

- 7 Airports – 4 international and 3 domestic
- 16 domestic Airline routes
- 12 strategic sites in the greater Hoedspruit/Phalaborwa area
- 15 strategic Tourism and Information sites in Mpumalanga
- 40 strategic Tourism and Information sites in Gauteng
- 9 magazine publications spanning aviation, leisure, golfing and tourism
- 5 Upmarket shopping malls in Gauteng and Mpumalanga
- 23 Four and Five star Resorts and Hotels nationally
- 2 Tourist route publications – Mpumalanga and Limpopo
- 5 Newspaper publications, regional and national
- 6 Aviation and Tourism websites – national and international

We have attended 15 air shows and hosted 6 exhibits nationally so far this year. 7 air shows and 4 exhibits remain for the year.

A recent addition to the air show crew has been Barry du Plessis from Förtisch and Associates Architects in Nelspruit, the lead architects on Zandspruit Bush & Aero Estate.

Barry has completed his Private Pilot's licence and is currently busy with his Commercial Pilot's licence.

ZS-NSM, or as we like to call her, Zandair 1 (Cessna 206) participated in the recent Durban Airshow, held at Virginia Airport.

The highly experienced bush pilot, CC Pocock, put her through her paces, coupled with a very impressive pyrotechnics display. This was definitely one of the highlights on the air show program for the day.

CC Pocock specializes in extreme mountain and bush flying training and is based at Barberton Airfield Mpumalanga. (Barberton Air show & Fly Inn – 3 September 2011)
www.bushair.co.za

We will be hosting our first exhibition in the newly constructed, and may we add, **very impressive**, Mall of the North in Polokwane during August/September 2011. Congratulations to the Moolman Group for a truly world class addition to our Limpopo Province.
www.mallofthenorth.co.za

September will further take us to Eastgate Shopping Centre in Gauteng, Getaway Show in the Coca-Cola Dome in Gauteng and the Sustainable Living Festival at Southern Cross School in Hoedspruit. With new sponsorships and partnerships this year's Sustainable Living Festival (SLF) is set to be bigger, better, more exciting and greener than ever before.





Overseas Marketing

As reported in our previous newsletter, we exhibited at two road shows. The first was held in Lelystad and the second in Hilversum. We were also once again present at the Secondhome International Jaarbeurs in Utrecht, the biggest and most important second home exhibition of the Netherlands. Interest in second homes both in Utrecht and Gent, Belgium, (earlier in the year) is picking up again and we definitely had a good exhibition.

With the summer holidays in Europe just a few weeks away, the Zandspruit marketing team is already gearing up for the first exhibition of the second half of this year, being the Landgoed Fair Mariënwaerd from 17 to 21 August. This fair attracts over 40 000 visitors over 5 days and displays outdoor and country living. If the weather cooperates we will once again be setting up our boma and sharing South African wines and boerewors with both friends, investors and potential clients!

In cooperation with Sanec (South African Netherlands Chamber of Commerce) we will participate in a fabulous South African display during the 50+ Exhibition, held from 13 to 18 September in Utrecht. Over 100 000 visitors are expected to visit this exhibition.

Together with Sanec, various Dutch travel organisations, the South African Airways and various other companies that do business in and/or with South Africa, we'll be part of the 'South Africa' pavilion.



Should you be interested to visit us at one of the exhibitions, please find all the dates below:

17 – 21 August

Landgoed Fair Mariënwaerd, Beesd.



13 – 18 September

50+ beurs, Jaarbeurs, Utrecht.



24 September

South Africa Day, Uithoorn.

30 – 02 October



Secondhome International, Jaarbeurs, Utrecht.

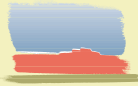
07 – 09 October

Second Place, Brussels.

In addition to the above exhibitions we are considering participation in exhibitions in London as well as in Paris.

Zandspruit Bush & Aero Estate is expanding its international footprint to the United States of America by attending Oshkosh 2011 in Wisconsin and having a presence on the Pprune website - an information forum for professional pilots. True to American tradition - Oshkosh is THE biggest air show in the world where aviation enthusiasts are treated to everything and almost anything aviation orientated, for one whole week.





Farm Management

Rainfall

We had good late rains during April through to June.

Vegetation

With the good rains during this period, the bush has flourished, making game viewing quite difficult. We have been involved in a bush clearing project with the local community in the Wilderness area, producing an income for the local community as well as becoming a great success with our grass recovery. This happens by eradicating pioneer species such as Sickie bush and raisin bush which have encroached areas of the property. The bush clearers then take the wood home, which they sell for fire wood. There are now good signs of grass cover in these areas.

Animals

A very good sighting of honey badger was reported on our southern fence line.

A single wild dog was seen near our office and an aardvark was seen near our main gate.

We were surprised to have a lioness on the property around mid May for a couple of days. It seems she escaped from a property east of Hoedspruit and walked through town to visit us. She was seen on the R527, moving onto our property through a pipeline under our fence. I responded to this information and tracked her through the property towards the Bush Camp area. Whilst tracking her I saw leopard (male & female) tracks, as well as wild dog and lots of hyena tracks. Quite a lot of activity for one day. Sadly I did not get to see her and I was called a day later to say she had been seen back on the main road heading home again.

In the next couple of months we

are going to set camera traps around the property to see some of our more secretive animals. I hope to publish some of these pictures in the future.

Sandspruit river & dams

All three dams are looking good for this time of year and will have water in them until the next rainy season. We increased the size of the spillways at Hide dam and Ntunduluka dam to prevent the dam walls breaking through.

During the rainy season the Sandspruit River flooded and was measured to be just one meter below our bridge crossing to the Island.

Game capture

During the beginning of June we organized a game capture for our excess game. 84 impala, 19 wildebeest and 12 zebra were caught and taken off the property. 10 Nyala bulls will also be taken off during the next couple of weeks. We are going to introduce more female water buck onto the property to balance out the male to female ratio at the same time.

General

We are in the process of making single tracks for cycling around the Wilderness area. These will also be used for walking trails in





Friends - Leopard Conservation Project

Michael Cowden, Zandspruit Estate Manager, was recently introduced to Fred Berrangé CEO of Leopard Conservation Project (LCP). Fred has moved to Hoedspruit to further explore avenues of research and protection of leopards in and around the Hoedspruit area.

Fred Berrangé established the LCP in 2000 and with concerned citizens has been working to conserve leopards in many locations throughout RSA. This non-profit organization registered in 2007, has received accreditation as a research organization from the Department of Environmental Affairs and Tourism. This allows LCP to collect and process data that will contribute towards protecting leopards against poisoning, poaching, trapping and overhunting, as well as broadening the knowledge base of them.

On Zandspruit, Michael has assisted Fred in setting up two cameras on the property to capture footage of leopard traversing Zandspruit. The cameras were set up at the end of June and have already picked up both a male and female leopard. Other game species such as wild dog, porcupine, bush pig, aardvark and hyena amongst other species have also been spotted on camera. Through camera observations and further research made, Fred gathers data pertaining to leopard population, territory sizes and genetic relatedness of leopards in different regions.

In Zandspruit's association with Fred, we hope to gather relevant details pertaining to the leopard found on our Wildlife Estate.

The leopard on Zandspruit will be captured, collared and released at a later stage to assist with further studies of their behavior in and around Zandspruit.

In working with Fred, Gerrit Jan van der Grijn and Michael were made aware of the rehabilitation of injured leopards in the area. They went to visit one of these recently snared and injured elusive predators at the Kapama Cheetah Project, just outside of Hoedspruit.

Lente Roode, owner of the Cheetah Project, was approached by Fred and agreed to provide the facility and property for the rehabilitation of LCP's leopards. The new enclosure provided for this purpose was however, not entirely suitable for leopard rehabilitation and required upgrading. Motivated by the cause, Gerrit Jan decided that assistance was going to be necessary to upgrade the existing facility offered at the Cheetah Project to make it leopard proof.

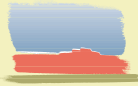
Gerrit Jan then contacted suppliers in the Hoedspruit area namely Laeveld Bou and Hoedspruit Steel who, with the help of Zandspruit Construction, have come together to offer support to the Cheetah Project and LCP in an effort to upgrade the enclosure for the conservation and rehabilitation of this exceptional predator, the leopard.

Zandspruit looks forward to future endeavors with Fred and LCP to further support a worthwhile environmental project.



All Pictures from the
LCP Website

www.leopardcon.co.za



Construction

The pavilion style show house has now been completed. This house boasts a fabulous open plan living area as well as fantastic views onto the Sandspruit River. Large wooden decks surround the rim flow swimming pool and a steel framed covered patio sets a new standard in the bush!



As reported in our previous newsletter, we started the construction of two houses for Dutch clients, both of which are Fortsch & Associates' thatch designs. Both projects are progressing ahead of planning with the first of the two houses already under thatch.

During the months of April and May we started the construction of a further two houses and we expect to start yet another two in the third quarter of this year!

Apart from building on Zandspruit, we are also building various other houses in the greater Hoedspruit area, amongst them a large thatch safari lodge.



**BUILDING
A
BETTER PLACE**



Focus on Zandspruit

Samantha Buyst



Originally from Durban "by the sea" in Kwa-Zulu Natal, my husband Michel and I took the decision 9 years ago to move to Tzaneen in the Limpopo Province (approximately 120 km's from Hoedspruit).

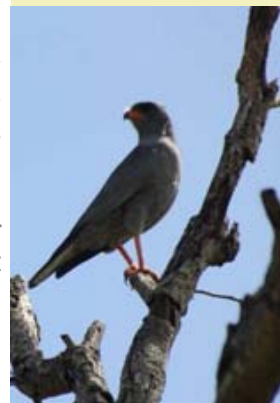
We had grown tired of the stress which city life had to offer and my husband knew Tzaneen very well, after having spent a few of his adolescent years there before moving to Durban.

After about 5 years in Tzaneen and starting a family and establishing ourselves at a large export company outside of Tzaneen, we started monthly commutes through to Hoedspruit to visit with family.

After a few more years, and frequent visits to Hoedspruit, we came to realize that we had fallen in love with this beautiful town. The people were the friendliest we had ever met and with my nieces attending the amazing Southern Cross School, we knew that this was the kind of environment in which we wanted to raise our two children Isabella (6) and Benjamin (2).

Little did we know that our wish would be granted so soon as after answering a vacancy advertisement for the PA to Director / Bush Camp Supervisor post at Zandspruit, Tracy den Dunnen offered me the position at the Company.

My family and I are ecstatic to finally be living in the beautiful town of Hoedspruit and I love being part of the awesome Zandspruit team!



Rory Shackelford



I am originally from Gonubie, a small coastal town in the Eastern Cape. I started and completed my schooling there and moved on to university once I was done with matric.

After finishing my three year diploma in Game Ranch Management at university, I began working in that field gaining as much knowledge and experience as I could. I moved to Hoedspruit at the beginning of 2010 to work at Southern Cross Schools, which is a private nature based school. I worked there for the entire year of 2010 and after my year was done I moved back to Gonubie.

Hoedspruit being the magical place that it is would not let me go and I decided to move back to Hoedspruit at the beginning of this year and started working at Zandspruit as the Bush Camp Manager at the end of January. Working in the bush at Zandspruit has really given me an open view as to how lucky I am that I can work in the place that I am working...Zandspruit! The fact of the matter is, I work for, and with, great people, I live in a beautiful area. Where I am now...feels like home!

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