



ZANDSPRUIT

JANUARY 2012

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ZANDSPRUIT



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## ZANDSPRUIT NEWSLETTER

### Current Project Status

The Estate has now reached a stage where all Investment risk has been removed. Early Investors are reaping the benefits of their foresight and current clients are planning construction or speculation houses. The fact that proclamation and transfer of stands has been successfully achieved has meant a flood (pardon the pun) of interested parties now willing to invest in Zandspruit. Sales enquiries are at an all time high and we hope to convert these to actual sales within a matter of months.

The recent heavy rains and resultant floods caused significant damage to Hoedspruit and the surrounding Estates and Reserves. Fortunately, Zandspruit escaped relatively unscathed and we must pass the credit on for this to our fantastic team of professionals and contractors.

Our roads had little or no damage, the runway was used the day after the floods for relief flights and an alternative to the runway in town which was extensively damaged, our infrastructure was virtually undamaged, our Bush Camp remained dry, no existing houses were flooded and the only real damage that we did suffer was major erosion around the sides of the bridge.



This erosion was expected and an integral part of the design of the bridge. The bridge itself has virtually no damage and the process of rebuilding the approach and departure roads to the bridge is well underway.

While we are extremely saddened by the loss of property and personal possessions around us, we are proud of the fact that Zandspruit passed one of the biggest tests that it probably will have to withstand in our lifetime.



7:15am Wed 18 January 2012



9:00am Thurs 19 January 2012



## Sales and Marketing News

### Local Marketing

With the Christmas and New Year's cheer still far too evident around the top buttons of our pants, we are all getting back into the swing of things at work and the prospects of a new year.

We are also very pleased to present to you our two new Gauteng based Sales Consultants.

Chirene Wiid, a personal trainer by trade, joined the Zandspruit team on a freelance basis.

Mark Mansfield, who has been working in the aviation industry for the past 8 years, has joined us on a permanent basis. Mark will still be freelancing as an aviation journalist and photographer.

We hope that they knock on your door soon!

This is the BIG one - 2012! Confidence levels and interest in the quality product on offer, Zandspruit Bush & Aero Estate, have soared after the 1st and 2<sup>nd</sup> batches of transfers registered during November, December and January 2012.

3 owners spent the December holidays in their newly built and spectacularly furnished homes. Forget what you thought you knew about bush interior and finishes! These homes are super modern inside, with a clever combination of euro line styles and earthy interior finishes. Yet they still blend in beautifully in the natural background of the African bush. The first permanent residents on Zandspruit Bush & Aero Estate, will occupy the home in March 2012.

Our websites are getting facelifts, with the updating of images and information to ensure a more user friendly and logical product. Images of the finished homes on Zandspruit will be available on the websites by mid February 2012. Be sure to spend

some time browsing through the gallery. We will inform you when the updates have been completed, so keep liking and visiting our facebook page and follow us on twitter to ensure you are one of the first to know.

Our introductory DVD will also go under the knife, with updated images to be cut in and reworked. We will continue our presence in the various print media publications as well as at the various airports throughout South Africa.

The first fly in for 2012 is scheduled for the 3<sup>rd</sup> of March. Thereafter we will endeavour to have a fly in every 2<sup>nd</sup> month. We invite flying clubs, as well as individuals to contact us should you wish to arrange a social event for your flying club or group of aviation enthusiasts. A breakfast fly in to Zandspruit Bush & Aero Estate can very easily be combined with a cross country navigation exercise, to put the fun back into flying. This beats circuits over the airfield, hands down, any day.

We will continue attending the Airshow circuit this year and have 6 other formal exhibits planned for this year, which include various leisure and destination shows. We will be posting the dates of these exhibits on our facebook page closer to the time.

The fruits of our labour over the December period are pouring in with 2 sales pending. The popular river sites are becoming few and far between, with only 8 remaining.

The provisional layout for the central hangarage site has also been received from Förtsch & Associates Architects and specific sites can now be allocated to owners who have purchased additional hangarage. Kindly note that the remaining 15 central hangarage sites are available on a first come first serve basis.

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## Overseas Marketing

After a wide variety of successful exhibitions in both the Netherlands and Belgium, our last overseas exhibition of the year was in Hong Kong where we attended the SMART Investment and International Property Expo from 10-11 December 2011. Although the show as such was not as busy as anticipated, good networking opportunities arose from it with agencies from all across the globe. What was once again evident is that South Africa is on everyone's lips and in everyone's thoughts. Some Dutch clients have described it as 'Afrika koorts' (Africa fever) and it certainly is a fever that does not go away!

The value and quality of property on offer in South Africa and particularly at Zandspruit Bush & Aero Estate, was once again evident at this international platform, showcasing leisure and investment property from all over the world.

As a direct result of the Secondhome International (Netherlands) as well as the Second Place (Belgium) exhibitions, we are currently talking to several interested parties to visit Zandspruit Bush and Aero Estate in the months to come.

The fact that we now have a variety of houses on show of the various design styles, some of which are fully furnished, enables visiting clients to see the actual product. This fact will make a visit to Zandspruit Bush and Aero Estate a new and unique experience for both South African and overseas clients. No more artist impressions and design sketches, we now have the real thing on show!

Our marketing strategy for 2012 is based upon last year's experience. Our focus will change slightly from full visibility at a wide variety of exhibitions, to a mix of

the more important exhibitions in both the Netherlands and Belgium as well as print media. This year you will be able to see our advertisements in a wide variety of magazines and we will have banners on various websites.



The first two exhibitions have already been booked and planned: from 16 to 18 March we will exhibit at the Second Place (Ghent – Belgium) and from 23 to 25 March at the Secondhome International (Utrecht – The Netherlands).

The existing recipients of our newsletter in these two countries will receive invitations to visit our stand at these exhibitions a couple of weeks before each exhibition.

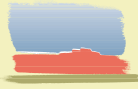


**SECONDHOME**  
INTERNATIONAL  
Dé gids voor uw tweede huis!

**SANEO**  
Facilitating International Business

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## Farm Management

### Rainfall

Rainfall for this quarter has not been as good as previous years, but with some heavy rains last week we are in a much better position for winter. Rain fall recorded from beginning of October 2011 is +/- 280mm.

**NEWSFLASH – Since this report was written, 340mm fell within 24 hours, causing a major flood down the Sandspruit.**

### Vegetation

With most of the rainfall being gentle, the rain has seeped into the ground giving the bush and grass much needed moisture. This has produced good growth which will keep the animals fed through winter. Our bush clearing team has moved to a new area on the property to continue opening up areas for new grass growth.

### Animals

We have once again had a very good season with all our animals producing good numbers of babies. Our giraffe have had another calf bringing their numbers to 12. During the last couple of months we have had no wild dog activity on the property. The good news is that we have a pack of 8 wild dogs on the property at the moment which has been seen around the Bush Camp area. As always we are very happy to have them around as they naturally help us with the control of our Impala population. Fred Berrange from the Leopard Conservation Project has been able to organize us a collar which has the latest technology for tracking Leopard through satellite. We have set up a Leopard cage on Zandspruit and are hoping to be able to collar one of our larger

male leopards so that we can study its behavior in and around Zandspruit.



To support this worthwhile cause or to read more about the plight of the Leopard, follow the link:

<http://www.leopardcon.co.za/>

### Sandspruit River & Dams

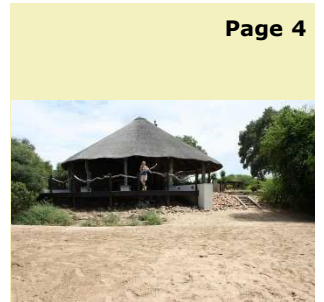
On Tuesday the 10<sup>th</sup> of January we had a big thunderstorm (77 mm) which almost filled all three of our dams. This will help us through winter.



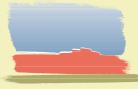
**NEWSFLASH – all 3 dams are now full and overflowed strongly during the floods, but held up well!**

The Sandspruit River has now changed its look and course significantly and we will have to wait for the levels to drop to see where the pools are going to be now!

Watch this space.







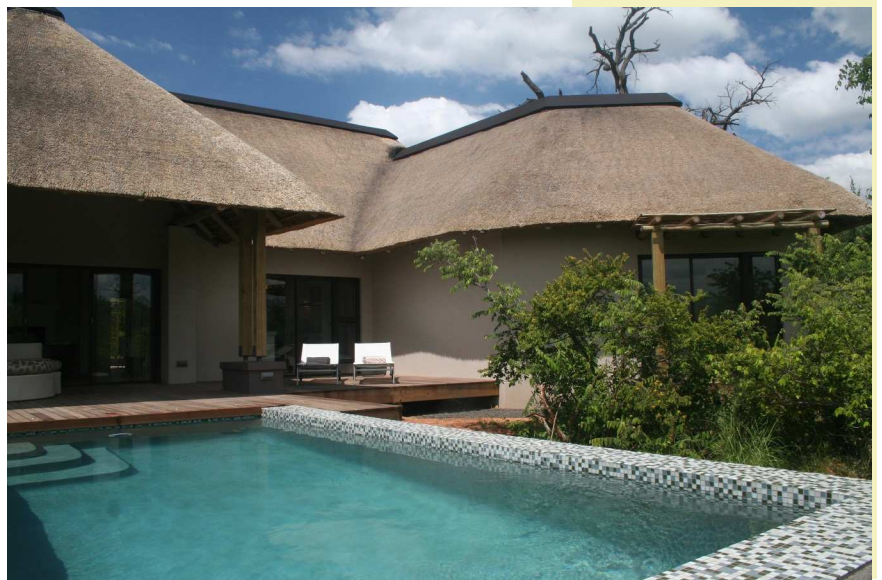
## Construction

During the past month three more houses have been completed and we are currently building five houses, three of which will be completed before the end of March. Among those are a Thatch 'A', a Thatch to our Clients' own specifications and a Farmhouse 'A' house.

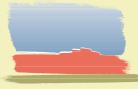
In the next two months we will start a further two houses, one for an overseas client and one for a South African client. Based upon feedback from our clients and as stated in our previous newsletter, we certainly feel that by that end of 2012 a total of approximately 20 houses will be completed or under construction.

The accompanying pictures illustrate the finished product of two different Thatch houses. These houses were fully furnished and handed over as turn-key projects. Both clients live overseas and have never been back on site after choosing their stand earlier in the year. A mere 9 months later they traveled back to Hoedspruit and received the keys of their fully furnished holiday homes! One of these clients had the following to say: "Upon arrival we were speechless for more than 5 minutes. Then we literally had to jump into the pool to cool down. There is, furnishings included, not one single item of the house or in the house that we don't like".

Obviously, this is a huge compliment for the Architect, Fortsch and Associates, the Construction team as well as the Interior Decorator. A combined achievement which we are really proud of and will strive to continue with for future projects.







## Construction

During the past few months we received various questions concerning the building process of a home, be it a holiday home or a permanent dwelling. Therefore we will, as we did in our previous newsletter, explain this process again:

After a stand has been selected the client chooses one of the designs. The design can be amended slightly, for example an extra guest bathroom can be added, a double garage can replace the carport or built in addition to the carport, deck extensions can be done and extra patios added. Final construction plans will then be issued and upon approval by the Client, Zandspruit Construction will arrange all the necessary approvals from the NHBRC (National Home Builders Registration Council) and the Maruleng Municipality.

Our Clients have full control over finishes such as sanitary ware, taps, floor finishes, kitchen and bedroom cupboards, paint colours, the choice of aluminium or wooden doors and window frames etc.

Should it be necessary, we will gladly assist our Clients in making all the necessary choices. For overseas clients we can even do this at the Clients home. Once all these details have been attended to, the Client will receive a finishing schedule stating the final choices. During the construction process the Client will receive digital pictures of progress made on site once every 14 days by email. At the end of the month, the Client will receive an invoice based upon a pre-agreed valuation schedule.

A Client may decide to build a purpose designed house to his or her own specifications and in this case the Architect will deal with that Client directly.



**BUILDING  
A  
BETTER PLACE**







## Focus on Zandspruit

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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.

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](http://www.zandspruit.co.za)**

**[www.zandspruit.nl](http://www.zandspruit.nl)**