



ZANDSPRUIT

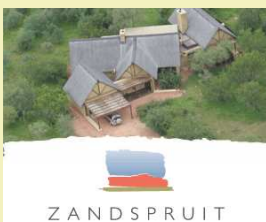
APRIL 2012

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ZANDSPRUIT

ZANDSPRUIT NEWSLETTER

Zandvoort! — (Zandspruit forwards!)

The year has started off well for Zandspruit, with a number of stands sold and various houses under construction. Although the rain has almost stayed away after the earlier floods, the bush still looks good and is expected to carry our game thru the winter with ease.

The little damage that we did have from the flood has largely been repaired and some improvements to infrastructure items are still under way. The hard surfacing of the road is continuing at a steady pace and the main road (Nightingale Road) from the Main Gate to the road network has been paved. This will be the only double road on Zandspruit, with the other hard surfaced roads being single tracks with easy passing opportunities for oncoming traffic at convenient intervals. The roads in the Wilderness area will remain as single, dirt tracks so as not to detract from that real 'In Africa' feeling that we all love so much.

Both our local and international marketing teams have been hard at work and the Zandspruit name is going places like never before!

Hoedspruit is receiving a lot of attention worldwide which can only have a positive spinoff for Zandspruit and the town in general. While a lot of developments are still struggling under the inauspiciousness of a slow economy, we at Zandspruit have run out of the time and patience it takes to be a part of a slow economy and are steaming ahead!

Enjoy your newsletter!





Sales and Marketing News

Local Marketing

So far 2012 has been very rewarding and proving to be THE ONE. The sales team has had a lot of success since January, meeting the sales targets set. The Zandspruit Bush & Aero Estate team has exhibited in Sandton during February 2012 and Menlyn Park in March this year, with a sale already concluded from the Menlyn exhibit.

Martin, Tracy and Barry du Plessis (the latest consultant to join the sales team) travelled down to Cape Town to attend the GETAWAY Show hosted at Lourensford Wine Estate, in Somerset West. This too has proved to be highly asuccessful, apart from the sheer pleasure of exhibiting at such an exquisite venue. The first contacts from this exhibit have visited Zandspruit Bush & Aero Estate as well.

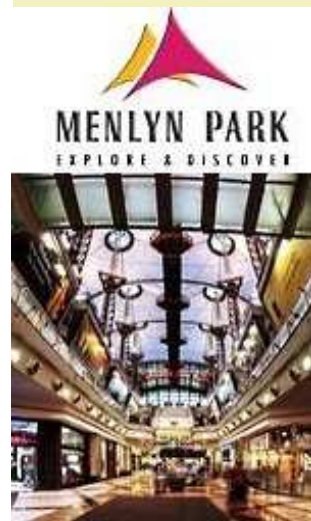


Zandspruit Bush & Aero Estate was invited to attend the annual SAA Pilot's Fly In at Zebula. Martin and Tracy attended this event, along with a whopping 162 planes that flew in for the event. A definite highlight was SAA Pilot Glenn Wheeldon (a Zandspruit owner) flying the Trojan T28 aircraft, owned by Mr. John Sayers. It is a beast, to say the least.

Barry du Plessis attended the annual AGM of AOPA (Aircraft Owners and Pilots Association) in Stellenbosch from 12 -16 April. Apart from the good wine that he enjoyed he also met up with many interested parties.

With the cyclonic weather looming, the fly in of 3 March was called off, but the good news is that another fly in has been scheduled for the 5th May, in conjunction with the Kitty Hawk Aero Club from Pretoria East.

Looking forward, Zandspruit Bush & Aero Estate is due back in Menlyn towards the end of May and will be visiting Nelspruit during the winter months. A revisit to Sandton is planned for later in the year.



Overseas Marketing

The year started with the first Second Place exhibition for second homes in Ghent, Belgium from 16 - 18 March. We exhibited at the Secondhome International in Utrecht, The Netherlands the weekend directly after Ghent.

Both exhibitions were a success, especially the Ghent exhibition. Overall visitors' numbers increased with almost 20% at this exhibition. Compliments to the organisers of this exhibition for this achievement!

The Zandspruit stand was practically full for the duration of the exhibition, despite the fact that the overall numbers for the Dutch exhibition were down compared to last year.

The value and quality of our property on offer at Zandspruit Bush & Aero Estate was particularly evident. If one compares value for money between the various properties on offer, our prices remain very competitive!

If you visited our stand, our new banner would have caught your attention: 2 meters wide and 5 meters high "our" giraffe was, as our real giraffe usually do in the bush, looking out over everybody that passed by!

The fact that we now have a number of houses on show (some of which are fully furnished) of the various design styles, 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! Prospective clients that visit Zandspruit have the option to stay in one of these fully furnished luxury bush lodges to get the real feel of living in your own home in the African Bushveld:

The African dream personified

The following exhibitions are planned for the year:

15 – 19 August

Marienwaerdt Country Fair
Beesd, The Netherlands

21 – 23 September

Second Place Dutch edition
Den Bosch, The Netherlands

28 – 30 September

Second Place
Brussels, Belgium

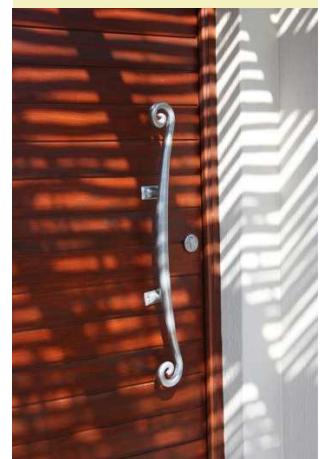
12 – 14 October

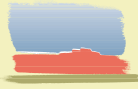
Secondhome International
Utrecht, The Netherlands

In addition to our representation in France and Switzerland we will extend our marketing activities into the United Kingdom and Germany in the second half of this year. In the first quarter of 2013 we will exhibit in Sweden and Norway.

Invitations to all of the above mentioned exhibitions will be emailed a couple of weeks before each exhibition. Should anyone wish to visit our stand we will have free entrance tickets available.

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Farm Management

Rainfall

As most of you already know, the rainfall during this period was unbelievably high, with over 400mm recorded in just 18 hours. Needless to say, the Sandspruit was at its highest level ever in living memory. The rainfall for the rest of this quarter was very poor with only 49mm recorded.

Vegetation

For a month after the floods the vegetation growth was very good, producing good food for all the animals. After this, no rain was recorded for more than a month, drying out the bush prematurely before winter. Even with the lack of late rain we will still be in a good position to carry our wildlife through to the next rainy season. Our bush clearing projects have also produced very good grass cover for grazing that will be utilized during winter.

Animals

We are at that time of year again when we need to remove some animals off the property to keep our animal numbers in check so that we don't have an over population of game, putting pressure on the reserve vegetation. We have outsourced the game capture to a professional game capture company called Parawild. They have already captured 153 Impala and 8 Zebra. We are continuing this week and will attempt to remove another +/- 100 Impala. Later on in the season we will also capture some Nyala.



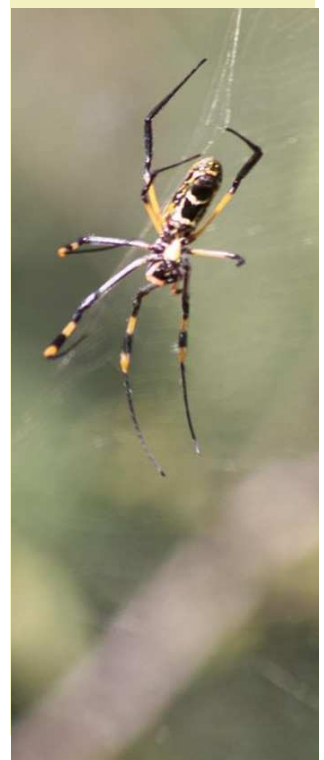
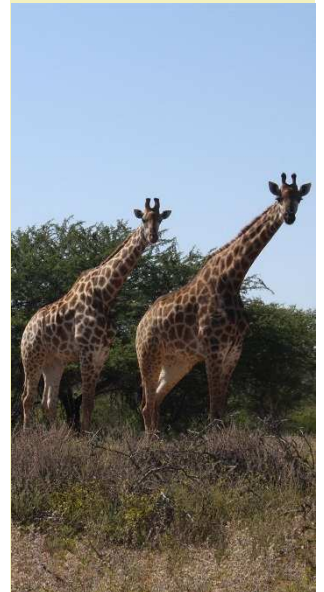
The Wild Dogs have been visiting us more frequently with two packs, one of nine and the other of three, helping us control our Impala numbers. There were some interesting sightings recorded this last week with a split second sighting of a Leopard seen near Madada dam and two Cheetah seen on our southern fence line.

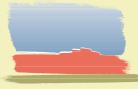
Sandspruit River & Dams

The Sandspruit has changed its look substantially since the rains and is now a wide, open sandy riverbed and also lives up to its name!

There are still pools of water throughout the riverbed, but not as many as before. The biggest pools are further down the riverbed towards our western fence. These will help us during winter as an extra water source.

We were very lucky not to have lost any of our dams, as many dams were destroyed in and around the Hoedspruit area during the floods. We are, however, upgrading the spillway at Nthunduluka dam, as it did get damaged.





Construction

It is said that building is like a disease – not in a bad way, but in a good way. When one person starts building, many others are infected by the 'disease' of building! This has certainly been true for Zandspruit as the number of projects are growing by the day.

We now have 5 houses complete with occupation certificates issued, 2 more awaiting occupation certificates imminently, 4 houses under construction and a further 3 lying in the wings, giving a total of 14 projects in one form or another! The projection of 20 houses by the end of 2012 is thus certainly looking achievable. This during a 'slow economy' is not bad going and is testament to the faith that our Clients have in the Development and is certainly way above the average build rate around Hoedspruit and the surrounding areas.

Our first 'central hangar' is also under construction for a client from France who plans to fly his aeroplane from France to Hoedspruit during the third quarter of this year – an adventure we will certainly keep a keen eye on!

A third hangar is also under construction along the runway. Talking about the runway - it received its first maintenance this week which amounted to repainting of the markings as our runway has now been in use for a year. Time flies, even in Hoedspruit so don't miss out – plan your dream home today!





Community Projects

Martin recently flew two missions for the Bateleurs, an aviation organisation that flies for the environment. One mission was flown over the Middelburg area, to record the damage of open cast coal mines and another to the Manyeleti Reserve adjacent to the Kruger National Park, for a crocodile count.

Bateleur pilots donate their time and use of aircraft to environmental organisations who need to get an aerial view to make recordings, assess damage, transport or count animals. The Bateleurs organisation was founded by Nora Kreher, a formidable dame with strong ties to Hoedspruit, having been a land owner within the Umbabat Reserve for a couple of decades. Nora passed away in 2008 but her children and friends at the head of the Bateleurs, are continuing the legacy that she left behind.

We encourage all pilots to join this worthy organisation and to offer your time and aircraft for the good of the earth. And for those who don't fly, perhaps you will consider a donation to this worthy cause. Visit the website at www.bateleurs.co.za to find out more about their missions or contact them at info@bateleurs.org / +27 11 646 1596.

Another remarkable lady that works tirelessly for her cause is Lente Roode, founder and owner of the Hoedspruit Endangered Species Centre, previously known as the Hoedspruit Cheetah Project.

She too has had her roots firmly established in Hoedspruit for many decades now and has brought the cheetah back from almost certain extinction, subsequently also incorporating other endangered species in her quest. More recently Zandspruit Estate contributed to the upgrading of a holding facility for Leopards, in conjunction with The Leopard Conservation Project at the Hoedspruit Endangered Species Centre.

Centres like the Hoedspruit Endangered Species Centre rely very strongly on benefactors to fund their cause. Your contribution helps towards covering costs of food, medicine, careers and maintaining the top class facility where these precious animals are kept safe and are cared for.

Kindly visit http://www.hesc.co.za/hesc_adoptions/adoptions.php for donation options as well the unique opportunity to adopt and rename your own cheetah. This is truly an investment in the natural heritage of the world and preserving these magnificent animals for all our children.

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WE NEED YOUR HELP
... ensure our tomorrow

Enjoy exclusive custody of me for a one year period



ADOPT A CHEETAH
Investment : ZAR 25,000.00 per cheetah

Should anyone wish to visit the Estate and or look at their stands, please contact us. Should you wish to receive more information about the possibilities of building your African dream home, please let us know!

Best regards to all,

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