

4th Quarter 2012

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Zandvoort!

Zandspruit Forwards

The year is fast drawing to a close and as we reflect on another year in the life of Zandspruit, we realise that many objectives have been met. A recent comment from an owner was 'Wow, you guys have achieved a lot since my last visit' was refreshing to hear. Perhaps, working on Zandspruit daily, we don't always see the progress that easily.

The farm is looking the best it has for years, due mainly to the excellent, well spaced rains that we have had (and some fine work from our Farm Manager – thanks Mike!). We are still waiting for the big rains to fill the dams. Animal sightings have been on a record high recently as the visiting Wild Dogs are on the loose again!

We need to extend a big thank you to all our staff who worked tirelessly to accomplish this AND work simultaneously on the recent launch of Zandhaven Lifestyle & Retirement Village (more about the launch later). Without the loyalty and dedication of our staff and continued faith and support from our fantastic clients we would not be where we are today. Thank you!

We wish you all a wonderful holiday season building memories with family and friends. Travel safely and here's to a very successful 2013.

Martin den Dunnen

Gerrit Jan van der Grijn





Sales and Marketing

The last quarter of 2012 certainly enjoyed heightened excitement and activity. With the launch of Zandhaven Lifestyle & Retirement Village on the 23rd October, the sales team leapt into a full Retirement exhibition on Johannesburg to promote the new Village. A number of other mall exhibitions were held subsequent to the launch, ensuring the message of the new product option stayed alive and fresh on our market's minds.

A first for us was our presence at the 2012 Nedbank Golf Challenge held at Sun City end



of November. We took a double stand at this prestigious event, to promote our beautiful Estate.



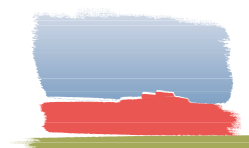
The mall exhibitions have proved successful this year and so 2013's marketing activities include a significant number of mall

exhibitions in new mall venues. Supporting this increase in activity we are pleased to announce the permanent appointment of two sales representatives. We have placed a permanent sales consultant in Pretoria and in Nelspruit. They will be focused on accessing the relevant surrounding markets especially since we have seen an influx in enquiries and activity in these two regions. Our marketing activities have grown in terms of where we advertise and how we advertise. We have explored different publications this year with a very favourable response. We have also spent a lot of time and effort building our social media campaign which has been extremely successful over the last few months. If you have not yet seen our facebook page please log on and like our facebook page. The link is <http://www.facebook.com/zandspruit>

To view the Zandspruit Bush & Aero Estate brochure please [click here](#)

www.zandspruit.co.za/press2012_12_2zandspruitprys.pdf

To view the new Zandhaven Lifestyle and Retirement Village brochure please [click here](#)



Z A N D H A V E N
LIFESTYLE & RETIREMENT VILLAGE



Zandspruit wins Silver Award

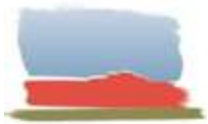


One more accolade we wish to share, but certainly not the least is that of the Silver OPP Award. We were given this prestigious accolade early October in a glamorous award ceremony held in London . Zandspruit Estates was named Silver Award winner for the OPP Awards for Excellence in the category of Best Developer – Africa 2012. Martin and Gerrit Jan walked away with a prestigious international accolade celebrating the achievements of our company based in the small town of Hoedspruit in Limpopo, South Africa.

“This is an achievement not only for us but for all of Hoedspruit,” says Martin. He congratulates his staff and suppliers saying that each one involved contributed to the success that the company is being awarded for now.

The prestigious OPP Awards celebrate the best developers, estate agents and associated companies working in the global cross border residential property industry. Categories range from Best Developer by country to eventually the Best Global Developers. Awards are also given to the Best Estate Agencies, Best Marketing campaigns as well the Best support organisations within the industry.





International Marketing

As we reported in our previous newsletter, the first exhibition after the European summer holidays was the Landgoedfair Marienwaerdt in Beesd, The Netherlands. Like during last years' exhibition the weather was great, maybe a bit too good, as on the Sunday temperatures reached 38 degrees! Nevertheless, numerous clients and prospective clients joined the Zandspruit sales team for a cool glass of, obviously, South African white wine.

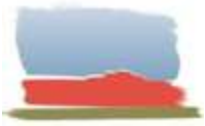
The Autumn editions of the Second Place exhibition in Brussels, Belgium as well as the Secondhome International exhibition in Utrecht, The Netherlands, were very well visited and our giraffe attracted a lot of attention.

Our compliments go out to Henk Jan Prins and his team of Fairsconsult, formerly the organizing company of the Second Place exhibitions in Belgium (Ghent and Brussels). Since autumn, Henk Jan has been responsible for the Secondhome Exhibition in the Netherlands as well and

has achieved an increase of visitors of approximately 25%.

Currently, there are various interested parties making their travel plans to visit Zandspruit. 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 & 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 of staying 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 exhibitions for the first 5 to 6 months of the New Year have been planned and



booked. The first exhibition will be the Secondhome International (formerly Second Place) in Ghent, Belgium, from 22 to 24 February, followed two weeks later

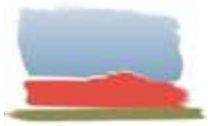
by the Secondhome International in Utrecht, The Netherlands, from 8 to 10 March. Immediately after the Utrecht exhibition we will be traveling to Oslo, Norway for an exhibition for second homes from 15 to 17 March.

Sanec Event

On Thursday 13 June, in co-operation with Sanec, (South African Netherlands Chamber of Commerce) we plan to organise a "South Africa" day in Brummen, The Netherlands. Kasteel de Engelenburg (www.engelenburg.com) will be the setting where Sanec members can enjoy the annual Sanec Golf Day and all invitees can enjoy the wide variety of products South Africa has to offer. Kasteel de Engelenburg has 41 hotel rooms, some of which are in the Cape Dutch style. These rooms are available for those who wish to stay overnight. A special rate will be available.

We will provide more information closer to the 13th of June, for now please reserve this day in your calendar!

SECONDHOME
INTERNATIONAL
Dé beurs voor uw tweede huis



Farm Management

Rainfall

We were pleasantly surprised with some early rains this year, with our first rains falling as early as the 6th of September. The rainfall recorded up to end November is 126mm.

Vegetation

The bush is looking very green and lush for this time of year due to the early rains. Hopefully the rains will continue throughout the rest of summer.

Animals

Once again we have completed our annual game count in early October. With the rains coming early this year, the vegetation had already started to thicken when we did the count. This made the game count a little less accurate with game sometimes being missed under thick vegetation. After a big game capture operation to remove our impalas we now have the numbers under control from last year... As for the other species on the property, the Zebra count is a bit high and will be brought back into with our game capture next year.

Game count

2012

Blue Wildebeest 12
Bushbuck 6
Duiker 2
Giraffe 11
Impala 175

Kudu 16
Nyala 26
Ostrich 2
Warthog 8
Waterbuck 5
Zebra 37

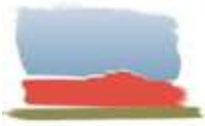
Sandspruit River & dams

Due to the lack of rain after the floods in January our dams are not as full as well as last year. Nthunduluka dam has dried up but Hide dam and Madada dam have still got enough water for now. We are in a very nice position to have the Sandspruit River on our property as it provides the water that we need in times like these. We are obviously



expecting some decent rain in the next month or so which should top up all our dams and the river pools.





Interesting studies done on Estate this year

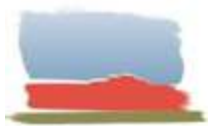
Terrapin study

A study of our indigenous terrapins was organised to determine the extent to which invasive blood and flatworm parasites spread from invasive American freshwater terrapins to native species in South Africa and determine the conservation threats posed by these parasites. This study was performed by Mr Leon Meyer from the Zoology department at the North-West University. He did not find any parasites on our terrapins but will send us a full report in the near future.

Communal Spiders

Last week a study of our communal spider nest was started by Wits University. The study is to determine the numbers of spiders and the male/female ratios in individual communities. They also want to find out when they are most active and what the main threats to their existence are. Because this is an on-going project, I expect to get the findings at a later stage, which I will pass onto you in future newsletters.





Construction

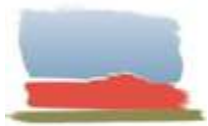
We estimated in recent newsletters that we predicted to reach 20 houses by year end, a particularly high and optimistic target. We finished 15 houses, with a number of projects lined up for the new year. Zandspruit has been proclaimed for a little over a year now, so 15 houses is fantastic for such a short space of time! A big thank to all the owners who have invested in homes on Zandspruit and have moved or are moving to a better place.

We now have a number of designs in all 3 styles (Pavilion, Farm house and Thatch) that have been built and many of these houses are available for external viewing to help one decide which style is best suited for your needs. Martin and Tracy have also recently built their own house on Zandspruit and moved into their new home this December.

We are proud to say that we have home owners not only from South Africa at Zandspruit Estates but also from France, The Netherlands and Britain. Our international marketing efforts plan to entice an even wider variety of nationalities to our beautiful Estate including Belgian, Norwegian, Swedish and German.

We are excited by what 2013 holds as we can sense a heightened level of excitement about Zandspruit and the prospect of living here. Will you be building here soon and moving to the better place?





Gallery

