



## 2<sup>nd</sup> Quarter 2014

- Zandvoort
- Sales & Marketing
- Photo gallery
- International Marketing
- Farm Management
- Animal sightings Gallery
- Construction
- Tax & Legal Matters
- Photo Gallery

This quarter has been an active and exciting one! With the unexpected flooding of the Sandspruit, our Team had to be on high alert to minimise damage to roads and the banks of the river. Our houses should never be in danger as they are all built above the 100 year flood line. Fortunately, the water never rose to 2012 levels and we were spared from any major damage. With the flooding, a crocodile appeared and this just proves that you should always expect the unexpected in the Bush! Please be aware of wild animals when walking around the Bush! Fortunately, it appears as if the croc has left again.

The Sales teams have been very active and have produced record sales for some of the months in this quarter. The next available spot for construction of a house is in November and so it seems highly probable that we will have around 27 houses on Zandspruit by year end! Our newest residents have moved in and we are happy to share the Estate with some more permanent residents. By the end of this year, at least 3 more houses currently under construction will be occupied by full time residents.

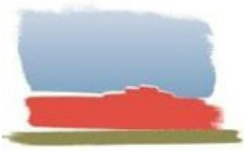
The installation of the infrastructure in phase 2 has drawn to a close and we are wrapping up the last bits and pieces. The Certificates that allow us to transfer the stands will be issued by the time you read this and transfers can take place shortly thereafter. Our Transferring Attorneys have been hard at work preparing all the paperwork for these transfers. Exciting times once again for the Zandspruit team and clients alike. The first house in phase 2 is nearing completion and the occupation of this house is likely to run concurrently with the transfer of the property – faith in the Zandspruit team indeed!

As always, please enjoy your newsletter and we hope to see you on soon Zandspruit!

*Martin den Dunen*

*Gerrit Jan van der Grijn*





# Sales & Marketing



The second quarter of this year started with us visiting the fairest Cape again to exhibit at The Cape Getaway Show, held at Lourensford Wine Estate. This was by far the biggest and the best show since we joined the Cape Getaway circuit in 2011. The concept of Zandspruit Bush & Aero Estate as a winter home during the cold and wet months in the Cape has definitely taken off. Some of the prospective 'swallows' have already visited the Estate to eye out possibilities for next winter.



Sareta remains a busy bee in the Gauteng region, working on various strategies and in numerous arenas to give Zandspruit more exposure, ranging from business chambers, networking events, mall exhibitions, aero events and clubs.

Exhibits were hosted in Brooklyn mall, Sandton City and Woodlands mall, trying out new courts and areas which have proven very fruitful.

Monthly business chamber network events have been attended and are planned for the remainder of the year. The MISASA Aero event at Kitty Hawk Airfield was a buzz and has resulted in a upcoming fly inn event to be hosted at Zandspruit in September this year. The annual Swartkops Airshow is scheduled for 10 May 2014. Crowd numbers in the past have surpassed the 40 000 mark. We will also attend the Lowveld Airshow at the Nelspruit Airfield in May and will be hosting an information breakfast at Eagle's Creek in Lanseria towards the end of May.

New territories will be ventured into with Zandspruit exhibiting at Cresta mall for the first time in June. We will be debuting with a brand new look to our exhibit, which is modern and sleek. Keep following us on Facebook to catch a glimpse of this. We will also be back at Sandton City in June.

Within Hoedspruit we have continued our presence in both print form and exhibits, capitalising on the multitude of long weekends that April always presents. Easter weekend saw an extensive spread on Zandspruit in the local paper, covering all aspects from the Estate, to conservation and construction. We thank all the fellow businesses in Hoedspruit who participated in this issue. Each one of them has been an important part in making Zandspruit the success story that it is.



# Sales & Marketing

The newspaper feature was backed up by an exhibit at the Pick 'n Pay Shopping centre for the duration of the Easter weekend. We continue our presence in publications like Routes and Destinations – a local guide and map book to Mpumalanga and Limpopo, Indwe – the In-flight magazine for SA Express that flies to Eastgate Airport in Hoedspruit twice daily and three times a week directly to Cape

Town, and the African Pilot magazine. You can look forward to a feature in the Lowveld Living magazine soon, telling the story of a Dutch couple who were intoxicated by Africa, its fiery sunsets and more than 300 sunshine days a year, all while showcasing their new modern bush home.

Zandspruit Bush & Aero Estate will travel down to INDABA by means of the Kruger2Canyon bumper Indaba issue to support the magnitude of lodges, tour operators and tourism service providers from Hoedspruit who will be there marketing our amazing town and wildlife



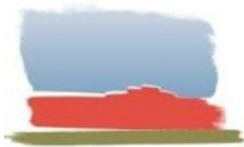
## Photo Gallery



*Last month we had a baby shower for Precious, our office assistant. We surprised her with lots of presents and good advice. Precious is expecting a baby boy and will be going on maternity leave on 10 May.*



*On the 27<sup>th</sup> of April, we too celebrated the first Koningsdag here in Hoedspruit. Lots of Orange, delicious food and lovely people.*



# International Marketing

Compared to last year, the European exhibitions started earlier this year. The first exhibition was held in Stockholm, Sweden in January and was followed by the Secondhome Exhibitions in Ghent, Belgium and Utrecht, The Netherlands in February and March.

The Zandspruit team has exhibited at the Belgian and Dutch exhibitions several times in the past, but never before have the exhibitions been as well attended as this year. The Belgian expo showed an increase of visitors by almost 20% compared to the spring show in 2013! The Secondhome market is definitely moving again in Europe and we are confident that more and more people will start to take interest in our unique concept.

At the beginning of April the full European marketing team went to Friedrichshafen,

Germany to exhibit at the AERO-EXPO 2014 in Friedrichshafen, on the Bodensee. The Aero Expo Friedrichshafen is one of the biggest aviation exhibitions in Europe, with approximately 600 exhibitors and 70 000 visitors.

The Zandspruit stand, with our five meter high giraffe towering above some of the

aero planes being exhibited, once again drew a lot of attention and a number of visits to the beautiful lowveld have already been booked. Prospective clients that have booked a trip to Zandspruit will stay in one

of the fully furnished luxury bush lodges, to get the real feel of living in your own home in the African Bushveld. For those who would be interested in our 8-day familiarisation trip, please contact Gerrit Jan on [gjg@zandspruit.co.za](mailto:gjg@zandspruit.co.za).

The Aero Expo is a first rate aviation event and Martin also attended the exhibition to assist the Dutch team.

All the autumn editions of the European exhibitions have already been booked. In our next newsletter we will provide more information about these shows.

A last and also new exhibition for us, where we will exhibit before the European summer holidays start, is the AERO EXPO UK (30 May and 1 June). Held at Sywell Aerodrome, approximately 125 kilometers north of London, Aero Expo UK has firmly established itself as the leading dedicated General Aviation event in the UK where the UK's aviation professionals, potential buyers and press come to see, try and buy the latest products and services available at a traditional Airfield setting. Aero UK has the largest visiting aircraft attendance with over 1 000 aircraft.



*Martin rating the restaurants on the price of a Schnitzel!*







# Farm Management

## **Rainfall**

Over the last four months we have recorded 327mm of rain, with most of that falling during the month of March. On the night of the 5<sup>th</sup> of March we had over 110mm in a couple of hours which caused the Sandspruit to flood again.

## **Vegetation**

With the continued good rains during this period, the trees and veld have still got a healthy green tinge and it does not look like autumn has set in yet.

## **Animals**

Some of us were very privileged to have a quick sighting of a pack of three wild dogs that were seen on Tigermoth road. The Reedbuck are becoming a more common sighting on the Estate with 4 recorded sightings this month. A baby waterbuck was also seen in the open area just south of the Zandspruit Estate office. Mike was very lucky to have had a quick sighting of a young male leopard near the Bush Camp on the 30<sup>th</sup> of April. We believe that, because of the river flooding, at least one crocodile has made its way onto Zandspruit. A couple of sightings have been reported along the river and Mike personally saw and took some pictures of one at Nthunduluka dam. Hopefully they (it) will make their way back from where they have come from. Needless to say; please be aware and don't go close to any water's edge on the Estate.

## **Sandspruit river & dams**

We experienced some heavy rains this season and due to the river having such a large catchment area in the foothills of the northern Drakensburg Mountains and the ground being completely saturated, the Sandspruit River flooded again. All the dams are full, so we will have no problems with surface water for our animals this winter and no game is planned to be removed this winter.

## **Interesting facts**

Here are some more tips on how to identify some of the common tree species on the estate as well as interesting facts about them.

## **Leadwood (*Combretum emberbe*)**

### **Identification**

The magnificent leadwood is a medium to large tree, which can grow up to 20 m in height. It has a spreading canopy and is extremely slow growing. The elephant skin-like bark is one of the main features





# Farm Management

that make identification easier throughout the season. The color of the trunk is pale grey to white. The leaves are wavy and vary between a light green to grey color. It produces a 4-winged fruit, which are yellowish green and turn pale red when mature from February to June.



## Points of interest

The wood is very hard, difficult to work and termite resistant. It was once used for railway sleepers and is now prized as wood for ornamental work and furniture. It burns very slowly with intense heat and is often used for a fire, which is intended to burn all night in order to keep wild animals at bay. It is sometimes used in a braai to provide a hot, long-lasting flame. The ashes are used as whitewash for painting walls of local huts. The ashes can also be used as toothpaste when mixed into a paste with water. The leaves are eaten by all browsers namely kudu, impala, grey duiker and giraffe. Leadwood trees can be used for many medicinal purposes, such as the treatment of coughs, colds and chest complaints as well as for diarrhea and stomach pains. It can also be used in the treatment against bilharzia. The common

name, Leadwood, perfectly describes the weight of the wood which is extremely dense and heavy. When dry this wood weighs 1220 kgs per cubic meter which means it weighs more than water, making it one of the few woods which will sink, not float, when dropped into water. The Leadwood tree can live to be over 1 000 years old. Leadwoods are often called the skeletons of the bush because, even after the tree is dead, it can stay upright for over a hundred years. Leadwood trees are now protected in South Africa against exploitation.

**Red Bush Willow** (*Combretum apiculatum*)

## Identification

This is a single- or multi-stemmed tree generally growing up to 6m tall but can reach heights of 10m.



The main stem is normally crooked, and the overall shape is irregular. The branches hang low down, giving the tree a willow-like appearance hence the name bush willow. The bark on the main stem is grey to dark grey or brownish grey which starts smooth becoming scaly and rough with age. The simple leaves are yellow/green color with sharp tips. The fruit is a four-winged pod similar to a Leadwood but at least four times larger. The pods start off as a light green color with red flecks turning to a light brown color later.





# Farm Management

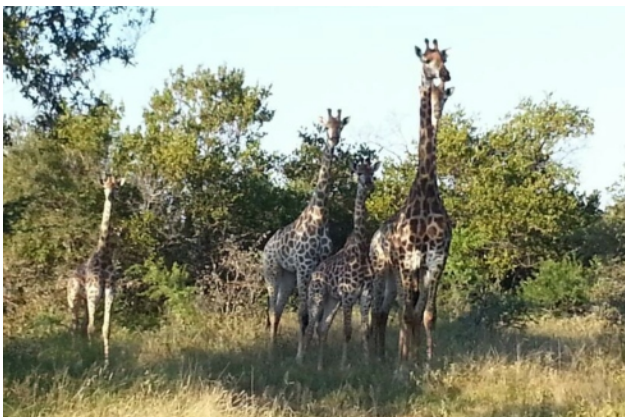
## Points of interest

The red bush willow is a valuable tree for browsing animals; mature green leaves are eaten by kudu, bushbuck and giraffe. The pods are poisonous and have only been recorded being eaten by the Brown Parrot.

The wood is very hard, making it resistant to both borers and termites; it provides useful fencing poles and makes good firewood. The bark is used for tanning leather. Medicinally, a decoction of the leaves has been used as a steam bath and as an enema to relieve stomach disorders or as a treatment for conjunctivitis.



## Animal Sightings Gallery



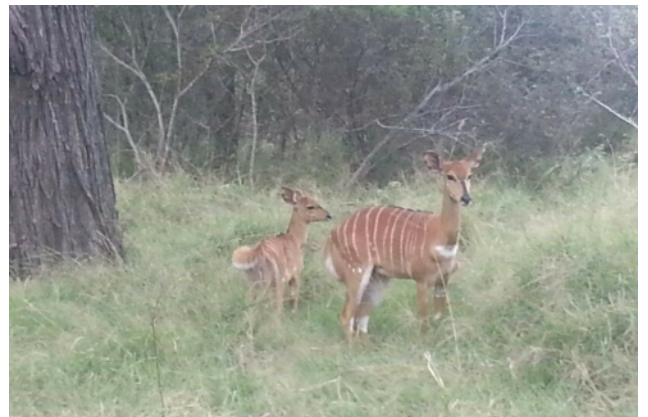
*A giraffe family curiously watching a car pass*



*Road block on the Estate!*



*The Nyalas have been seen lots recently. The male was feeding right next to our Bush Camp. Giving our guests a lovely sighting. The female and the young were seen next to the road.*





# Construction

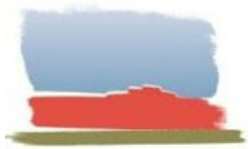
This month we are taking a look at the main differences between the roofs of the Farmhouse, Pavillion and Thatch styles. Many clients want our advice about which style will best suit their stand and their needs. The answer is not very simple as it depends on a number of variables for example: – which side is the driveway coming from, which direction will the house face, where are the main features of the stand, does the stand have river frontage or mountain views, where are the big trees that may not be removed etc. Once these basic questions have been answered, the decision is made easier.

Main differences in roofing properties are as follows:

|                                   | <b>FARMHOUSE</b>                                    | <b>PAVILLION</b>                                    | <b>THATCH</b>                          |
|-----------------------------------|---|---|--|
| Roofing material                  | Chromadeck, corrugated dolphin grey                 | Chromadeck, corrugated, IBR or Cliplock             | Highveld grass with Cape Reed underlay |
| Roof pitch and height restriction | 35 degrees, 6 degrees for patios. Max 7,5m          | 10 - 15 degrees. Max height 6,5m                    | 45 degrees. Max height 8,5m            |
| Insulating material               | Isoboard/ecotherm and sisalation (double insulated) | Isoboard/ecotherm and sisalation (double insulated) | None (naturally insulating)            |
| Ceilings                          | Isoboard on exposed trusses or seamless ceilings    | Isoboard on exposed trusses or seamless ceilings    | Cape Reed. Plastered ceilings on slabs |
| Soundproofing                     | Noisy on rainy days. Also expands and contracts     | Noisy on rainy days. Also expands and contracts     | Relatively soundproof                  |
| Dustproof                         | Yes   | Yes   | No                                     |
| Animal and rodent resistant       | Yes   | Yes   | No                                     |
| Really South African              | Yes   | No  | Yes                                    |
| Smells good                       | N/A   | N/A   | Yes                                    |
| Time of roof construction         | 1 month   | 1,5 months  | 3 months                               |
| Maintenance free                  | Yes   | Yes   | No                                     |
| Roof certified by Engineer        | Yes   | Yes   | Yes                                    |
| Roof guarantee - leaks            | 1 Year  | 1 Year  | 1 Year                                 |
| Roof style house build cost       | Middle range  | Highest cost  | Lowest cost                            |

As can be seen from the table above, there are pros and cons to each style and ultimately the choice is somewhat a personal one, although the stand purchased will influence the style to a certain extent. We trust that the information supplied will be useful in deciding your home style. Zandspruit Construction – Building the Better Place!





# Tax & Legal Matters

## For Non Residents

In this new chapter of our newsletter we will inform you about all the ins and outs of buying property in South Africa. We will also explain the procedures, buyers rights, tax implications and how foreign funds can be brought into the country and if repatriation of funds on re-sale of the property is possible.

### OWNING PROPERTY IN SOUTH AFRICA

South Africa follows a system of land registration where every piece of land is reflected on a diagram and ownership recorded in one of the regionally located Deeds Registries where documents are available for public viewing. South Africa is reputed to have one of the best deeds registration

systems worldwide with an exceptional degree of accuracy and security of tenure being guaranteed. Property can be owned individually, jointly in undivided shares or by an entity such as a company, close corporation or trust or a similar entity registered outside South Africa.

### NON-RESIDENTS

There are no restrictions in respect of property ownership by non-residents, save for a prohibition on illegal aliens owning immovable property within South Africa. There are however, procedures and requirements which must be complied with in certain circumstances, such as the local registration of entities registered outside of South Africa where they purchase property in South Africa, and the appointment of a South African resident public officer for a local company whose shares are owned by a non-resident. In the event of a non-resident purchasing property

in the country with the intention of residing for longer periods, a residence permit will have to be applied for in accordance with the given requirements and procedures of South African law.

### TRANSFER PROCEDURE

The registration of a property transaction is handled by a specially qualified legal practitioner known as a conveyancer. It is customary for the seller to appoint the conveyancer to attend to the registration of transfer of a property sold, whilst the costs attendant thereon are for the account of the purchaser, unless contractually agreed to otherwise. When property is bought from Zandspruit Estates (Pty) Ltd all costs are for the account of the seller (Zandspruit Estates).

The conveyancer prepares the requisite transfer documentation which, after signature by the purchaser and the seller and receipt of various clearances required by government departments, is lodged together with the cancellation of any existing mortgage bonds and new mortgage bonds to be

registered in a regionally located Deeds Registry. The deeds are subject to a stringent examination process thereafter they are made available for registration. On the date of registration of transfer all existing mortgage bonds registered over the property are cancelled, simultaneously with the registration of any new mortgage bonds by the purchaser in favour of the bank granting financial assistance. The purchaser is recorded as the new owner of the property and the purchase price is paid to the seller.



# Tax & Legal Matters

## For Non Residents

ARE THERE ANY RESTRICTIONS ON NON-RESIDENTS BUYING PROPERTY IN SOUTH AFRICA?

The answer to this is a resounding NO, save for a prohibition on illegal aliens owning immovable property in South Africa. Non-residents will of course be subject to the same laws and regulations as South Africans and it is compliance with these stringent requirements that ensures the efficiency of the South African land registration system and security of tenure. Should the non-resident not wish to purchase the property in his or her own name but rather in the name of an entity, such entity must be locally registered and meet the requirements inherent in registration of the chosen entity, such as

the requirements of the Companies Act. For example, a non-resident may decide to own the property through share ownership in a company or as a beneficiary in a trust. In the event of a non-resident acquiring property in the name of an entity, funds brought into the country will represent a loan to the local entity and will require Exchange Control approval. For the most part however, property is registered in the name of the purchaser as an individual.

In our next newsletter we will go into tax implications for non-residents. For information:

[http://www.stbb.co.za/uploads/STBB590\\_01\\_Buying\\_Property\\_01-24.pdf](http://www.stbb.co.za/uploads/STBB590_01_Buying_Property_01-24.pdf)

Source: Smith Tabata Buchanan Boyes

## Photo Gallery

