

1st Quarter 2013

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Zandvoort!

Zandspruit Forwards

The year started off with a bang and many potential clients came down to Zandspruit to take a look at the development. A number of these were contacts made at the Nedbank Million Dollar Golf Tournament – an exhibition that we will definitely be supporting again!

The most exciting news so far this year is that a decision has been made to launch phase 2 of the Bush & Aero Estate! This has become necessary as the river front stands are virtually sold out in phase 1 and we need new stock to show potential clients the full range of stands that we have available. The design for the infrastructure is currently being attended to and we expect to be in the ground with the installation of the infrastructure in the second half of this year. Phase 2 will add a further 60 stands to the 140 stands in phase 1.

Furthermore, continued progress is being made on the hard surfacing of the roads, with Bushbaby Road having been completed during the first 2 months of this year. We will now be continuing with Tigermoth and thereafter Kittyhawk will be tackled. The team is doing a superb job on the roads and the result is a dust free and user friendly road network.

Excellent rains have allowed us to showcase the Estate in the best condition that it has been in years! That, combined with the excellent job done by our Estate's workforce has made us really proud to be a part of this development. The dams are now all filled to the brim and the pools in the riverbed have been replenished. Our current water levels will definitely see us through the winter, with plenty of feed available for the animals as well.

Enjoy your newsletter!

Martin den Dunnen

Gerrit Jan van der Grijn





Sales and Marketing

The start to the year has been inspiring to say the least! With such wonderful weather, the Estate is looking magnificently green and lush and abounding in wildlife. Many houses have been completed, gracing the Estate with beautiful buildings and intermittent human activity. The Martin and Tracy's home was the last of the homes to be completed in 2012 and what a gorgeous home it is. Tasteful finishes and interior design make this home one of those that would do any home décor magazine proud.

Marketing for South Africa took off with a bang this year with 3 mall exhibitions already under the belt. We have exhibited at Riverside Mall in Nelspruit, Menlyn Mall in Pretoria and Tzaneng Mall in Tzaneen. Another big event took place at the Getaway show in Cape Town, held at the Lourensford Wine Estate on the 15 -17 March. From there we are back at our regional malls starting with Brooklyn Mall in Pretoria, on the 19 – 25 March, Ilanga Mall on the 9th – 15th April and then the last exhibit for April will be at the Menlyn Mall in Pretoria on the 23 – 29th April.

We are very excited to be running our first Fly In this year on the 27 April right here at Zandspruit, affording pilots the opportunity to land their planes on our private runway, thereafter enjoying a delicious breakfast with our team and if you wish, a game drive and introductory tour of the Estate. If you are interested in joining us at our Fly In, please email Vicky at vn@zandspruit.co.za to ensure that you receive a personal invitation.

Zandspruit Estate is also participating in a number of airshows throughout the year. We will continue to update our event schedule on

Facebook with each show, so if you haven't yet liked our Facebook page please do so at <http://www.facebook.com/zandspruit>

Our Facebook page has received phenomenal likes over the past month, literally doubling in activity. We welcome all our new followers and hope they continue to read our news posts.

Our regional advertising campaign launches this month which will profile our sales representatives in Nelspruit and Pretoria. We look forward to the new look and strategy being a positive influence in our brand and sales growth. As a result of the efforts of our sales team, we are now enjoying increased interest in our commercial property sites. This is very encouraging and we hope to make progress with this phase of the development in 2013.

Invitation: Please pay us a visit at our exhibitions should you be in the vicinity. It's always nice to see a familiar face and catch up on news. You will also be able to see the development that has taken place on the Estate and celebrate these achievements with us.





SA Events Gallery



Sareta Lubbe, Zandspruit's Pretoria sales executive, meets Andre Haspels, Ambassador for the Kingdom of the Netherlands, at a business networking event organised by SANEC, The South African Netherlands Chamber of Commerce.



Sareta Lubbe attended the Pylon time trials held in Parys in February. A fun social event where pilots get together to have some fun with their aircraft and test the piloting skills.

The Lowveld Aeroclub had one of their 'Flying for Cancer' days at the Nelspruit Airfield. The event was attended by Martin den Dunnen and Chantelle van Heerden, Zandspruit's Limpopo and Mpumalanga Sales Executive as well as Barry du Plessis, from Förtsch and Associates.

Barry kindly took the children suffering from cancer on a few flights which made their day.



Please click on the logo's below to view the relevant brochure.



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Visit our stand

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15-17 March 2013 Lourensford Wine Estate

Friday 10am-6pm Saturday 9am-7pm Sunday 9am-5pm



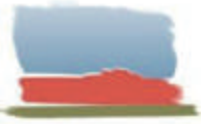
International Marketing

Compared to last year, the European exhibitions started early this year. The first exhibition was held in Ghent, Belgium from 22-24 February, followed by the Secondhome International Expo in Utrecht from 8-10 March. Then followed the Secondhome Expo in Oslo, Norway, from 15-17 March. A busy four weeks for the European marketing team! The Zandspruit team has exhibited at the Belgian and Dutch exhibitions several times in the past, but never before have the exhibitions been so well attended as this year. The Dutch expo showed an increase of visitors by almost 70% compared to the spring show in 2012!



The Zandspruit stand, with our five meter high giraffe towering above the rest, 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.





On Thursday 14 March the Zandspruit team flew to Oslo for the first time, where we encountered temperatures of minus 17 degrees at night. Enough reason for the Norwegian visitors to choose warm and sunny Hoedspruit as their favorite destination! The exhibition was reasonably well attended, the concept of an exhibition for Second Homes in the Sun is a new concept for the Norwegians. Nevertheless we had several good contacts and we expect the first Norwegians to arrive before the start of the Hoedspruit 'winter'.

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

On Thursday 13 June, in co-operation with Sanec (South African Netherlands Chamber of Commerce), we will organise a "South Africa" day in Brummen, The Netherlands. Kasteel De Engelenburg (www.engelenburg.com) will be the setting for this event, where Sanec members can enjoy the annual Sanec Golf Day and all guests can enjoy a wide variety of what South Africa has to offer. From wines to travel destinations and of course property at Zandspruit Bush & Aero Estate.

Closer to the time, we will invite all our Dutch Zandspruit home owners, as well as prospective clients, to attend and enjoy a relaxed evening with good music, great wines and a braai. Kasteel de Engelenburg has 41 hotel rooms available for those who wish to stay overnight. A special rate will be available. Should you wish to secure a room, please send an email to Gerrit Jan (gjg@zandspruit.co.za).



We expect to be able to provide more information about this event during the course of April.

KASTEEL DE ENGELENBURG





Farm Management

Rainfall

Over the last couple of months we have had very good rain, with most of it being soft, soaking rain, which helped a lot with our vegetation growth. Around the 18th of January we had very heavy rainfall, which had us thinking back to the same time last year when the Sandspruit River was in flood. Luckily the 200mm+ of rainfall was spread over a three day period this time. The recorded rainfall this season so far is 483mm.

Vegetation

With good rains during this period, the bush has flourished. The cleared open areas are looking good with substantial grass covering most of them. The third and final clearing has also now been completed. We should have no problems with the carrying capacity of the property this winter.

Animals

The wild dogs had a short visit last month for a couple of days and then moved back south. We are looking forward to seeing some giraffe youngsters in the near future due to at least two of our females looking very pregnant. As normally happens around this time of year, good sightings of baby animals have been seen throughout the property. The waterbuck females we introduced last year seem to have settled in well. The next step is to see if any of them have been covered by our males.

Sandspruit river & dams

The heavy rainfall in mid-January has filled up all of our dams. The Sandspruit River flowed well, making new pools and filling the existing ones all along the riverbed. We are in a very good position now for this winter, due to all the surface water we have on the property.





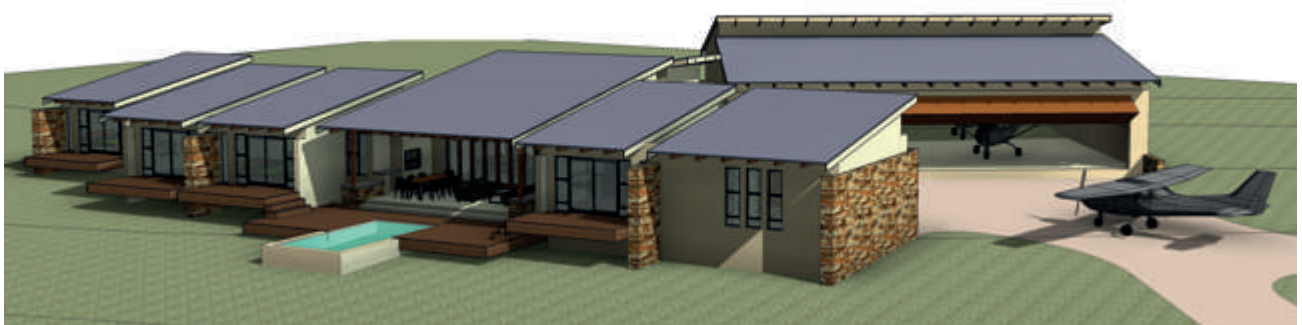
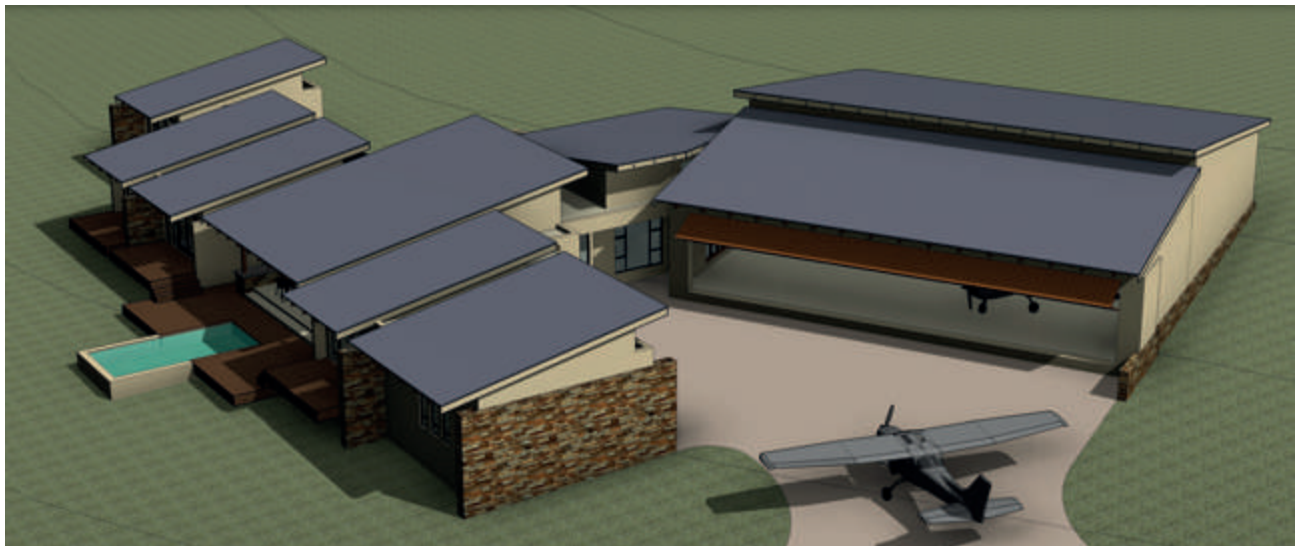
Construction

The year has started off slightly slowly than last year in the construction field, although there are still a number of houses to complete from last year. Discussions with a number of potential clients that wish to build their dream homes this year are well under way. We have already commissioned 6 site surveys this year – a requirement to be fulfilled before design and construction can get underway. This indicates that 6 clients are considering building soon and a year that will get busier as we go along seems to be on the cards.

The Zandspruit Construction builder's yard is in the process of being moved from near the Sales Office to the Contractor's Yard where it belongs. This move has cleaned up the area around the Sales Office remarkably! Thanks

to all involved in getting this massive task done – years of 'stuff' takes time to sift through and move! New storerooms and sheds will be constructed in the Contractor's Yard during the course of the year. These will also house the ZEHOA equipment like tractors, implements and the like.

This year will also see the first fractional ownership house going up and interest in this concept is looking very good. The house will be situated along the western side of the runway on a phase 2 site with stunning mountain views. The house will include a large hangar as well as 4 bedrooms en suite, a pool, double garage and an aviation themed pub area, complete with pool table. Please contact Martin directly should you require any further information.





Gallery



This very spiky porcupine was rescued from the Hoedspruit Town area by our Estate manager, Mike Cowden. Mike captured it after an interesting dance between the two, and then released the dear creature onto Zandspruit. Well done Mike!

'Once you have tasted flight, you will forever walk the earth with your eyes turned skyward, for there you have been, and there you will always long to return.'

Leonardo da Vinci

