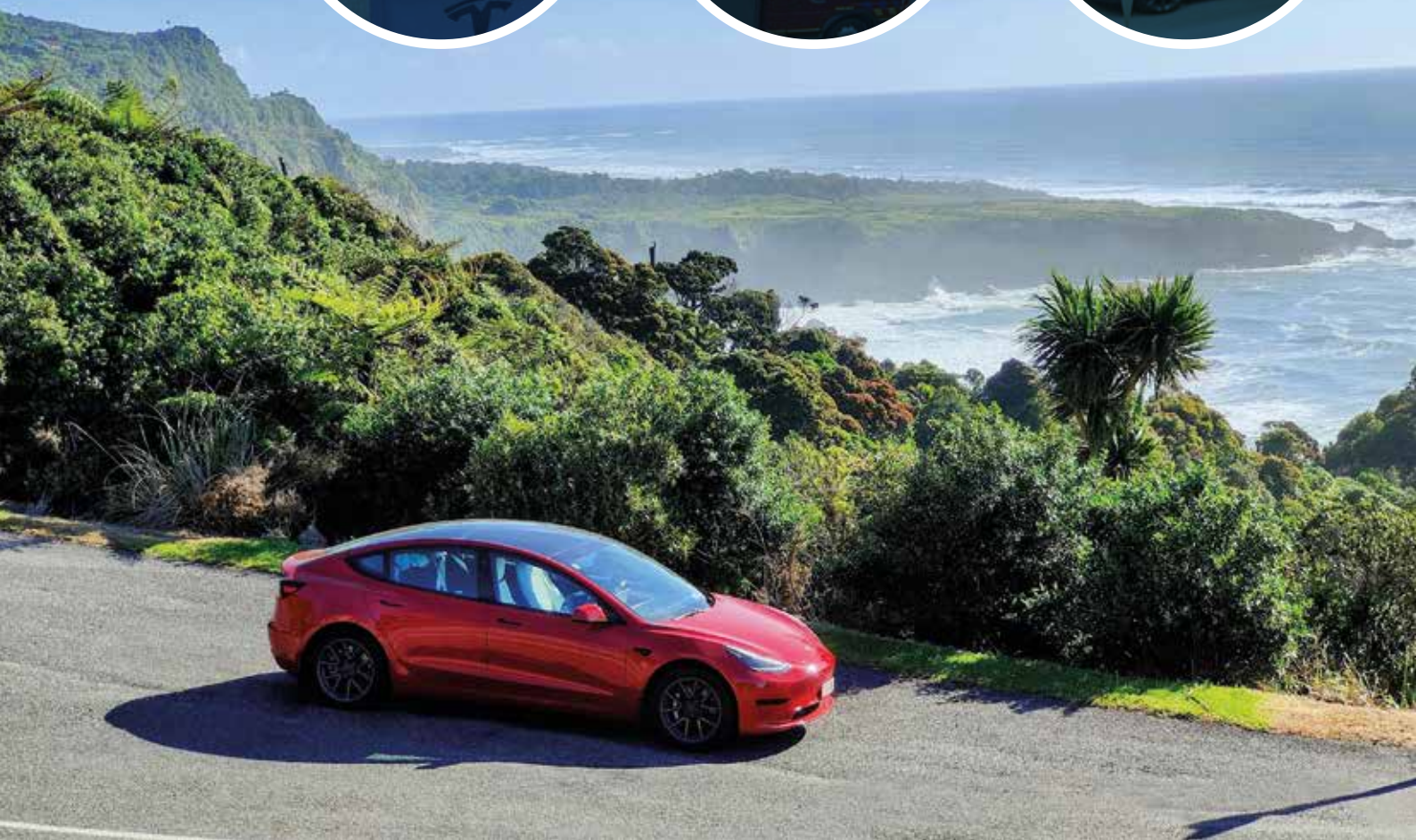




SUPERCHARGED

THE INDEPENDENT MAGAZINE FOR TESLA OWNERS AND ENTHUSIASTS

JUNE 2022 N°22



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RE: Erik De Ridder
Photo cover: © James Barron



Rendabel investerings- vastgoed dankzij doordacht concept

Welkom op het uitgestrekte domein van Serena Bay, waar **luxe en exclusiviteit** elkaar treffen in de verschillende typologieën van dit uitzonderlijke vastgoedconcept. Een **verblijf onder de eeuwige zon** voor de vele toeristen op **Kaapverdië** en een meer dan **interessante opportuniteit** voor wie op zoek is naar een **rendabele investering zonder risico's**.

Op het domein vindt u een **hotelresort met luxury suites, luxury apartments met zicht op zee en privétuin, beach villas met swim-up pools, beach houses in het groen en tower apartments met panoramisch zicht**. Daarnaast zijn er ook heel wat voorzieningen voor de gasten zoals bars, restaurants, sport- en wellnesscentra, een heus shoppingcenter en zelfs een Country Club.



Bem Vindo a Cabo Verde!

Het domein van Serena Bay bevindt zich op het Kaapverdische eiland Sal, waar de **zon** altijd schijnt en er een heerlijk **no stress vibe** heerst. Het is dan ook niet verwonderlijk dat het **toerisme** er het voorbije decennium een **exponentiële groei** kende. Hemelsblauw water, hagelwitte stranden, alles nabij... Sal is dé bestemming bij uitstek voor Europeanen.



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Hotelvastgoed - en bij uitbreiding alle vakantieverblijven - scoren alsmear beter op de investeringsmarkt. De combinatie van **hoge inkomsten, geen zorgen, geen onderhoud én een lage investeringsdrempel** creëert een ideale investeringsopportunity. Bovendien is dit type vastgoed uiterst **inflatiebestendig**, want de **huurprijzen stijgen elk jaar**.

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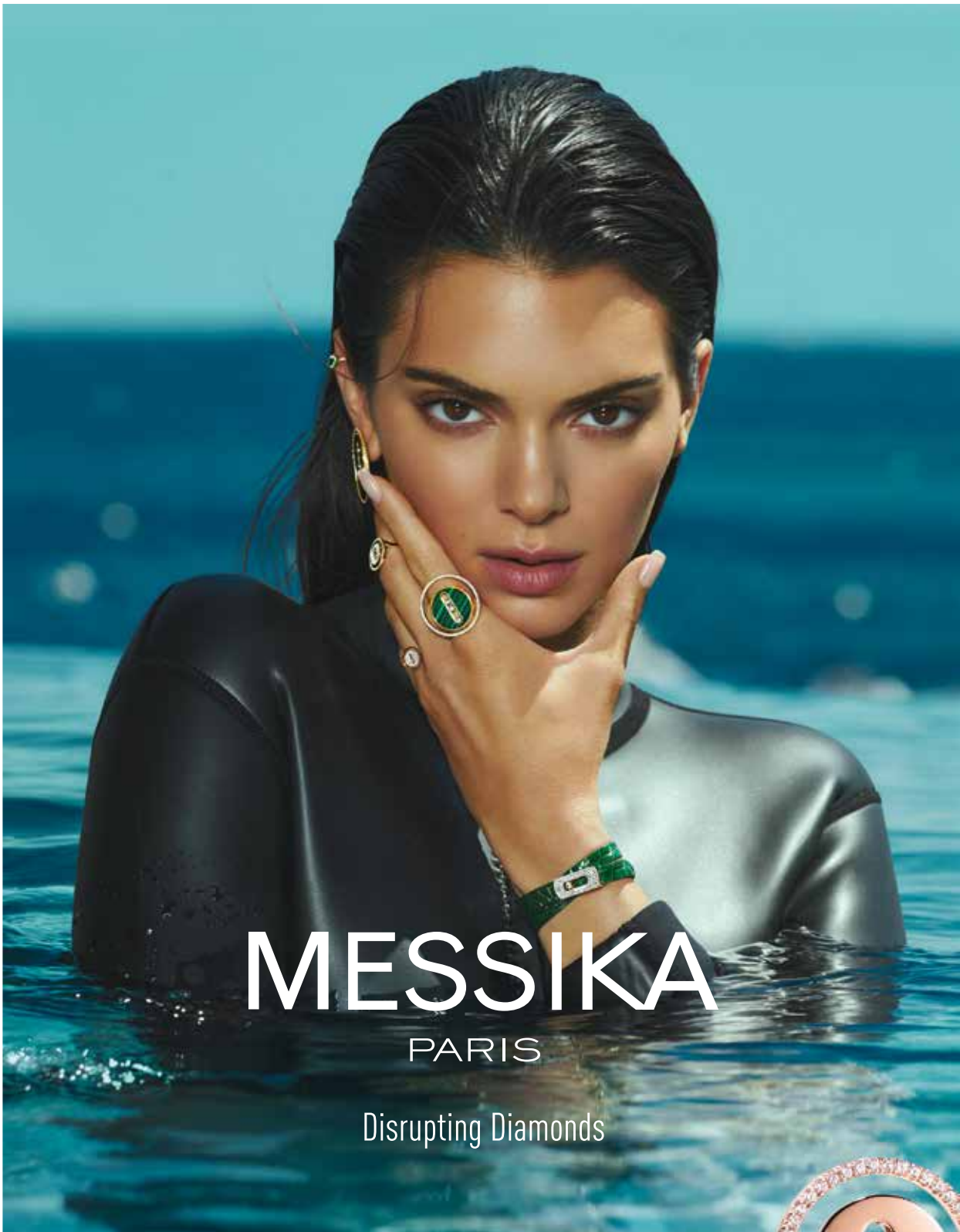
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DEAR READERS,
DEAR TESLA OWNERS AND CLUB MEMBERS,
DEAR RESERVATION HOLDERS,
DEAR SHAREHOLDERS,
DEAR EV ENTHUSIASTS,
DEAR SPACE TRAVELERS,

WE WISH YOU A GREAT AND AWESOME SUMMER !

Welcome to your twenty second edition of SuperCharged, your independent Magazine for Tesla Owners, Reservation holders, Club Members, Shareholders and EV enthusiasts. Time does fly, assembling this Magazine is always quite a challenge.

We would like to thank our motivated Editorial Team (Erik, Bert, Joanna, and all parties involved) for always going the extra mile to make the outcome always top notch professional. Thank you also to all our Members and Readers for accompanying us in such a great Company. Thank you for your readership.

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Welcome TO ALL new Owners ! The more the merrier, the 'Extended Family' is growing everyday ! We are very pleased to cross roads with more and more Owners, waving at each other: We are delighted to have you onboard and we look forward to our exchanges ! Supercharged is a great way to break the ice and join the Community.

We wish you all an Amazing Summer with great encounters and quality times. Furthermore we look forward to welcoming you in our next events.


For new readers or simply wanted to read past editions ?

SuperCharged is available online, with past editions : <https://www.teslaclub.be/supercharged>

Tesla never rest ! Berlin Gigafactory kicked off and quite a few Owners were there onsite. We reached out to Lars Hendrichs to get the vibes and insights of this yet another milestone in Tesla's expansion.

One of the perks of driving a Tesla is not only to enjoy the breakthrough technology advances and pleasure ourselves, it is also to make new friends. We reached out to James Barron, Owner in New Zealand. A 'Kiwi' report you will surely not want to miss !

Tesla is also constantly hearing out and looking for new contacts, to establish Superchargers, Service Centers etc, hence their positive answer to the invitation of the well known Cercle de Wallonie. Find out about this Business Networking hub and more in this interview with Amid Faljaoui managing the Cercle.



II GEMINI

Dit prachtige horloge is een streling voor het oog door zijn hoekige en ronde vormen. De stalen kast werd geborsteld en dit geeft een luxueuze uitstraling.

Binnenin kozen we voor een Japans Miyota binnenwerk van de hoogste kwaliteit. Met een waterdichtheid van 10ATM kan je dit horloge zorgeloos gebruiken.

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There has always been much gossip, rather mostly unjustified on electric cars catching fire. We seized the opportunity during local Dinaphie zone Fire Department open doors to debunk and illustrate what to do in this case by interviewing Jean-Claude Gillet. Let's find out how to Train firefighters to protect EVs. Quite a few owners joined to support the initiative and showcase real car (no car or Owners were harmed in during the sessions).

More lifestyle topics and content is also featured in this edition.

Thank you so much once more for your readership, we truly appreciate it.

We look forward to hearing from you, contact us through our Club website.
Thank you for your ongoing support and trust.

Martin Gillet

Vice President Global Communications and Marketing Tesla Owners Club Belgium asbl/vzw.

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CLUB EVENTS

Club is always looking for great venues and ideas to organize cheerful events and memories. Feel free to submit ideas and locations, Community at work, the more ideas, the more creative, the merrier. Team Work !

All our events are listed online, join us and plan ahead as places might be limited due to popular demand :
<https://www.teslaclub.be/en/events>

NEXT EVENTS & CLUB EVENTS

All future Club events can be found under <https://www.teslaclub.be/events> - Join us ! The more the merrier ! Electrifying and cheerful moments as always !

Diner with Butlers

[Wednesday 15th of June 2022 19:00] : Unique experience at the "School for butlers and hospitality". Enjoy a 3 course menu with accompanying wines served by student butlers. Read more and register <https://www.teslaclub.be/en/events/diner-with-butlers>.

Tesla Golf Cup 2022

[Sun. 31 July 2022] During the Tesla Club Belgium Golf Cup 2022 you'll have the opportunity to experience Golf for the first time, compete on the 9 or 18-holes, and/or enjoy an amazing barbecue afterward. Read more and register at <https://www.teslaclub.be/en/events/tesla-golf-cup-2022>.

Champagne Tour 2022

Tesla Owners Club Belgium Champagne Tour 2022 in Reims, France from Friday 26 August until Sunday 28 August 2022. Read more and register at <https://www.teslaclub.be/en/events/champagne-tour-2022>.

Tuscany Tour 2022

[From 29th of October - 1st of November 2022] Together with a select group of Tesla Owners, we'll spend the long weekend at Il Paluffo, Tuscany, Italy. A limited number (Only 13) of Tesla cars will run in the Chianti hills enjoying Italian wine, food, and Tuscan tradition. Read more and register at <https://www.teslaclub.be/en/events/tuscany-tour-2022>

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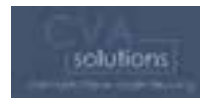
Already own a Tesla, join the extended Family and join our Facebook group <https://www.facebook.com/groups/TeslaOwnersBelgium>



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Thanks to all the Tesla staff and all parties involved. Don't drink and drive.



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INTERVIEW WITH LARS HENDRICHS ON HIS TESLA EXPERIENCE AND THE **NEW** **BERLIN GIGAFACTORY**

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Text: Joanna Pays

Photo credits: Tesla Fahrer und Freunde e.V. and Lars Hendrichs

BERLIN GIGAFACTORY

Lars Hendrichs is President of the Tesla Owners Club: Tesla Fahrer und Freunde e.V. (which means Tesla Drivers and Friends). The TFF is Germany's biggest Tesla Owners Club (TOC). A Tesla driver since 2017, Lars recently spoke with Supercharged about his own Tesla experience and the opening of the new Tesla Giga Factory in Berlin.

Lars, 48 years old, is a specialist in IT and works for Deloitte, one of the 'big four' professional services firms. He and his family are based

in Bottrop, in the Ruhrgebiet region near Düsseldorf. He bought his first Tesla, a Model S 85 (picture attached), five years ago. He has been on the board of the German club for over four years and in Oct 2021 became the club's President. Some our Supercharged readers may already be familiar with Lars, as he has attended several European club events and organised the TOC Meeting at the big pre-opening for the Berlin Gigafactory in October 2021 – but more about that later!





BLUESOUND

THE NEW NODE.



Bluesound blijft voorop lopen in de HiFi streaming revolutie, en de nieuwste generatie NODE legt met zijn verbeterde technologie en geluidskwaliteit de lat hoger dan ooit tevoren. Wat de vorige generatie spelers deed, doet de nieuwe NODE nog beter. Op basis van ons next-gen processorplatform hebben we verschillende verbeteringen aangebracht die de moderne muziek-liefhebber zeker zal waarderen: een nieuw en verbeterd DAC-ontwerp, een HDMI eARC-ingang, een vernieuwd en intuïtief

aanraakgevoelig bedieningspaneel met nabijheidsdetectie, USB audio-uitvoer naar een externe DAC, en een hoogwaardige afwerking met matglanzende lak, waardoor de NODE naadloos in elke luisteropstelling past. De missie van Bluesound is om hoge resolutie hifi-weergave voor iedereen toegankelijk te maken. De NODE is de meest recente maatstaf van dit prijzens- waardige streven; de perfecte mix van geluidskwaliteit, moderne vormgeving en toegevoegde waarde voor de muzikliefhebber.

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MY TESLA EXPERIENCE

Lars has driven over 160,000 kilometres in his various Teslas over the last five years. "I had the idea a long time ago that I wanted to live a more sustainable life and it is important for me to leave a good environment for future generations" says Lars. "Prior to owning my first Tesla I had a diesel. It was a more 'economic' version of a diesel, but it was ugly. When Tesla unveiled the Model 3, I put my order directly in with the US, as the waiting list was available there before in Europe. During the months that I was awaiting delivery, a Tesla representative contacted me with an invitation to drive a Model S for a day. After the test drive I was hooked and I didn't want to wait any longer, I took the Model S. That was a good decision, part of the reason being that I am 1.96 tall, so the Model S was a lot better option for me than the 3 would have been. That's also why I prefer the Model Y over the Model 3."

"After two and half years with the Model S 85, I switched to the S100D version, as I had a new job role which meant I needed to drive longer distances" says Lars. "I wanted a car with autopilot as I had to put up with up to two hours of traffic jams every day. Then, in 2019, due to the pandemic, I started working from my home office more. In September last year I switched to a long-range Model Y.

I wanted to be able to use this to go on long trips with my family and put a roof rack on it for a tent, as well as a tow-bar for bicycles. However, four weeks ago I sold it, as I wanted to get the new Model Y which has 200kg more load capacity. Delivery of our new Model Y has been delayed due the pandemic, but I hope to get it within the next couple of weeks. My wife also has an EV, but its an Opel Corsa as she normally only makes short trips. Right now, only having one car is a bit of a problem, so I'm sometimes using an electric kick scooter. Still, we all really dedicated to electric driving and have been for some time. We wouldn't consider buying anything other than an EV."

TESLA FAHRER UND FREUNDE E.V., THE T&E MAGAZINE AND THE TFF FORUM

The TFF was originally started 2011 as the Tesla Fahrer & Freunde (TFF) online forum by drivers of the first roadster version. "The forum still exists but we also became a club in 2014 with our own logo" says Lars. "When the official Tesla club programme began, we switched and became part of that." To visit the TFF Forum <https://tff-forum.de/>





Lars is also the editor of the TFF magazine, the quarterly magazine that's published for Tesla owners in Switzerland and Germany. The magazine is printed in 30,000 copies and is also displayed at Tesla sales and service centres. "Owners get a copy of their magazine with their new Teslas, which helps us to get new club members" says Lars.

EV RENTAL IN THE US

For insurance purposes, Lars' company prefers that employees use rental cars for longer road trips. "The good news is that my company wants to reduce its carbon emissions, so they are keen for employees to hire EVs" says Lars. "At the moment, it's not as easy to find EV rentals from the major car hire companies in the US. I recently travelled to the US for a trip that combined work with an invitation to a colleague's wedding. As our corporate car rental company didn't have any EVs, I rented a Tesla from a private owner via Turo. The wedding I was invited to was close to the 'Tail of the Dragon', which is a famous road known for its 318 turns in 18 kilometres in the Old Smoky Mountains. That meant I needed a good car with a good steering and suspension. I had a lot of fun on

highway 129 but I had to pay excess mileage to the Tesla owner, as I drove over 3000 kilometers in that week! By the way, using the Supercharger network there was easy."

CHARGING IN GERMANY

"Over the last 5 years, charging in Germany has become a lot easier for me" says Lars. "For the first 18 months or so after I got the first Model S, I didn't have anywhere to charge at home, but there was a public charger five minutes from my house. Later I built myself a Tesla Urban Charger (picture attached) in my garage and installed a Tesla Wallcharger in it. My company also just opened new local offices equipped with 100 chargers. The facilities management even contacted me to ask if I would take part in a photo shoot of the new offices with my Tesla. This month our company will open another new building in Frankfurt, also with 80 EV chargers and I have been invited to the opening to help promote the use of EV cars. We are making the case for sustainable transport, and we plan to give other employees the opportunity to try the EV driving experience. That includes showing people how simple it is to use the chargers – and doing some myth-busting about driving electric."

TESLA GIGAFACTORY BERLIN PRE-OPENING EVENT

The pre-opening event for the new Tesla Gigafactory in Berlin took place in October and Lars was keen to get tickets for as many European clubs as possible. "As soon as this event was announced, I reached out to all of my contacts at Tesla to ask if the clubs could be part of it and to negotiate as many tickets as I could for non-German Tesla Owner Clubs" says Lars. "We managed to obtain a good number of tickets and we raffled them off on a WhatsApp group with the other European club presidents. It was a great opportunity for us all to get together."

The pre-opening event included an open area with food trucks, Model Y test drives and an 'open-door' factory tour. "There were people there to explain the production process and they started up some of the machines so we could see the robots in action" says Lars. "Later in the evening there was a big speech from Elon, followed by a great party with DJs, including one of Elon's favourite DJ, Boris Brejcha."

GRAND OPENING EVENT MARCH 2022

The Grand Opening event for the Berlin Gigafactory took place in March. "Unfortunately, this event was only open to Tesla owners and employees in Germany, so we couldn't invite the other clubs" says Lars. "We were allowed 100 tickets for all German clubs and there were tickets for the owners and families of the first 30 cars to be made at the factory. The media, suppliers and some retailers were also invited."

"Elon gave a short speech and took questions from the audience. He talked about the fact that Tesla still has way more orders than it can deliver yet. He also talked about his strategy for expansion and highlighted that we should not be afraid of the future. The German Chancellor was one of the guest speakers and gave a speech about sustainability."

"Among the guests, only the new owners and the media were allowed to visit the factory this time" says Lars. "During the evening, the first 30 cars from the factory were presented to their new owners by Elon himself and some of the owners got their cars signed by him. Amazingly one of these new drivers had never even test driven a Tesla before he got his new car!"

"There are plans to offer factory tours to members of Tesla clubs once production is fully underway. Hopefully that should be in the next six to nine months."

PRODUCTION

Production at the Berlin Gigafactory started with 500 cars a week in March, growing to 1,000 cars a week by the end of April. At the end of June, a second shift of workers will begin, and the aim is to ramp up output to around 500,000 cars a year. For the time being, Berlin will be producing Model Y performance versions only. The factory covers over 227,000 m², the equivalent to 71 football fields. "It's really a huge and impressive factory and it actually takes quite a while just to drive by it" says Lars.

SPREADING THE WORD

"One day I wanted to charge my Tesla close to my work. I was plugging in my car at a charger near the Ministry of the Environment and the person charging next to me was the driver of the German Environment Secretary" says Lars. "While he was charging his BMW 7-Series Plug-in Hybrid, he asked me what I thought about my car. We started the usual discussions that all EV owners share, such as misinformation about charging, speed and range. After chatting for half an hour, I gave him two of our Club Magazines (T&E Magazin) and my Club-Business card. We agreed that he will call me the next time he is in town so that I can give him a test-drive. I hope that some of the things we spoke about will get back to the German Environment Secretary. "One of the great things about being an EV driver is the community spirit and the discussions you strike up with people when you are charging."

"My hopes for the near future of Tesla are that they can quickly scale up production – and switch to the new battery cells. The new battery cells have way more capacity, charge faster and are more resistant. The process of making them is also more environmentally friendly. There are a lot of potential customers who are just waiting for these new battery cells before they place their orders."

For more information about the TFF visit <https://www.tff-ev.de/>



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A close-up, black and white photograph of a woman's eye. The iris is replaced by a blue watch face with white numbers and hands, symbolizing the brand's 'timeless tradition'. The eye is looking directly at the viewer.

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FIRE CAPTAIN JEAN-CLAUDE GILLET – EXPERT IN **EV** FIRE PROTECTION

Jean-Claude Gillet became a volunteer fireman in 2001. Since then, he has worked his way up through the ranks to become the Captain of the Yvoir fire station in the Dinaphi region. A large part of the fire brigade's mission is to protect lives and property from fire. Training, and expertise in different types of fires is important. Jean-Claude is known for his field of expertise in electric vehicle fire protection.

Text: Joanna Pays - Photos: Jean-Claude Gillet





BECOMING A FIRE FIGHTER

Jean-Claude comes from a technical background and is a security engineer with SNCB. He first became interested in becoming a volunteer firefighter through his father-in-law, also a volunteer fireman. "Becoming a fireman hadn't really occurred to me before I joined, but my father-in-law offered me the opportunity to try it and I loved it straight away" says Jean-Claude. "I enjoy the technical aspects and there is a really good team spirit. It takes a lot of dedication and time to become a volunteer fireman, with around 200 hours of training needed for entry level."

"Training is continuous and over the last two decades I have carried out hundreds of hours of further training as I made my way up through the officer ranks. I am on standby every other weekend and am probably on duty about 40 hours a month, plus time for training."

TRAINING FIREFIGHTERS TO PROTECT EVS

As well as receiving regular training, Jean-Claude also gives training sessions for firefighters from across the Dinaphi region. He is the region's expert on protecting electric cars against fire and other risks. "These training sessions look into the specific risks for electric and hybrid vehicles – and how to manage them" says Jean-Claude. "We started running these EV training sessions about a year ago and normally host one a month."

The EV training sessions cover a full day for fire fighters. The morning sessions focus on theory. Jean-Claude discusses the various components of EVs and hybrid vehicles, and the risks associated with each component. In the afternoon, the teams get to inspect different EVs and hybrid cars that are brought to the fire station by volunteers. "Tesla owners are particularly helpful and very happy to share their vehicles with us for the day" says Jean-Claude. "Sometimes they drive up to 200 kilometres just to take part. The trainees need to be able to identify all the different components of the different cars and discuss the risks associated with each of these components."

“Of course, we don't actually set fires to any cars during the training, but we do watch videos on how to extinguish fires in EVs and hybrid vehicles. Safety measures are fully covered, such as wearing breathing apparatus and the importance of turning off the electrical current – not just unplugging the car. Although EV fires are rare, they are difficult to extinguish and have a high risk of fires reigniting, even after two or three hours. Overheating is a problem and large quantities of water are needed to cool and extinguish fires in EV or hybrid cars. In some situations, it is necessary to immerse the whole vehicle in a water container. That would happen if the battery has reached a crisis temperature. If it reaches over 60°C there is definitely a problem of a faulty battery. We can check this temperature using thermal image camera equipment.”

EMERGENCY RESCUE GUIDE

Every new EV vehicle purchased should now come with an Emergency Rescue Guide. These guides have a section which covers the steps to take in case of fire or smoke. Cars should immediately be parked outside, not in a garage. The car should be stationed at least 15 metres away from any other vehicle, power point or source of combustible materials. A big danger period is really two or three hours after a fire or smoke have been extinguished, as it can reignite.

RISKS OF FIRES IN EVS

AutoinsuranceEZ analysed data from the US National Transportation Safety Board (NTSB) and Bureau of Transportation Statistics (BTS) and found that electric vehicles





are significantly less likely to catch fire than both ICE vehicles and hybrid vehicles. When comparing the number of fires per 100,000 cars, there were an average of 25 fires in electric vehicles, 3,474 fires in hybrid vehicles and 1,530 in ICE vehicles.

Although fires in electric vehicles are very rare, the biggest risk is during charging, particularly with rapid chargers. "Users should be particularly alert to any kind of smoke" says Jean-Claude. "If your battery receives any kind of impact, even if it seems harmless, you should get it checked. In case of fire or smoke you should immediately unplug the car and park it outside, away from other cars or combustible materials. If you are driving and you see smoke or fire from the car, you should stop immediately and turn off the vehicle. During your call to

the fire brigade, it is very important to mention that the fire concerns an electric or hybrid vehicle and give all the details of the model. The type of model will affect the equipment we need to bring and the measures we need to take."

Frank's experience has shown that new EV models or batteries that have just been launched on the market have a slightly higher risk factor. "A crucial factor is to ensure that the electric current is off in the event of fire or smoke" says Jean-Claude. "That can be quite difficult to identify, depending on the model of car. Owners should take the time to see how they can check this. Tesla issues a Rescue Sheet showing these details in their cars."



One Side Wing - Olieverf op doek - 182x227 cm

One Side Wing is het absolute meesterwerk van de erkende en beste figuratieve schilder van Japan, Noboyuki Shimamura. Een uitzonderlijk groot schilderij, dat nog nooit eerder is gezien. Een buitengewone kans en nu beschikbaar in de galerij van Art Center Horus.



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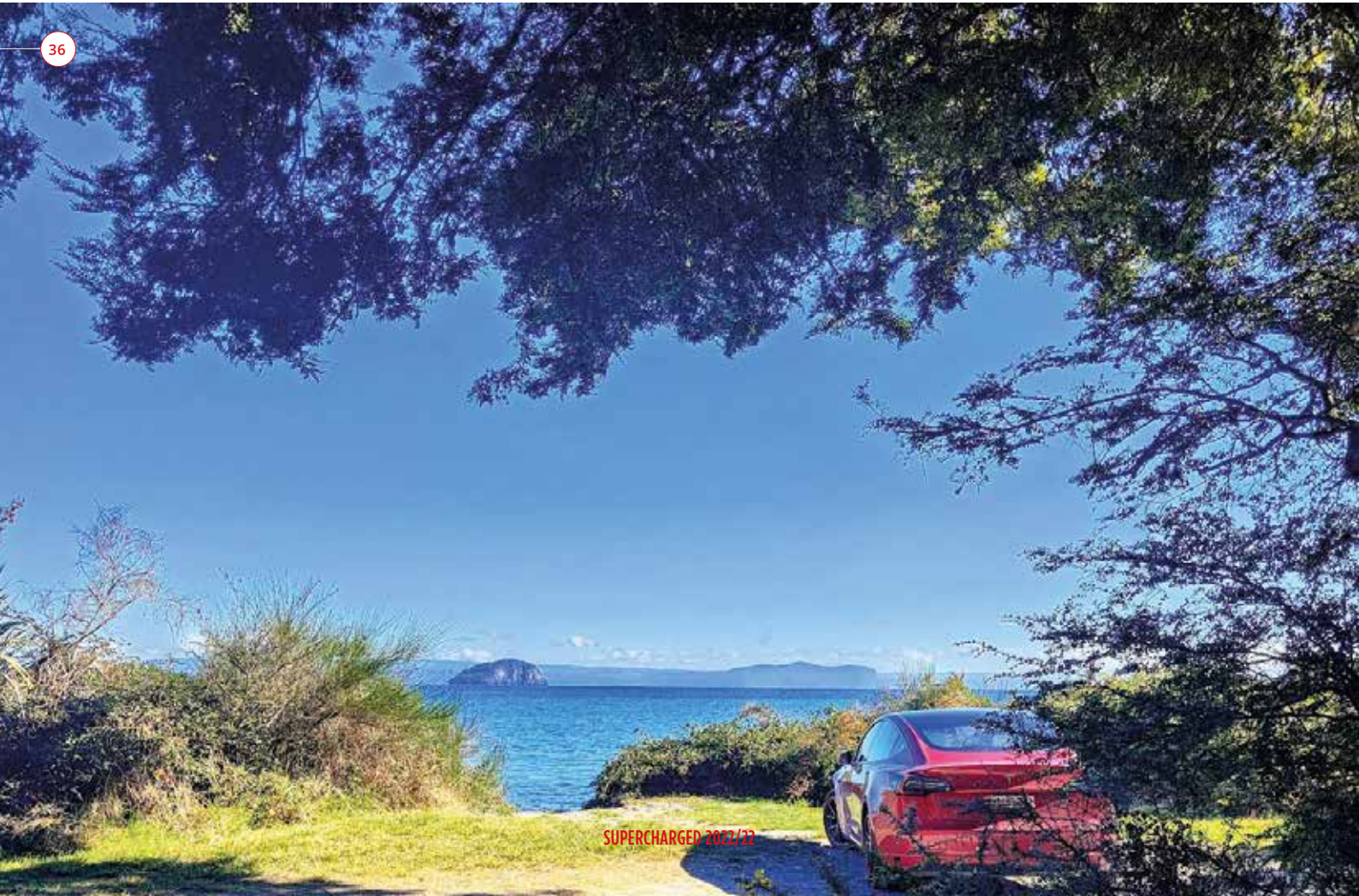
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JAMES BARRON

JAMES BARRON – FLYING THE EV FLAG IN NEW ZEALAND

Text Joanna Pays, photos by James Barron

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SUPERCHARGED 2022/23



James Barron is a sixth-generation New-Zealander, based in Whanganui, on the lower west coast of the North Island. James shared with us some insights as a Tesla enthusiast in New Zealand.

WHANGANUI

James is one of Whanganui's twelve elected district councillors governing an area with around 50,000 inhabitants. He moved back with husband Jonathan from the UK – where James was a consultant for SAP - to their native New Zealand ten years ago. The New Zealand landscape is one of the things that James missed while he was away. Whanganui is surrounded by beautiful scenery and ideal for quiet, electric driving. The famous Whanganui River (Te Awa Tupua – a legal person) runs from the mountains through the city and out to the sea by their home in the suburb of Castlecliff.

Rivers, forests, and mountain ranges, complete the surrounding landscape and the region is a popular ski destination. When not exploring this natural paradise in his Tesla, in his spare time, James is working an aircraft which he is converting into an Airbnb. Check out his Facebook page zkcif for more information.

James has been driving electric for 3 years. "I previously had an old Nissan Leaf as a town car, which was a good city run around car" says James. "The first person I met who owned a Tesla was Martin Gillet! In October 2021 my Shanghai built Model 3 std arrived in red, with a white interior. I find it effortless driving; it tows well, and I love the fact that it has constant updates. It's a car that actually gets better over time."

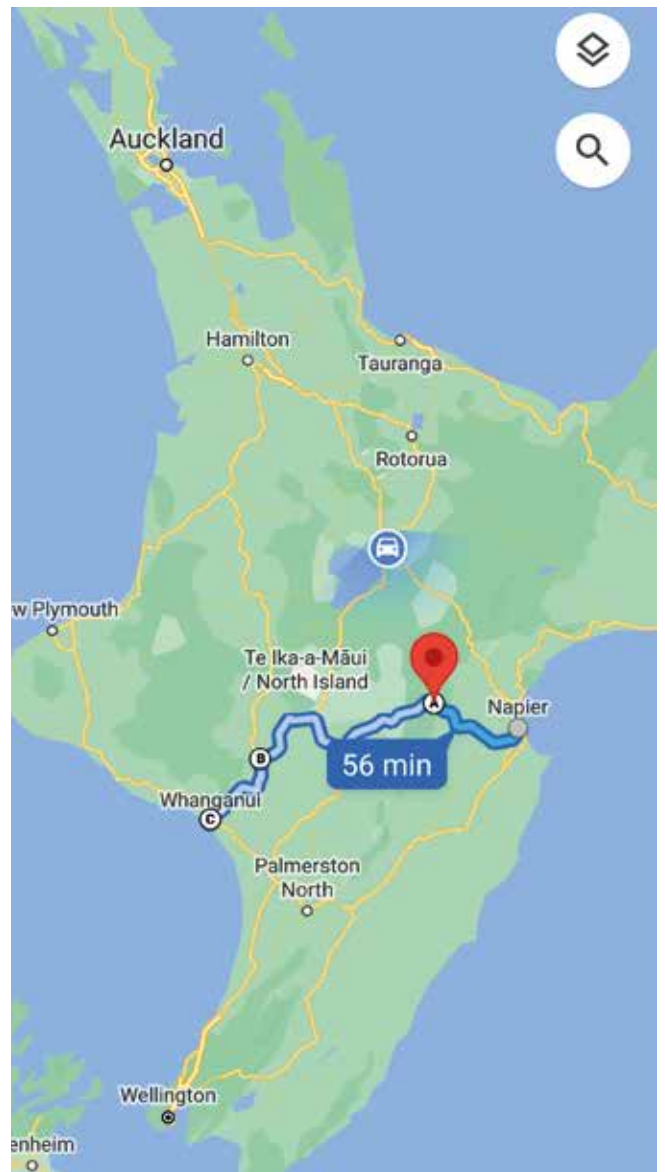
James has made several road trips since he acquired his Tesla. "At the time of this interview (as I sit charging) I have already driven 11,642km in it" says James. "I just finished my third trip north, which was 1,400km, plus I did 1,800km including a ferry and a road trip to South Island, to see the family at Christmas (which is our summer holidays). See the attached maps, for some of my journeys. For my next trip, I want to go right across the national park to the east coast."

DRIVING EVS IN NEW ZEALAND

"My only experience in driving electric has been in New Zealand, but I haven't found it that difficult, even though we have a lot of mountains and countryside" says James. "The only time I had a little bit of range anxiety was when I was driving with a trailer, with an

uncovered cage, carrying heavy plane parts for my Airbnb plane. The Tesla is a great tow car but that's when the car went through a serious amount of electricity – up to four times more than usual. I do follow the local Tesla Owners Club, but I haven't been to any meet ups but are active online. I do have a couple of friends in the city who are Tesla owners, including a fellow Councillor who has Model S. That looks like its going to change as the Model 3 was the top selling new car in New Zealand last year."

"One of the things I am working on now is lobbying to get Superchargers in our city. There are an adequate number, but they tend to be a bit out of the way and need to be easily accessible on main routes. A positive sign is new government rebates for EVs."





WHAT I LOVE ABOUT MY MODEL 3

"I'm a bit of a tech geek and for me Tesla is generations ahead of anything else" says James. "I'm always interested in the updates and are looking forward to entry camera access from the app and implementation of the new adaptive headlights since seeing the potential in the Christmas light show update."

"I love the fact that people, and especially kids, are endlessly impressed by the Tesla" says James. "The number of curious people is

incredible, popping the bonnet (frunk) to show them the engine is always good for a laugh."

"By the way, the kiwi is New Zealand's national bird, and the fruit is named after the bird, not the other way around. ☐ Ngā Mihi!"

To follow James and for updates on his airplane Airbnb restoration, visit his Facebook pages - zkcif and CrJamesBarron



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Kris Baele beheerst als een van de weinige juweelontwerpers zowel de goudsmeedkunst als de verlorenwastechniek. Daarom kan hij perfect inspelen op de vraag van elke klant.

VAN OUD NAAR NIEUW

Wilt u eer doen aan het verleden, maar toch mee zijn met de toekomst? Kom dan zeker eens langs om de mogelijkheden te bespreken voor nieuwe creaties van bestaand materiaal!



A VISIT TO THE ZEISS VISION CENTER ANNYS IN ASSE

TIME AND ATTENTION IN FUNCTION OF CAREFREE VISION

Thirty years ago, Ingrid Annys opened an optician's shop in the centre of Asse. From the very beginning, she opted to put clients first and to help as fully as possible with an individual process with one aim in mind, namely care-free vision. Together with her husband Kris Vander Elst, Ingrid has turned the business into a future-proof vision centre which has gone by the name ZEISS VISION CENTER for the last three years.



DOUBLE ANNIVERSARY YEAR

As a young and enthusiastic optician-optometrist, Ingrid Annys started her own business in Asse in 1992 along the N9, the regional artery which connects Ghent with Brussels via Aalst. Over the years, the business has undergone a number of developments and has grown into a renowned Vision Center in order to provide an even better professional service for clients. Kris outlines the development: 'We've modernised the interior several times. After the first extension in 2006, we undertook a major renovation in 2017, which led two years later in 2019 to the opening of the first ZEISS VISION CENTER in the Benelux. From day one, we've worked together with ZEISS for equipment, spectacles, contact lenses, and binoculars. The company is well known not only for the highest optic quality and purity of the spectacles, but also for its vast know-how and expertise, partly thanks to their heavy investments in research and development. The partnership with the globally renowned supplier of optic and opto-electronic technology culminated three years ago in an innovative expertise centre. For us it's all about vision and eye care, that is and always will be our core business. And so, with our thirtieth anniversary and three years as ZEISS VISION CENTER, we're celebrating a double anniversary. A moment to share with our clients.'

THE FIRST PHASE

Under the motto 'Care-free vision', the ZEISS VISION CENTER team goes to work unconditionally 'in depth'. Ingrid continues: 'In order to arrive at the best solution for clients, we always start by asking clients for a full and precise outline of their visual difficulties. We invariably work in three phases, which start with the "anamnesis". In a central room we listen to clients and question them at length. We take the time and space to analyse the problem and thereby arrive at a definition of the client's visual needs. In this phase we let the clients tell us at length about their specific vision issues, both in their daily routines and in specific circumstances, always in relation to their lifestyles. Are they looking for classic glasses or contact lenses, which may or may not be multifocal? Or are we talking about office glasses, night glasses, or sports glasses? If the client prefers contact lenses, which type would he or she prefer? The possibilities at ZEISS VISION CENTER are extensive: Whatever the vision solution the client needs, we start on the basis that there is a solution for every vision problem. You can see this first phase as the putting together of the building blocks or the foundation for the further course of the process which examine thoroughly in each phase. Each person's eyes are unique and in that respect can be compared to a fingerprint, and that's why we opt for a highly individual approach. For us, care-free vision means perfectly customised work for the eyes and we like to take our time to provide that. After all, you don't buy glasses every day, but you do need them every day.'



First of all, we analyse the client's visual needs.



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Vision measurement

THE OPTOMETRIC PHASE

46 After the thorough interview (the so called 'intake interview'), the second phase is located in the world of optometry. Kris explains: 'This is the phase of the eye measurement. Our team consists of highly trained optometrists who are all qualified to carry out detailed eye measurements using the very latest equipment. For that matter, the whole team permanently undertakes in-service training under the motto 'advance through knowledge'. We do this by means of training courses in Belgium and abroad with the Carl Zeiss Academy, a centre of expertise where we meet monthly. The optometric phase aims to correct the client's vision under all circumstances. We have to say that we as optometrists measure healthy eyes. If we discover or suspect that there's a problem with the health of the eye, we refer the client to the eye doctor.'

The eye measurements are taken in two different rooms. 'We have an objective room for computer-guided eye measurements with the i-Profiler® from ZEISS and two subjective rooms where the more classic measurements are taken, with recognition of optotypes in order to establish the Deviation of each eye. The two rooms also enable us to take eye measurements for couples at the same time.'

THE SOLUTIONS PHASE

In the third phase they proceed to the solution. 'As we've already said, this depends largely on the person's lifestyle, whereby professional activity, for instance, also plays a part. Our solutions can consist of both contact lenses and glasses, depending on the patient's lifestyle. Contact lenses have made huge strides over the years. In the past, you had hard and soft lenses which you put in during the morning and removed at night, and that was just about it. Nowadays, we offer various forms of lenses and eye-compatible contact lens systems, all geared specifically to the eye problem. With day lenses, you use a new clean lens each day, with month lenses you wear them for one month and have a maintenance system. We also have the "contact lens for life" systems which you can now use perfectly well until old age. One remarkable development has been the hard correction night lens which is made on the basis of the topographical measurement of the eye. The lens is geared specifically to people with myopia and you only have to wear them at night. The lens then corrects the vision of a myopic so that he or she sees properly during the day without glasses or contact lenses.'

OPTIC SPECTACLE LENSES

Apart from contact lenses, it is also possible to correct vision using splendid spectacles to suit your personality. Ingrid tells us that there is a vast range of possible solutions in optic spectacles at the ZEISS VISION CENTER. 'that ranges from single vision glasses to multifocal lenses adapted to specific situations. Night glasses are one example of that. The pupils widen in the dark so that the light is more spread out on the retina and it is for a lot of people harder to see precisely. Headlights or street lights then produce irritating glares. Night glasses, also known as car glasses, ensure that you see properly and get tired less quickly. To that end, ZEISS has developed optimised individual spectacle lenses with i.Scription technology for more vivid colours, greater contrast, and better night vision. Office glasses or computer glasses are the solution for people who often use computer screens for hours on end in a professional capacity. Digital glasses provide support for seeing at various distances and allow the eyes to rest.'

FROM SELF-DARKENING GLASSES TO BINOCULARS

'More and more people are suffering from dry eyes,' Kris adds. 'The pandemic and working from home have only increased that problem. For that, too, we have special glasses, if necessary in combination with eye drops. In our Vision Center we also have photochromatic (self-darkening) and UV-resistant glasses to the required strength. Adjoining the shop we have a terrace where people can try out the effect of the glasses in real conditions. For those who wear contact lenses we have a specific lens to provide them with some comfort when they aren't wearing their lenses. Obviously, children's glasses for young children and teenagers are also important. For them we have a good initiative whereby they themselves help to make their own glasses in our open workshop. For sports enthusiasts we have glasses to the required strength for cycling, running, skiing, swimming, golf, tennis, padel tennis, or other ball sports. There are safety goggles to the required strength for clients who need good eye protection at their place of work. As ZEISS VISION CENTER, we obviously also have an extensive range of ZEISS binoculars for nature lovers and (global) travellers.'

Children's glasses in the 'Kids' corner'





VIRTUAL TRY ON

Anyone who visits the ZEISS VISION CENTER enters a beautifully designed architectural space with a vast choice of spectacles for clients. If glasses are really affordable here, doesn't that make it more stressful to choose? Chris laughs and says: 'The latter does happen sometimes, but we're there to welcome clients and take them through our range. As for the cost price, we can say that it's certainly not true that a modern optician's shop such as ours is only concerned with costly solutions. Our vision solutions are there for everyone. We really can help everyone through our extensive range, whether man, woman, young or old, student, or professional. We have a wide choice of frames, glasses, and contact lenses to suit any budget. Apart from the physical range of frames in the

shop, we also have a virtual range. With the Visual Try On system which we introduced in 2021, we can make a 3D image, a so called avatar, of the client. A mathematical algorithm helps the client later with his or her choice by presenting virtual frames on the avatar. Moreover, the system is suitable for comparing frames and is also a hyper-modern aid to help those with poor eyesight to choose from the wide range. With the help of the Zeiss Visufit 1000 platform (a sophisticated device with nine cameras and Measurement data based on 45 million points), we can perfectly centre the chosen glasses, and that's an extra benefit to the corrected eyesight. All that is part of the personal guidance which we give each client.'

BESPOKE EYEWEAR IN DE PRECIOUS ROOM

During our visit to the ZEISS VISION CENTER, we had a brief look in the Precious Room, a separate and discreet room where clients can go for an exclusive frame. 'There are people who see glasses purely as a tool to be used, whilst others see them as a jewel or a really exclusive product. Think here of 3D printed frames made in Belgium or abroad or frames made from noble natural materials such as horn, wood, stone, silver, or gold, adorned if necessary with gems or diamond. We call this "bespoke eyewear". Glasses frames which are exclusively tailored can make a unique gift and later they may even become a valuable family item. Obviously, you take your time to choose something like that, and that's why we give clients the necessary privacy to make a well considered choice in peace and quiet.'

DOUBLE F, DOUBLE M

Whatever clients are looking for, as a centre of expertise and sphere in eye care, ZEISS VISION CENTER Annys Asse has the right solution to hand. Kris concludes our discussion: 'Here we talk of the double F and the double M. The double F indicates the Functionality of vision and the Fashion of splendid eyewear, whilst the double M refers to the paraMedical aspect of the sound optometry and the Mode aspect of our unique brands. Functionality and Fashion, paraMedical and Mode go hand in hand in the Vision Center where you will always be welcomed with a delicious cup of coffee or a drink of your choice. You get time and attention in abundance here.'

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Van topsommelier Gianluca Di Taranto

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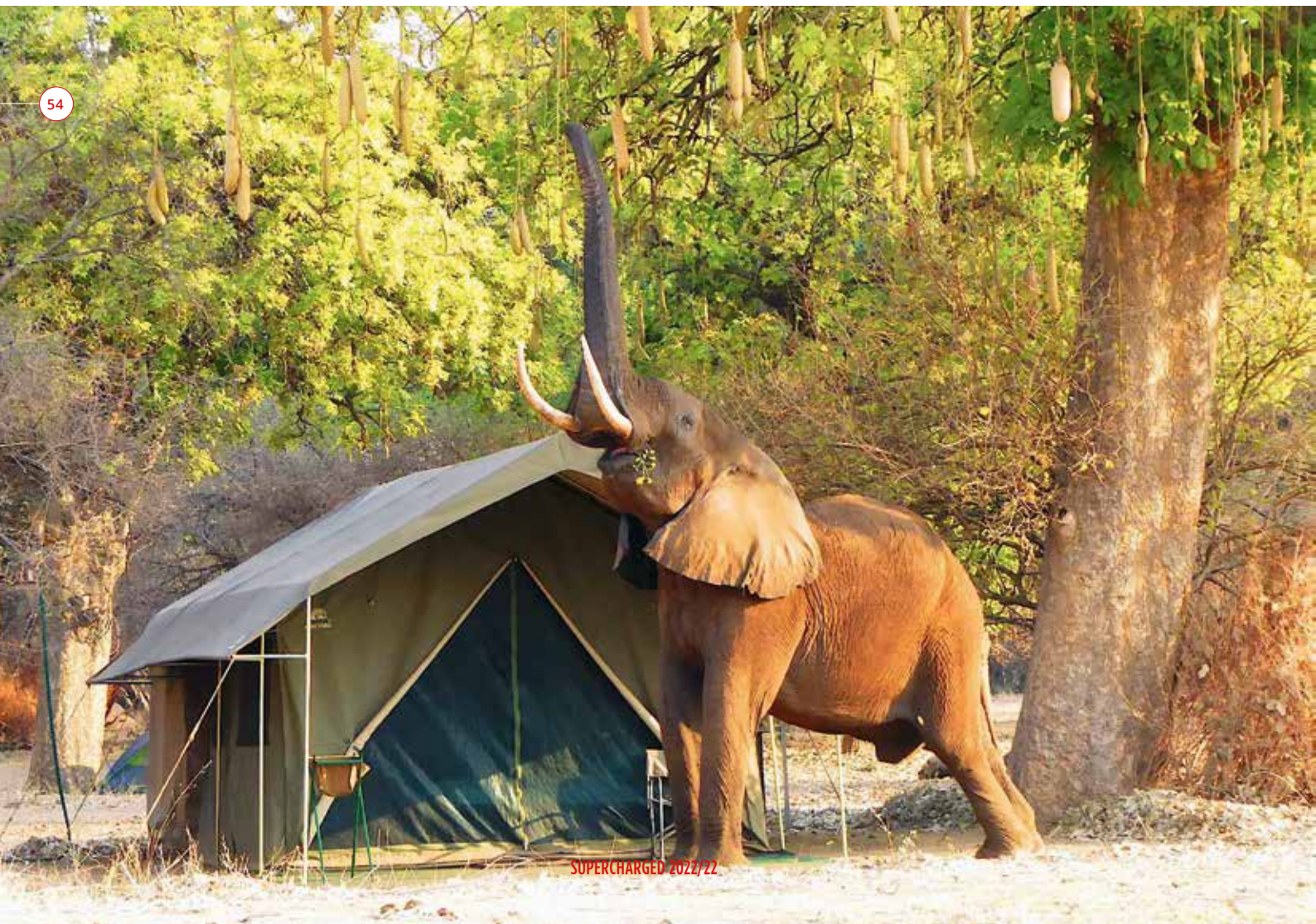
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Text: Wim Vander Haegen – Photographs: Inspiration Africa





COMPLETELY TAILORED

Inspiration Africa is the brainchild of Bruno Van den Bossche, born and bred in the 'Black Continent' and a specialist for years now in journeys to countries such as Madagascar, Malawi, Mauritius, Mozambique, Namibia, Sao Tomé and Príncipe, the Seychelles, South Africa, Tanzania, Zambia, and Zimbabwe. Not only did Bruno lose his heart in Africa, but also he has developed a passion which he wants to share with his clients. Inspiration Africa isn't just yet another organisation which offers trips to breathtakingly nice countries. 'We stress a very personal service and work out completely tailored arrangements. First of all, we always sit down with people to listen to what they want. Only then do we figure out an arrangement to fit in perfectly with their ideas of a dream trip. It's not our style to offer ready-made package trips, which many others already offer. We work on an individual basis to create an experience tailored to the traveller's wishes and schedule.'

THE REAL STUFF

Nowadays, glamping is a buzzword which people use frequently, and sometimes inappropriately. 'When we talk about semi-permanent or temporary structures, we can call that glamping or "glamour camping", but when the accommodation is a permanent set-up, you sometimes wonder just what that has to do with camping. With glamping, we think primarily of charm and romance. Couples who go on a honeymoon trip and spend a night in a tent beneath the stars, far away from everything and everyone, are a good example of what we mean by glamping. Or safaris in tent camps or a romantic night in a "nest" high up in the trees in the African bush. Another important aspect of glamping is to become one with nature. Sleeping in a luxury tent in a spot where the elephants pay you a visit to see what you're doing, enjoying a nice meal and each other's company around a campfire, briefly wandering off the beaten track, that's what we mean by glamping. No clichés, no set-ups, we give "the real stuff", all entirely natural.'



BENEATH THE STARS

Bruno operates mainly in eastern and southern Africa, not in one or two permanent places, but in several diverse locations. 'Apart from a wide range of semi-permanent structures where travellers can stay one or two or several nights as they wish, we also do mobile safaris with attention to luxury and convenience in comfortable tents for two persons in the middle of nature. To give you some idea, you can sleep on a pontoon in the water of Lake Tanganyika. One of my personal favourite camps is Camp Mana in Mana Pools in Zimbabwe along the River Zambezi. That's a classic camp where the elephants turn up every day to drink some water. You sleep in very light structures, but you've got everything you need. It's a blissful experience to hear the sound of hyenas or lions in the distance. Another wonderful experience is the accommodation in an Explorers Camp by Mobile Expeditions in Kenya. You sleep on a stretcher beneath the stars and, of course, we make sure that you're protected from mosquitoes. During the day, you can travel on horseback or by camel.'

SLEEP OUT IN A STAR BED

People love the tree houses and sky beds. 'The basic idea of a sky bed is that you go on a safari and stay in a lodge for several days. On one of the evenings, you sleep outside in a sky bed, hence the term "sleep out". That's a platform on stilts for a romantic night for two at a drink station where animals come and go all night. That really is a must if you want to enjoy your safari to the full. You're far away from everyone and everything there and you can enjoy the natural beauty, with a private dinner and toilet included. The lodge takes you there and fetches you again in the morning. If you still have concerns, no problem! You have a walkie-talkie to call for assistance at any time. In South Africa we work closely for those trips with More Lodges & Hotels, which has acquired an excellent reputation for its safaris over the years and is the leading company in the field of sleep outs. For that matter, a tree house there is perfectly possible.'



ENDLESS RED DUNES

Inspiration Africa has many other options as well, on Mumbo Island, for instance. 'An idyllic spot on an unspoiled and remote tropical island on the vast waters of Lake Malawi National Park. You can enjoy the stunning beach in all privacy and have a swim in the world famous lake. Another partner which we like to work with is Wolwedans in Namibia. On the edge of a 250-metre high dune, their Dune Camp has a magnificent view of the Namibrand nature reserve. You can stay in the valley itself in accommodation which comprises a chain of wooden platforms connected to each other. The lounge, the eating area, and the tea shop all have a view of the endless red dunes landscape towards the mountains at the rear. Most lodges in this region lie on the edge of the mountains with a view of the valley, but with Dune Camp it's the other way round. The tents and wooden constructions are designed specially for the desert. The main rooms are intimate, whilst the fireplace generates discussions between guests. In a tent camp you can also go to places where there's no one else at all, a top class experience which you seldom enjoy, but we can arrange that for you. Two to three times a year, I myself lead an expedition to a very remote area with a mix of lodges and glamping. Then, you're well away from everything and everyone, we cook on a campfire, take a shower à la Hemingway, and in the meantime enjoy the most stunning natural beauty which you could imagine.'

WHERE TIME SEEMS TO STAND STILL

Doesn't this all cost huge sums of money? Bruno reassures us: 'The prices certainly aren't "over the top". If you really want absolute luxury, you can have it, but we don't recommend it because we think you then lose some of the authenticity. We certainly opt for a certain luxury, but mainly in small and charming locations close to or in areas of unspoiled nature. Discovery and adventure are key concepts, and you won't get that in those mega-lodges. Another example is Kwessi Dunes, which lies deep in the Namibrand Nature Reserve, a vast desert bush of over 200,000 hectares. With its rolling desert plains and steep mountains in the background, this is a place where time seems to stand still and the space is endless. This isn't about hunting wild game, but absorbing the beauty of the colourful landscape, admiring the desert antelope racing through the sand, and staring at the stars which illuminate the night sky. You stay there in a comfortable chalet (with air conditioning) with canvas walls and straw roofs. Each bedroom has a separate star gazer room under the open sky. We work together there with Natural Selection because their philosophy and view of nature in combination with a top class stay is similar to our own.'

BACK TO THE 1940S

'In Botswana, Natural Selection also has Khwai Sky Beds and Jack's Camp. The latter is an unrivalled desert experience in old fashioned safari glamour 1940s style, amidst the Great Kalahari desert in Botswana. You stay there in special tents with iconic interiors,

adorned with rich textile from all over the world, closets from the natural history museum, and an air cooling system above the bed. The bathrooms have both indoor and outdoor showers and you eat there in a large tent with a historic library, antique pool table, and a well replenished drinks cabinet.'

Chole Island is a largely unknown tropical island along the coast of Tanzania. 'It lies to the south-east of Zanzibar and was formerly a business centre of the Omani, who traded there. We work there together with Chole Mjini Treehouse Lodge. They have seven 'tree houses' situated amidst the coral reefs. Each tree house is designed in a different style with a different theme. There you just enjoy yourself as you did when you were a child in your own self-built tree house, although here, of course, it's a tree house "on a level".'

A NEST IN THE TREES

An outsider in the range is Green Safaris. There, too, we like to work together, not only because they are conservation minded, but also because there you can enjoy the Chisa Busanga Nests in the breathtaking Busanga Plains of Kafue National Park in Zambia. Those are unique "nests" which are concealed in the trees and where luxury and romance are intertwined in the enchanting desert of open plains which also really do form little islands in the wet season. The four Nests are situated four metres off the ground in the shadow of terminalia trees and guarantee panoramic views from luxury beds, your own outdoor terrace, and indoor and out-

door showers. Wooden stairs take you to this "oasis in the trees", which is surrounded by canvas tents equipped with a modern bathroom and a king-size bed. In the dry season the place swarms with animals. Green Safaris is a leading player in the world of walking safaris (also known as silent safaris) in the region of South Luangwa in the Zambian desert. Shawa Luangwa Camp is located along the River Luangwa and the natural beauty is at its best. The walking safari proceeds on foot under the supervision of specialist guides, but you can also go in a canoe, for instance, on the River Zambezi. You sleep in tents which are perfectly equipped with all the comfort which you need.'

AUTHENTIC TENT CAMPS

'If you prefer a real African desert experience, you can best go on a safari on foot with Tok Tokkie Trails in the Namibian desert. As you walk, you discover the many secrets of Namibia which you don't see when you drive, and you can experience various aspects of the desert, from mountainous terrain to sand dunes.'

Finally, we also take a look in Hwange Bush Camp, an authentic tent camp in the north of Hwange National Park in Zimbabwe. The Robins area of one of the most beautiful national parks in Africa offers guests a picturesque Diversity with vast open grasslands, natural sources, and water stations. Under the expert supervision of top class guides, you experience an authentic tent safari in an area where you get unforgettable impressions surrounded by silence.'

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GOMMAIRE WALKS A NEW PATH DREAM AWAY WITH BRAND NEW IMAGES

The new GOMMAIRE Organic Living collection reflects cosiness and comfort. Inspired by, what GOMMAIRE believes has become far more important in the past two years, a homely atmosphere that exudes a sense of security. The most coveted items are given greater prevalence and are seamlessly complemented by a number of new interior objects. Soft shapes in teak and powder colour green glass, a new colour in glassware, predominate. GOMMAIRE travelled to Portugal, as the guest of their foreign partners, as well as capturing images at home to complete the new collection.

**GOMMAIRE BRINGS DESIGN
AND COMFORT TO YOU**

GOMMAIRE - Organic living brings a timeless and sustainable collection that is granted a long life. We remain faithful to the current range and design items that perfectly complement the existing collection, always with the customer in mind. With each expansion, we rely on the craftsmanship of our national and international partners.

For the expansion of the indoor collection, the emphasis is on creating cosiness and decoratively enhancing any indoor space. In the first instance, GOMMAIRE achieves this with new plaids and matching cushions for a warm and homely feeling. In addition, 3-seater Sofa Neil, Carpet Nora and Carpet Lina have been added to the indoor collection. Chair Carol completes the current Carol collection with a variant in natural grey for outside and anthracite for inside.





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INSPIRED BY THE SOUTH: COMFORTABLE DINING AND ENJOYING EACH OTHER'S COMPANY

With Table Abe and Low Table Carlo, GOMMAIRE is responding to the increased demand for wider tables, creating room for relaxed dining, foodsharing and enjoying each other's company. Armchair Carlo and Armchair Sally form a beautiful whole with Table Abe. Easy Chair Carlo in turn complements Low Table Carlo perfectly.

UNIQUE BELGIAN FABRICS

The textile collection has been expanded with a whole series of new fabrics. For the development of these fabrics, GOMMAIRE remains true to quality and sustainability. The fabrics are designed in-house in collaboration with weaving mills in Belgium, which makes the fabrics unique.

Chenille was added to the outdoor fabric collection, a hardwearing and stylish fabric that effortlessly brings the indoor feeling outside. Chenille is weather-resistant and can therefore easily be left outside during the summer.

SUSTAINABLE CHOICES AND NEW TECHNIQUES

Many of the outdoor items made from CL-rattan - a thicker and wider wicker - were previously a semi-outdoor collection and had to be stored away in winter for longer. GOMMAIRE now uses wickerwork with a sturdy and durable material that creates the same look and feel. The innovative choice of materials and use of wickerwork technique makes the collection more weather-resistant.

The glassware collection also received a beautiful addition thanks to a new technique. Powdercolor green glass completes the current glassware with its dark green hue. Vase Gabriel and Vase Lies get a dusty look that is obtained by adding the powder while the glass is still warm.

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De nieuwste oled-televisie Loewe bild i kenmerkt zich door een zacht design en exclusief materiaal. De met stof beklede achterwand zorgt voor een bijzonder elegant en waardevol achteraanzicht - kortom perfect design, kwaliteit en de nieuwste technologie gecombineerd in een moderne look. De ingenieuze technologie laat niets te wensen over en biedt u de hoogste prestaties, in slechts 4 seconden gaat de tv aan en is hij klaar voor uw televisiegenot. De Loewe bild i, een slimme oled-televisie van de nieuwste generatie.

Geniet van flexibel geluid.

Ook met het geluid blijft je flexibel: al dan niet met onzichtbaar geïntegreerde luidsprekers de "Loewe invisible sound" of de dockable klang bar i soundbar. Met de Loewe klang bar 5 mr en de subwoofer sub 5 breid je de bild i eenvoudig uit tot je persoonlijke home cinema systeem. De speciaal voor de bild i ontwikkelde floor stand flex is bijzonder geschikt voor een elegante presentatie van uw Loewe TV vrijstaand in de ruimte. Ook als wandopstelling, vrij zwevend aan de muur of als tafelopstelling perfect geplaatst op een dressoir, slaat de bild i een perfect figuur.

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De Loewe bild i - een smart-tv die uw persoonlijke streaming-highlights met één druk op de knop klaar heeft staan. Eenvoudig en duidelijk. U kunt snel naar de gewenste functies in het nieuwe menu navigeren en native video-on-demand-diensten openen met behulp van directe knoppen op de afstandsbediening. Of het nu Netflix, Amazon Prime, YouTube of Deezer is. Series, blockbusters, documentaires of muziek wachten op je. De bild i - uw persoonlijke streaming-tv die niets te wensen overlaat.

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INTERVIEW WITH AMID FAIJOAOUI OF LE CERCLE DE WALLONIE

Text : Joanna Pays - Photo credits: Tesla Inc.



Le Cercle de Wallonie is the largest business club in French-speaking Belgium. It brings together 1,200 active members, mainly managers, from the private, public and academic sectors. The club organises around 150 conferences and other events throughout the year. Amid Fajjaoui manages the club and told us more.

“My background is quite simple: I am an economist by training, but I always wanted to go into the media sector” says Amid. “I loved French politics and literature from a young age. This gave me a great curiosity for public affairs. Today it is through economics that I try to capture and share my humble understanding of the world. I do this via the management of the economic magazine Trends-tendances, via my daily chronicles on the airwaves of RTBF, but also recently via the management of CANAL Z, without forgetting my two other babies: namely the circle of Wallonia and the Ecolys TV studio.”

CLUB EVENTS AND MEET & GREET WITH TESLA BELGIUM

Le Cercle plans its schedule of events to link them with the news and hot topics of today. “We want to be leaders in bringing together the decision-makers who matter in Belgium” says Amid. “To do that we need to be constantly reinventing ourselves to continue to amaze our members. We have to stay young and be open to change.”

The Cercle recently organised a Meet & Greet Event in Namur with Tesla Belgium. “The goal of the invitation was to better understand the business model of Tesla, especially as Tesla doesn't speak with the media” says Amid. “The club's headquarters in Namur has the largest Tesla charging station in Belgium in front of its building, so it was the perfect location. I have fond memories of this exchange with Tesla management, which reflected the young and dynamic image of the brand. I hope Tesla will be able to communicate more in the future.”

“My connection with Tesla is more linked to its founder Elon Musk. I'm not into cars but it is the story of Elon Musk, whom I consider the Tony Stark of real life that fascinates me. He is the new Thomas Edison of the 21st century – with his strokes of genius and his excesses of course. He is anything but boring!”

The Cercle de Wallonie is the largest business club in Wallonia and operates from five bases in the region (Namur, Liège, Braine-L'Alleud, Suarlée and Mons). “Our focus is on mutual aid between members, networking, and the love of our region, Wallonia” says Amid. “Our role is to facilitate exchanges between decision-makers, but also to encourage vocations, to remind people through presentations and visits to inspiring companies that our region needs entrepreneurs.”

For more information about Le Cercle de Wallonie, visit <https://www.cercladewallonie.com/qui-sommes-nous>



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Cabo verde

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SAFE AND PROFITABLE INVESTMENT IN CAPE VERDE

Experts agree that investing in real estate both at home and abroad is a profitable and safe investment today. If you can combine this with a splendid holiday home in a stable and sun-drenched country, the investment is doubly interesting. For example, in Cape Verde on the idyllic island of Sal, where Cabobel's Serena Bay project offers an investment formula with numerous advantages.

UNIQUE PROJECT ON A TOP LOCATION

As a construction promoter, Cabobel can pride itself on more than 35 years of experience in the real estate business. The construction group has already handled more than 10,000 transactions at home and abroad, resulting in nothing but satisfied customers. "Since 2020 Cabobel has been successfully focusing on investment opportunities in Cape Verde," says International Sales Director Anthony Deketelaere. "We are building a unique project in a prime location on the island of Sal, one of the ten islands that form the 'Cape Verde Islands'. Five years ago we knew that Cape Verde was fast becoming 'the place to be' and our manager started to prospect here. Initially, we could only buy 1 ha, but the government became convinced that it was high time to expand the tourism platform. A government delegation came to Belgium to get to know our company and to check it out thoroughly. With the well-known positive result as a consequence. Thanks to our excellent contacts with the government, this led to the purchase of 65 ha of land on the pearly white beach of Santa Maria on the island of Sal."

THE IDEAL HOLIDAY DESTINATION

Why Sal exactly? "From a tourism point of view, the 216 km² island is the absolute top. The beach island of Sal accounts for more than half of the overnight stays in Cape Verde. The archipelago is located in the Atlantic Ocean and enjoys a wonderful microclimate with moderate temperatures averaging 25°C in the summer and 30°C in the winter. People who suffer from asthma or rheumatism find a place here where they feel much better than at home in Belgium. The beautiful nature, the pearly white beaches and the clear blue sea water guarantee a completely relaxed stay and make Sal the ideal holiday destination for a sun holiday, not only in summer, but also in winter. The sun shines 350 days (!) a year. The hour difference with our country is 2 hours in winter, 3 hours in summer. The island itself has an international airport 5.5 hours' flight from Belgium. In just about 20 minutes you can reach Santa

Maria, where our Serena Bay project stretches over 47 hectares. Including the beaches, the total area is 65 ha. Santa Maria is a lively and pleasant location. There is plenty to do both during the day and in the evening, but the location also offers the necessary peace and quiet to enjoy a carefree holiday.

HOSPITABLE CAPE VERDEANS

How is the relationship with the locals? "Excellent!" And we owe that to the past. Cape Verde was uninhabited when it was discovered by the Portuguese in 1460.

They settled on the island of Santiago in 1462 and in 1587 the archipelago became a Portuguese colony. At the time, the islands were an important base for the slave trade. Slowly but surely, the islands became populated with a mix of Portuguese colonists and African slaves. The current inhabitants are the descendants of these and are called 'Cape Verdeans'. In 1975, Cape Verde became a stable and independent state, where much of the Portuguese colonisation can still be found. This is evident, for example, in the legislation which originated from Portuguese law and which today still strongly resembles our European legislation. People who invest and buy property here do so, just as in Europe, via a notarial deed with registration in virtually the same land registry system as here. In other words, anyone who buys a house or villa here, for example, also becomes the owner of the land. Also important: the local population, who live largely from the growing tourism, are friendly and very hospitable. The political situation is stable. Moreover, there are no exchange rates between the escudo - the local currency - and the euro."

LUXURY SUITES

The project that Cabobel is putting forward is emerging as an architectural pearl where luxury and comfort merge on the beach of Santa-Maria. "We like to call it a piece of Dubai with a touch of Maldives. In time, six different types of real estate will be offered here, a few of which are already under development. Safe and profitable investments are possible from as little as 190,000 euros. For that price, you become the full owner of your own holiday home in Serena Bay."





Currently, Serena Bay is offering the first project known as 'Luxury Suites' with (among other things) its own private beach, 7 outdoor pools, several dining options, padel and tennis courts, wellness and spa, a stunning water park, lobby with lounge and fitness rooms. "All 777 suites are decorated in a luxurious style. Thanks to the unique design and thoughtful concept, all guests enjoy a wonderful and unforgettable stay. Thanks to the variety of suite types and experience zones, every target group will find the ideal holiday accommodation here. Investors can take care of everything, thanks to the professional management of a renowned hotel group. The property is well maintained, guaranteeing that it will always be in good condition. The luxurious hotel services complete the picture.

EXPERIENCED, SOLVENT PARTNER

The purchase is made in full ownership by notarial deed. "One becomes 100% owner and the property is registered in the Cape Verde land register. There is no leasehold, nor leasing or time sharing. The owner can use the luxury suite for four weeks. For the remaining period, there is a long-term contract for exploitation by an experienced, solvent partner. A rental income of 5% per year is guaranteed for 15 years. Moreover, this is a AAA location with very high potential for added value. Thanks to the combination of high, inflation-proof rental income, few worries and maintenance and a low investment barrier, this is an excellent opportunity for investors."

BEACH HOUSES AND VILLAS

Prefer unlimited personal use? That is also possible if you choose a Beach House or Beach Villa with two to four bedrooms.

"The Beach Houses of Serena Bay are located in the north of the complex. With a view of the bay and the green surroundings, you will enjoy a heavenly stay. The swimming pools are centrally located between the holiday homes. You can enjoy the bistro or one of the bars around the complex. The particularly luxurious and ultramod-

ern Beach Villas with frontal ocean view are located in the northeast of the complex. In addition to the various spacious swimming pools, there are also exclusive swim-ups here that connect the villas. As an investor, you will also enjoy exactly the same benefits that apply to the luxury suites. If the owner is not present, the beach house or villa can be rented out by the hotel management, who are also responsible for maintenance, rental, etc. All sales are done directly by Cabobel, in other words: there is a direct line between the project developer and the end customer. In other words, there is a direct line between project developer and end client with professional information and 100% quality control.

OWN BOULEVARD

Centrally located between the different types, Serena Bay has its own boulevard. "Main street" leads past a shopping centre and is flanked by numerous kiosks and small shops, including the most famous luxury brands. The promenade stretches all the way to the marina where there is room for up to 150 yachts. The entire site is car-free and only accessible to guests and owners. There is also 24/7 surveillance.

FIRST LINE

Now is the time!: it sounds like an ancient cliché, but nothing could be further from the truth at Serena Bay. "The property is what is called 'first line' and offers a truly unique opportunity to invest now," concludes Anthony Deketelaere. "Not only us at Cabobel, everyone who knows something about real estate, expects a huge surplus value. The prices are very low today, but they will certainly not stay that way. In the near future, you are guaranteed to pay four or five times today's price here, and who knows, even more. We are also thinking about building a business centre. After all, Cape Verde has an interesting tax regime. We must not lose sight of that either ...".

More info: www.serena-bay.com

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ANNELORE DESMET

WWW.LEAVETHELIGHTON.BE

Annelore Desmet calls herself a passionate high-end boudoir photographer. This means concretely that she captures women in lingerie in a very stylish, dreamy, artistic and qualitative way, always in very exclusive locations. What makes each shoot special is that the women are not "professional" models, but ladies who are portrayed in all their beauty. Women-at-the-top.





HOW IT STARTED

“How it ever started? I happened to see a boudoir photography workshop on Facebook and immediately had a good feeling. I drove home and instantly knew ‘This is it’. I immediately started everything: I searched and created a website. From then on, everything grew organically. Actually, I was already doing these kinds of shoots with friends, I didn’t know at the time that this was a completely separate branch in photography. I was just doing some lingerie shoots, next to weddings and communions as a photographer. It was a logical development. I felt an enormous energy and discovered a new passion. That is difficult to explain. In the beginning I worked day and night, I had an enormous unstoppable drive in me, it was quite crazy.”

NAME

“The name of the concept, ‘Leavethelighton’ has everything to do with women’s concerns about showing their bodies to a man or also to the outside world. So it’s symbolic of ‘leave the nightlight on, you can be seen’, but actually it’s more than that. It also has a

spiritual meaning, because this shoot does something to a woman. It changes her personality in a very positive way: it makes her blossom. In that sense, ‘Leavethelighton’ has a double meaning.”

SELF-CONFIDENCE

“Those who are photographed in lingerie are a bit nervous, but I can immediately put them at ease. You have to be able to do that as a boudoir photographer. You have to be psychologically strong. I also meet so many different women, each with their own story and personality. I have a big heart and love people all the time. I don’t judge either, it’s not in my nature. With me, you can be who you are. I think that is why I can understand every woman sincerely and make them pose beautifully. Because I love my job so much, I have fun at every shoot and that passes on to the people I photograph. My clientele, by the way, is a wide range of ladies from 30 to even 60. Too skinny or a bit fuller, too young, a bit older... “A shoot is possible as long as you are flexible and young at heart.”

“Clients tell me that their self-confidence rises after my shoot. Their lives have changed, so to speak. I never thought my photos would have such a strong effect. It changes their personality in a positive way, they become more feminine and open, in some way I help the ladies move on. It really does bring about something, a boost in their confidence but also in their relationship. When the men see these photos of their wives, they are impressed and fall back in love, as it were. The effect of this also makes me very happy. Actually, the appreciation that you get from this shoot is very special. Clients testify enthusiastically about this in my reviews, recently I posted life reviews on the website, worth a look.”

METHOD

“When women contact me, we have an exploratory conversation on the phone. I listen to their story and wishes. I introduce myself, make a suggestion to location and what they need. I really take my time. From then on, they can call me any time with questions. Everything is well discussed beforehand. At the start of the shoot, I see the people for the first time. We start with the styling and everything has to fit together: the jewellery, the stockings, the shoes and the lingerie also have to be beautiful on the body, and I spend a lot of time on that. I also have a lot of beautiful attributes that they can use. It is also a nice conversation, possibly with a glass of champagne. Then I take care of the make-up with a lot of tips, this usually provides the first metamorphosis. And then we start the actual shoot. Even though it may not seem like it, all shoots are staged. They are completely controlled by me, which light, which pose, which look. Really everything. I research my model, what is her best side and what adorns her? I tell her exactly what she has to do to play it off. This ensures that her awkwardness disappears

immediately. Once I have my camera in my hands, I am in another world for a while, because I have to think of so many things and at the same time I am directing. From now on, I also warn the clients before the actual shoot that the passion takes over (laughs).”

LOCATIONS

“What has an added value are the still exceptional locations that are offered. In the meantime, I have built up a good working relationship with all the locations, based on mutual trust. My photos all carry the same Annelore signature, but a location can provide extra charm, I am always looking for new special places. People who would like to collaborate with me can always contact me. Shoots do not always have to be in castles, I also like to shoot in nature, by a lake or in a forest. Sometimes clients ask me to pose near their luxury cars or motorcycles. And even animals. Horses and dogs will be added this year. It's all possible, I'm open to anything, as long as it's beautiful and stylish.”

ART

“The women you see in the portfolio on my website and instagram are not professional models. It's the way you photograph that determines everything. Seeing is an art. When I hold my camera, I enter another dimension. I create a story in my head, see her most attractive smile, find her most sensual side. Everything has to be right. Without exaggeration, I can say that I can photograph any woman beautifully. They seem to come out of a film. You feel pure and genuine emotion. There is a soul in them. That's why I call my photos Art, precisely because I convey a strong and sincere feeling on photo.”





“Once the photos are ready, the customer receives all the photos in a beautifully finished box and also digitally on stick. The finishing is extremely clean and of high quality. When developing the photos, all photos are also edited in detail on the computer, which is manual and very labour-intensive. That is the extra service I offer and adds value to the photos. I have consciously chosen to do that like every top photographer does. Every glamour model at Vogue is also retouched. That completes it. The common thread is that the photos are sincere and accentuate feminine beauty. I watch over that, that is my kind of photography.”

“After the shoot I always drive home with a good feeling, even though I’m exhausted. During such a session I give myself completely. Photography is not an easy world. Nowadays everyone has a mobile phone and thinks they are a top photographer. Of course, that is not the case... You also need talent, feeling and knowledge.

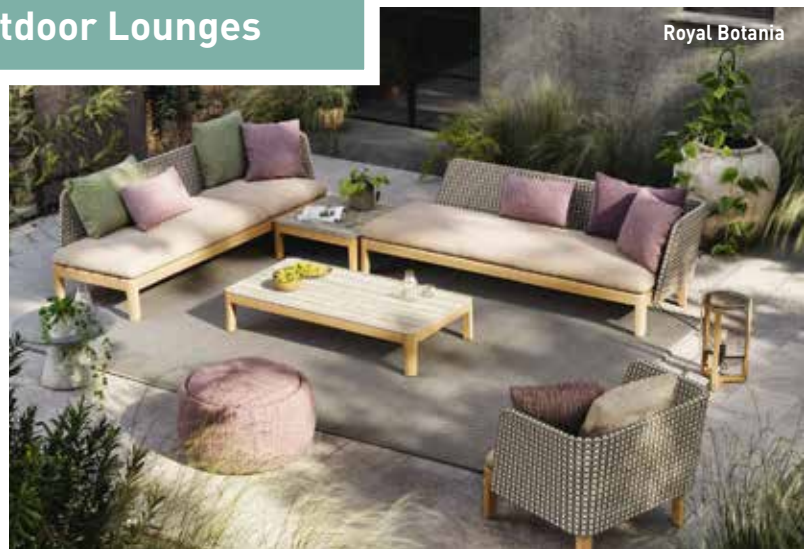
When I ask Annelore to tell me something about her camera, she starts talking about her eyes. “My eyes are my best lens. My thoughts make the picture. You don’t ask a writer for his pen or a painter for his brush, do you? A professional camera is certainly a must have equipment, but this alone does not make the picture. This year, I am giving exhibitions and going to art galleries. In re-

cent years, besides client shoots, I have also done many shoots for myself. Now I want to show them to the outside world and also sell them. The frustrating thing about my photography with clients is that I cannot show all the photos I make of them. Some women don’t want to and I respect that, but this way I have the freedom. Besides photographing, my painting studio is also the place to express myself, I love to paint. That is my first love. When I edit my photos, I am also painting a bit. From childhood, I have always followed art school. One goes with the other. Photography is painting with light and therefore also art, just think of Marc Lagrange, Frank de Mulder, Annie Liebovitz, etc ... Top photographers for whom I have so much respect. Yet painting goes a little deeper for me. If it succeeds, it gives me the greatest euphoria, if not, I can feel sad. The art of portraiture in painting is really not easy, my great idol Michael Borremans, once said in an article that he had a love-hate relationship with painting. I know exactly what he means by that. Both loves have captured my heart with so much passion and fervour. That really makes me a very grateful and intensely happy person.

All info via www.leavethelighton.be & www.instagram.com/leavethelighton.be



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RIDGEVIEW – INTERNATIONAL AWARD-WINNING SPARKLING WINES FROM ENGLAND

English sparkling wines from the South Downs region have become serious contenders on the international market over the last three decades. Ridgeview Vineyards, winners of the Best International Sparkling Wine Award at the Decanter World Wine Awards and the IWSC International Winemaker of the Year Award, is one of the most well-established and successful players in the English sparkling wine movement.



THE SOUTH DOWNS WINE MAKING REGION

The South Down's region is a beautiful, hilly region on the south coast of England. Its soil geology of chalk and clay, along with its climate, are perfect for growing the Chardonnay, Pinot Noir, and Pinot Meunier grape varieties traditionally used in champagne making.

"In addition to the soil geology, the south downs region benefits from consistent weather" explains Mardi Roberts, Ridgeview's Director of Communications. "Spring arrives here a little later than on the European continent, so crops are less likely to be hit by frosts. Sparkling wines from this region have really grown in international reputation over the last 30 years and millions of bottles are now exported every year, to all over the world."

AWARDED INTERNATIONAL WINE GROWER OF THE YEAR AT THE IWSC

In 2018 the Ridgeview vineyard was awarded the International Wine Grower of the Year at the International Wine & Spirits Competition (IWSC). "We are hugely proud of this award as we were up against fantastic wines from all over the world, including the champagne region" says Mardi Roberts. "This marks the first time in the IWSC's 49-year history that the award has been presented to an English producer. The IWSC attracts entries from over 90 countries and is seen as a benchmark for quality, with over 400 global experts assisting with the judging."

THE ORIGINS OF RIDGEVIEW

The Ridgeview wine estate began as the dream of husband-and-wife team Mike and Christine Roberts to create a world-class sparkling wine on the foothills of the South Downs in Sussex. Mike trained in Winemaking and Viticulture at Plumpton, the only wine college in England. When they sold their successful IT company in the 1990s, they began to seriously discuss the idea of purchasing a vineyard.

They found the perfect site 15 kilometres inland from the Sussex coast, in the heart of the South Downs, and production began. Not only was a huge investment made into the perfect site for the vineyards, but no expense was also spared creating one of England's biggest underground cellars, perfect for traditional bottle fermentation. At the time it was a huge risk and virtually unheard of, to invest such a large amount of time and resources into an English sparkling vineyard. The first wines were released in 2000, with a small production of around 20,000 bottles. Since then, the business has grown, and its underground cellars have a capacity to store up to 1 million bottles for fermentation.

All grapes are handpicked and selected for perfect balance between ripeness, sugar and acidity. The grapes are then pressed in Ridgeview's modern winery and fermented in a combination of stainless-steel tanks and oak barrels.

A FAMILY-RUN BUSINESS

Ridgeview is very much a business with family values. Mike and Christine's son Simon trained in winemaking in England and Australia and is now Head of Winemaking at Ridgeview. Simon's wife Mardi Roberts is also experienced in the wine industry and joined the business 21 years ago, as Director of Communications. In 2004, Mike and Christine's daughter Tamara joined Ridgeview from a successful career in finance to grow the family business.

INTERNATIONAL RECOGNITION

Tamara has taken up the baton and grown Ridgeview into a globally acclaimed wine produce. Ridgeview wines are now shipped to over 17 countries, including to the Netherlands via <https://karakterwijimport.nl/farmers/ridgeview-wine-estate/>. Ridgeview wines have been served at many prestigious occasions, including several State

Banquets for the Queen at Buckingham Palace, when she invites heads of state from other countries.

The real pivotal moment in Ridgeview's success came in 2010 when Ridgeview was awarded the 'Best International Sparkling Wine' in the Decanter World Wine Awards, the first and only time a wine other than Champagne has won this trophy. The news rippled around the world and global export enquiries came flooding in and Ridgeview's export journey began.

SIGNATURE RANGE AND VINTAGE RANGE

Ridgeview has two wine ranges – the signature range and the vintage range. The signature core range is crafted to achieve consistency by Simon Roberts, Head Winemaker, using blends of





Chardonnay, Pinot Noir & Meunier from different parcels and different vintages. The wines in this range are the Bloomsbury NV, the Cavendish NV and the Fitzrovia NV. Prices in the signature range start from around 35 euros per bottle.

The vintage range is a limited release range, from the very best parcels of land and the greatest vintage years, with prices from around 60 euros per bottle. These wines represent a focused vision of the fruit in a specific year, with three versions - Blanc de Blancs (100% Chardonnay), Blanc de Noirs (Pinot Noir and Pinot Meunier) and Rosé de Noirs (Pinot Noir and Meunier).

“Our mantra at Ridgeview is that life is for celebrating – and we put this message into every bottle.”

VISITS AND TOURS

The Ridgeview estate is the only English vineyard included in the list of Best Vineyards in the World to Visit. Its wine garden and shop are open to visitors most days throughout the year. Tours are available, by appointment, where you can learn more about the craft of winemaking with a knowledgeable guide. Tours include a visit of the vineyard, winery and cellars followed by a tasting of Ridgeview sparkling wines. Tours take approximately 1.5 hours. Ridgeview will also be opening a new indoor/outdoor restaurant for visitors later this year. The venue will enjoy views across the vineyard and beyond to the South Downs National Park.

For more information about Ridgeview wines and tours visit Ridgeview.co.uk.

FRIENDSHIP AND WELL-BEING TAKE CENTRE STAGE IN RESTAURANT BONAMI **ENJOY BEAUTY AND REFINED TASTE TO THE FULL**

PHOTOGRAPHS: Table Fever





FRESH AND SEASONAL

The name Bonami has been chosen carefully. According to Niña, friendship and a real connection from the heart are two of the main pillars of our society. 'The concept is a gastronomic restaurant with mainly seasonal products. Each month, we present a gastronomic menu and, each week in the afternoon, we present a new lunch.

The head chef at Restaurant Bonami is Heider Koshty, who bases his dishes on the gastronomy of French cuisine with the addition of several southern and eastern influences. That's also logical. He believes that seasonal vegetables will always play a major part in preparing his dishes. His experiences as a chef in Allegro Moderato and San laid the foundation for him to develop further his own unique style and present it to the public. Cooking is his passion whereby he brings joy to his guests who savour his culinary creations with delight.'

ARTISTIC SETTING

Restaurant Bonami is the place par excellence where friends come together to enjoy gastronomic delights and draw inspiration from an artistic setting. And so, there's a clear link with art and, especially, with Art Center Horus. 'Our restaurant is certainly an eye-opener to

enthusiasm our visitors with art and it forms a clear link with the adjoining galleries. In this way we show that dining and a convivial atmosphere are elevated by the presence of inspirational art. Guests already greatly appreciate the added value. These days, everyone needs a place of peace and quiet and ambiance at the same time. The idea is to change some of our works of art each month. It's not just about having a good effect on the atmosphere, but also and especially giving our valued guests some ideas.'

MEETING THE WISHES OF THE GUESTS

Everyone is welcome at Bonami. 'We assume that many people will enjoy the experience of refined gastronomic cuisine. The small menu in the lounge gives everyone the opportunity to familiarise themselves with the atmosphere in Bonami and to enjoy some tasty snacks. Obviously, the monthly gastronomic meals won't attract the same visitors each week, but the weekly lunch certainly gives us flexibility to modify dishes. The chef also appreciates that this is announced the day before, so that he can fully meet our guests' wishes. With Bonami, we're building a concept, but, as we know, nothing is ever set in stone and we also evaluate the findings of our guests each month.'



SUPER-REALISTIC ARTISTS

The Ibex concept occupies a prominent place in the galleries of Art Center Horus. And visitors to Restaurant Bonami can also experience that. 'Ibex is the collective name for a group of super-realistic artists whom we present in our galleries. they certainly belong to the investment art group, and the bountiful paintings are greatly appreciated. In particular, the giclées are highly popular because

these high-quality reproductions of the original paintings are accessible for a broad public. Various giclées are on display in the restaurant, including works by Christiane Vleugels, our Belgian artist who is also presented under the Ibex flag. She's been promoted during the opening with her latest works, which are deliberately highlighted.'

VALUABLE MESSAGE

Art Center Horus is always prepared to modernise and that will always be the case. 'Our artists with whom we started in the very early days have played a major part. I think instinctively of Linde Ergo, my bosom friend with whom everything started and who has become a great artist. In De Haan you can see her works on the seafront as the local authority has purchased them. The public have chosen her works precisely because they are so lovely and affectionate. Those are values which we all cherish.

And so, what are the most important criteria for an artist to be included in the collection of Art Center Horus? 'For me, it's essential that the artist creates something authentic and that he brings a worthy message for the public. This message can be one of love, humour, perfection, beauty, or anything else, as long as you are touched and excited by it; that's a blessing in my view. Artists often look for galleries to hold an exhibition and, sadly, I can't make room for all of them. But artists will always take centre stage here. Who are they? What do they bring? What do they give us? For me, the essential thing is that they are exciting personalities who create something from their heart.'



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ART AS AN INVESTMENT

There can be no doubt that valuable art as an investment is on the way up. How does Art Center Horus respond to this? 'We have a lot of artists and it's great that we can also say with pride that their number continues to grow. I see specific investment art mainly in the Ibex collection which we present because these super-realistic artists are selected worldwide for their talent and persistence.'

BEAUTY AND TASTE

Today, Restaurant Bonami is grabbing all the attention, and rightly so, but that doesn't mean that Niña Van den Bosch is going to rest

on her laurels. There aren't any specific plans at present, but things can change quickly. 'I never know what'll turn up, but I can adapt quickly and make decisions at the time. I always find new projects exciting and sometimes I can hardly resist the challenge. But for now I'm a contented woman who wants to use her gastronomic restaurant to create a place where everyone feels at home and can enjoy beauty and refined tastes of unique and modern cuisine.'

More info:

www.restaurantbonami.be
www.artcenterhorus.com







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IMMO NOBELS: BUYING AND SELLING PROPERTY WITHOUT WORRIES

With almost 30 years experience in the purchase and sale of real estate, representing more than 10,000 real estate transactions, Immo Nobels is an expert in the sector. In addition to an extensive network, the real estate specialist from Oudenaarde has a strong marketing concept and a very large customer base as additional assets. "The customer is definitely our main concern", says manager and licensed real estate agent Kristian Nobels, who founded the real estate office in 1993. "Spread across various departments, we employ 27 people who are all skilled in the real estate sector and guarantee a personal follow-up."

Text: Wim Vander Haegen - Photos © Immo Nobels



COMPLEXITY

Whether it is a small renovated house or a luxury property, Immo Nobels makes every effort to sell real estate in a high quality and professionally justified manner. "The sale of real estate is becoming increasingly complex, so the need for support from a team of specialists has risen sharply. Legislation has certainly not become simpler in recent years. The owner/seller has to deal with numerous necessary documents and certificates that must be provided in order to be able to sell the property. Moreover, correct pricing is not as evident as it seems, but it is a very crucial factor in the sales process. We take care of these matters in a professional manner so that the seller can sleep soundly and be spared any administrative or commercial problems. As soon as we have concluded an agreement with the owner, we start up a team that takes care of everything. We take pictures, provide the right price setting, place everything online, adequately supervise every step of the process; ... With 75,000 visitors per month on the website www.nobels.be and a network with more than 50,000 contacts, the sale is in good hands. Moreover, our representatives know their region through and through and are well experienced in the complex real estate sector."

STRONG MARKETING

An indispensable element of the whole real estate business is the marketing that goes with selling a house. "Not a day goes by that people are 'besieged' with all kinds of publicity and marketing. As a well-known and recognised name in the sector, it is our job to convey 'the right message at the right time through the right communication channel'. We can safely say that our approach is innovative and even a tad unconventional. With the utmost respect for the buyer and seller, this is the only way to earn the trust of all parties. We give any property the necessary visibility, not only online, but also through our constant presence in print, radio and TV. Combined with a commercial insight into the market, this ensures the necessary power of action that is carried by the entire team. Each employee has his or her own speciality. All these building blocks together form a solid team that is convinced in all facets that the customer is always central. Doing business, especially in real estate, is about people. You don't sell real estate every day, so

we make every effort to give people the advice and comfort they deserve. In a very personal way. We know our clients and they know us, that has been the case here from the beginning and will continue to be so. An excellent way to support our marketing formula is our TV presence, as just mentioned. Our core business is in South-East Flanders and part of Hainaut, which is why I am regularly on the regional channels AVS and TV Oost to share tips & tricks."

A WORD IS A WORD

An equally important element is the wide range of additional services that come as standard within the company. "Our employees are in close contact with both the competent authorities and other players such as partners who are experts in loans and insurance. Of course, we do not impose any obligations on anyone. With us, people are free to choose, we have no hidden agenda. A deal is a deal, a word is a word."

One of the focuses of Immo Nobels is the organisation of 'open viewing days'. "We usually do that twice a year, where potential buyers can visit over 100 homes without an appointment. It goes without saying that we also have the classic viewing day, where people can take a look in all discretion by appointment. For the sake of completeness, we would also like to point out that our 'portfolio' includes more than just 'properties'. We also sell building plots and carry out project development in cooperation with recognised and experienced building promoters. Here, too, we do our utmost to obtain the best selling price for our customers. People who do not want to sell, but rather invest, have also come to the right place. Not only in our own country, by the way; for some time now we have been firmly rooted in Spain, where we work together with offices that know the local situation and are 100% reliable."

COMPLETE SERVICE PACKAGE

What does it cost to sell a property and what is the return on investment? And what role does Immo Nobels play? "The owner is not the right person to value a property, because he has a personal link with it. That is why it is strongly recommended to call on the services of a real estate agent or expert such as Immo Nobels.

We work out an objective valuation and take into account different aspects such as the location, the habitable surface, the age and condition of the house, the prices of houses in the neighbourhood, etc. How much we charge as an estate agent depends on various factors. Our rates are no secret by the way, they can be found in the show window, just like those of every recognised estate agent, so that you are aware of them even before you enter the real estate office. In return for these commissions, we offer a very wide range of services such as correct price estimates, guidance with tours, all

administration, advice on premiums, insurance and loans, etc. We also ensure that the compromise is concluded correctly, so that no party is faced with any surprises."

Conclusion: buy or sell, always be well guided by a good real estate agent like Immo Nobels. It can save you a lot of headaches.

More information: www.nobels.be





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