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Building Clients for Life



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DAVID T. HOUSTON, JR., SIOR
PRESIDENT

David has over 30 years experience in commercial real estate. He has served some of the largest corporations and developers in the United States. David's corporate clients have included: Johnson & Johnson, The Port Authority of New York and New Jersey, and W.W. Grainger. David served as Chairman of the Board, and a Director of Colliers International, National President of SIOR, President of IOREBA, President of the New Jersey Chapter of CRE, Trustee and Officer of the New Jersey Chapter of NAIOP. He has also been a Director of and served on the Executive Committee of the National Association of Realtors. David is a graduate of Dartmouth College and holds an MBA in finance and accounting from Columbia University.



DAVID A. SIMON, SIOR
CHIEF OPERATING OFFICER

Prior to joining Colliers Houston & Co., David was the Executive Vice President and Managing Director for Weichert Commercial Brokerage, Inc., where he was responsible for overseeing the firm's office, industrial, land and investment divisions. He has twenty years of brokerage experience and before joining Weichert Commercial Brokerage, Inc. was a Principal with Newmark Real Estate of New Jersey. David has completed transactions on behalf of tenants including, Merrill Lynch, PaineWebber, Oxford, Cigna, Hughes Network Systems, Xerox, Libby-Owens Ford, Best Buy, Fremont General, and Bed, Bath & Beyond. He has also represented properties on behalf of Mack-Cali, Canada Life, John Hancock, Chase Manhattan Bank, Metropolitan Life, Archon Group and many prominent local landlords. David is a graduate of Boston University and holds a Master of Science degree in real estate from New York University. He is a member of NAIOP and IOREBA.



MARK D. SIEGLER, SIOR
EXECUTIVE VICE PRESIDENT

Mark has over 30 years of experience in corporate real estate. His responsibilities include overseeing a staff of more than 25 brokers. Mark's accomplishments include the leasing of five distribution facilities to Benjamin Moore Paints across the US as well as the leasing of upwards of 100,000 sq. ft. of office space to the Interpublic Group of Companies. Mark also has assisted BASF with multiple assignments, Columbia Savings Bank with the recent sale of 21 acres as well as Hewlett Packard with the sale of a 114,000 sq. ft. facility. Other clients include Seiko, Hudson City Savings Bank, Burns & Roe and The Gale Company. Mark is a graduate of Farleigh Dickinson University with a B.S. in Economics.



MARC A. HIRSCHINGER
SENIOR VICE PRESIDENT

Marc joined Colliers Houston & Co. in 1983. His corporate responsibilities include the hiring and training of associates in sales techniques. Several of Marc's accomplishments include assisting Benjamin Moore & Co. with the leasing of several distribution facilities across the US as well as the Interpublic Group with the leasing of approximately 100,000 sq. ft. of office space in northern New Jersey. In addition he has assisted Columbia Savings Bank with the sale of a 21 acre retail site and Hewlett Packard with the sale of a 114,000 sq. ft. facility. Other clients include Sanyo, Kumon, Hudson City Savings Bank, Seiko and Burns & Roe. Marc is a graduate of the University of Maryland with a B.S. in Marketing.



STAN KURZWEIL, SIOR
SENIOR VICE PRESIDENT

Stan has over 25 years experience in commercial real estate. During the past years, he has negotiated more than 300 million dollars worth of transactions. Stan's clients have included: ADP, DHL Worldwide Express, Siemens Financial Services, Unisys, Citigroup Global Markets, Inc., Commerce Bank, Merrill Lynch, Deutsche Bank, First Industrial Realty Trust, ProLogis, BremnerDuke, Healthcare Real Estate and Hartz Mountain Industries Inc. Stan is a graduate of University of Missouri and holds a BA in Economics and an MBA in Finance from Bernard M. Baruch College. Stan is recent past president of the NJ SIOR and is a member of IOREBA and NACORE.



MICHAEL G. MARKEY
SENIOR VICE PRESIDENT

Since 1988, Mike has been involved in many of New Jersey's largest industrial transactions, including: sale of Johnson & Johnson Personal Products Campus totaling 920,000 sq. ft., sale of 880,000 sq. ft. on behalf of Owens-Illinois, and the sale of the former Michelin Tire Facility totaling 419,000 sq. ft. Mike's clients have included: Johnson & Johnson, Cooper Industries, 3M, W. W. Grainger, and Mitsubishi Electric. Mike is a graduate of Georgia Southern University and holds a B.S. in Business Administration. Mike is a former President of IOREBA and currently serves on its' Senior Council.



JONATHAN B. TESSER, SIOR
SENIOR VICE PRESIDENT/COLLIERS MANAGER

Jon has 20 years experience in Corporate Real Estate. As a consultant and real estate broker, he has advised some of the largest owners and corporations in the United States. Jon has assisted clients in a multitude of varied transactions including the sales and leasing of office and industrial properties, development consultation, market analysis and landlord and tenant representation. Additionally, Jon serves as the firm's Colliers Manager coordinating multi-city assignments and Colliers policies within the organization. Some of the clients Jon has served include: Johnson & Johnson, Bunzl USA, W.W. Grainger, Costco, AEW, Black Rock Realty Advisors, Lasalle Partners, and Cabot Properties.



DOUGLAS R. TWYMAN, SIOR
SENIOR VICE PRESIDENT

Doug has over 21 years of experience in commercial real estate. His focus is providing superior customer service in the sale and leasing of office properties, corporate advisory service and landlord and tenant representation. Doug's corporate clients include: Merrill Lynch, MBNA, GE Capital, Huntleigh Healthcare and Chase Manhattan Bank. Doug is a graduate of the University of New Hampshire and holds a B.S. in Economics. Doug has served as the President of both the NJ Chapter of SIOR and IOREBA organizations and is active in CoreNet Global, NAIOP, NJ Technology Council and the Christian Brothers Academy Alumni Board of Trustees.



HOWARD WEINBERG, SIOR
SENIOR VICE PRESIDENT/BRANCH MANAGER

Joining CH&C in 1990, Howard has over 30 years experience in the sale and leasing of industrial and office properties in northern New Jersey. He has successfully sold or leased in excess of 10,000,000 square feet of space. Howard's corporate clients have included: Snap-on Inc., Motorola Inc., SK Group, Edy's Grand Ice Cream, BF Goodrich, W.W. Grainger and Koch Industries. Howard is a graduate of the University of Hartford and holds a B.S. degree in Marketing. He has completed numerous courses from the NYU School of Real Estate, and is a current member of SIOR.



DOUGLAS BANSBACH
SENIOR VICE PRESIDENT

Doug Bansbach joined Colliers Houston & Co. in 2007 as a Vice President. With 18 years real estate experience, Mr. Bansbach's past work includes both sale and lease transactions with such companies as Bakers Express, Grocery Haulers, Joule Inc., Design & Molding Services, Builders First Source, Leggett & Platt, Chevron, Reisen Lumber, Flexi-Van, Lamitech, Inc., Best Foods, and United Agricultural Products. In the last five years Doug has been involved in \$81 million in sales and \$77 million in leasing transactions.



MILTON H. CHARBONNEAU, CCIM, SIOR
VICE PRESIDENT

Since 1990, Milton has concentrated efforts on the Central NJ and Greater Princeton suburban markets and specializes in corporate relocations and real estate advisory services, leveraging financial and strategic planning strengths and benefits. Corporate clients include Johnson & Johnson, Navisys, Inc., Congoleum Corporation, and Hale and Dorr, LLP. Milton holds a B.S. degree in Business Economics from Miami University. He is a CCIM member and past President of the New Jersey Chapter of SIOR.



WARREN F. SEARLES, JR.
VICE PRESIDENT

With CH&C since 1996 and with 14 years experience in the commercial real estate industry, Warren has been responsible for the leasing and disposition of office, flex and high tech facilities and tenant representation. He has successfully completed transactions with or consulted for: Telcordia Technologies (Bellcore), Simandzu Scientific, Schaffner, EMC, Faithful & Gould, Ethicon, Mitsubishi, First Industrial Realty, FITEL Technologies, IEE/INSPEC, Agere, Inc. and Calton, Inc. Warren attended the University of Bridgeport and is currently a candidate for CCIM and SIOR designation.



JEFFREY G. FUREY
ASSOCIATE VICE PRESIDENT

Jeff has over 20 years experience in industrial leasing and sales, tenant representation and real estate advisory services. Jeff has represented developers/investors like Mack Construction, and his corporate clients include Multiplex, BF Goodrich, Goodyear, H&R Block, Wellsford Commercial LP BOC, Interstate Bakeries, Allstate Int'l., CPC Int'l., ICON Int'l. and Computer Science Corp., in the disposition and acquisition of property in NJ and southern Pennsylvania. He has an A.B. in Business and Economics from Lafayette College. Jeff is recent past president of IOREBA.



HAL LICHTENSTEIN
ASSOCIATE VICE PRESIDENT

With 37 years experience in the disposition of commercial and industrial properties, Hal has successfully represented numerous investors, developers, financial institutions and corporations. He has exclusively represented Sanyo's 91,500 sq. ft. office building in Rochelle Park, the 110,000 sq. ft. Park View Plaza in Ridgewood, Mass Mutual's 126,000 sq. ft. office building in Secaucus, Commercenter, an 80,000 sq. ft. flex building in Mahwah and 230-234 Pegasus Avenue, a 74,000 sq. ft. industrial complex in Northvale. Corporate clients have included Prudential, Bertolli, Sanyo, Kumon, Motorola and Mass Mutual. A cum laude graduate of Fairleigh Dickinson University, Hal holds a B.S. degree in Business Administration.



CHARLES P. PARMELLI, CCIM, SIOR
ASSOCIATE VICE PRESIDENT

Charlie joined Colliers Houston & Co. in 1999 after a multifaceted 12 year history in the real estate industry. Focused on advising office and technology-oriented space users in Central New Jersey, Charlie adds value to each transaction by drawing on his varied experiences. Charlie earned his B.S. in Urban Planning from The Pennsylvania State University. A NJ licensed real estate broker, Charlie also holds both CCIM and SIOR designations, an achievement only approximately 400 professionals worldwide have attained.



LAWRENCE P. ARBORE, RPA
VICE PRESIDENT PROPERTY MANAGEMENT SERVICES

Lawrence is responsible for the overall supervision and coordination of the Property Management Division including construction management and facilities services, with a current portfolio in excess of 5 million sq. ft. of commercial real estate in New Jersey. Corporate clients have included: AT&T, Avaya, Brother International, General Motors, LG Electronics, Ronson Corp., Sanyo and Unilever. He is a member of BOMA and has served on the New Jersey Chapter's Board of Directors since 1996.



DAVID E. VIOLETTE, CPA
VICE PRESIDENT FINANCIAL & PROPERTY MANAGEMENT SERVICES

David is responsible for the overall operation of all aspects of the Property Management Division. The division currently oversees in excess of 10 million sq. ft. of commercial real estate encompassing the Northern and Central regions of New Jersey. David is also responsible for overseeing all monthly financial reports and annual budgets. David is a graduate of Northeastern University and holds a B.S. degree in Business Administration and Accounting. He is a member of IOREBA, AICPA and NJSCPA.

THE PROOF IS IN THE NUMBERS

CH&C Professionals	34
CH&C Professionals with Masters Degrees	5
CH&C Professionals SIOR Designations	9
CH&C Professionals that were National Presidents of SIOR	1
CH&C Professionals that were NJ Chapter of SIOR Presidents	6
CH&C Professionals with FRICS Designations	1
CH&C Professionals with CCIM Designations	3
CH&C Professionals that are IOREBA Members	9
CH&C Professionals that were IOREBA Presidents	8
CH&C Professionals combined years experience	575
CH&C Professionals average years experience	17
CH&C Professionals average years with the firm	12

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