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Colliers Houston & Co.

Commercial Real Estate Services

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**COLLIERS
HOUSTON & CO.**

**We go to even
greater lengths
to protect your
corporate real
estate interests.**



COLLIERS HOUSTON & Co.

TEAM LEADERS

David T. Houston, Jr., SIOR, CRE, 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, Nabisco, and W.W. Grainger. David served as Chairman of the Board, Director of Colliers International, V.P. and National Director of SIOR, President of IOREBA, President of the New Jersey Chapter of CRE, Trustee and Officer of the New Jersey Chapter of NAIOP. David is a graduate of Dartmouth College and holds an MBA in finance and accounting from Columbia University.

Howard P. Kaye, SIOR, Senior Vice President



Howard has represented numerous companies in relocation, acquisition, and general real estate consulting. Specializing in the Northern New Jersey commercial and industrial market, Howard has sold and leased several million sq. ft. in this region during his 30 year tenure with CH&C with an aggregate value of over \$300,000,000. Howard's corporate clients have included: Federal Express, Hartz Mountain Industries, Owens Illinois, Sysco Corporation and Allied-Signal, Inc. Howard is a graduate of Rutgers University and holds a B.S. in Economics.

Mark D. Siegler, Senior Vice President



Mark has nearly 30 years of experience in the leasing and sale of office space and buildings throughout northern New Jersey. Mark's recent major accomplishments were the sale of BASF's former corporate headquarters site of 47 acres and the leasing of 54,000 sq. ft. of office to Torre Lazar. Mark's corporate clients have included: Dow Chemical, General Motors, Benjamin Moore, Parmalat, and SCO. Most recently, he represented companies with multi-city assignments. Mark is a graduate of Fairleigh Dickinson University with a B.S. in Economics.

Stan Kurzweil, SIOR, Senior Vice President



Stan has over 19 years experience in commercial real estate. During the past years, he has negotiated more than two hundred million dollars worth of transactions. Stan's clients have included: ADP, DHL Airways Inc., Siemens Financial Services, Unisys, Storage Technology, Merrill Lynch, Deutsche Bank, First Industrial Realty Trust, 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 & is a member of IOREBA, NACORE and FIABCI.

Marc A. Hirschinger, Vice President



Joining CH&C in 1983, Marc became an officer in 1989, and Vice President in 1996. His corporate responsibilities include the hiring and training of associates in sales techniques, marketing, and computer analysis. Marc's corporate clients have included: Benjamin Moore, Parmalat, The Interpublic Group, Torre Lazar McCann, Wella Corp., Dow Chemical, Kumon USA, Michelin, Sherwin Williams, Sanyo, Mack Cali Realty, Gale & Wentworth & Hartz Mountain Industries. Marc is a graduate of the University of Maryland and holds a B.S. in Business Administration.

Michael G. Markey, Vice President/Branch Manager



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 corporate clients have included: Federal Mogul Corporation, 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 serves as Secretary of IOREBA's Executive Committee.

Jonathan B. Tesser, SIOR, V.P./Colliers Manager



Since joining CH&C in 1987, Jon has specialized in the sale and leasing of industrial property. Jon's corporate clients have included: Cooper Industries, Union Carbide, Praxair, Pepsi-Cola International, Ferguson Enterprises, Michelin Tire Corporation, Home Depot, Mitsubishi Electric, GE Capital, Schenkman & Kushner, Federal Mogul Corp., Cabot Industrial Trust, W.W. Grainger, Georgia Gulf, Ortho McNeil Pharmaceuticals, and Prudential Investments. Jon is a graduate of the University of Hartford and holds a B.A. in Mass Communications. Jon is a member of SIOR & IOREBA.

THROUGH OUR PARTNERS WE COVER THE WORLD

Howard Weinberg, Vice President/Branch Manager



Joining CH&C in 1990, Howard has over 24 years experience in the sales and leasing of industrial and office properties in northern New Jersey. He has successfully sold or leased in excess of 7,000,000 square feet of space. Howard's corporate clients have included: Snap-on Inc., Motorola Inc., SK Group, 3M, Merck-Medco and BF Goodrich, Coca-Cola and Wellsford Commercial Property Trust. Howard is a graduate of the University of Hartford and holds a B.S. degree in Marketing. He has also completed numerous courses from the NYU School of Real Estate.

Hal Lichtenstein, Associate Vice President



During his 30+ years in real estate, Hal has successfully represented numerous investors, developers, financial institutions and corporations. He has exclusively represented Sanyo's 91,500 s.f. Park 17 office building in Rochelle Park, the 110,000 s.f. Park View Plaza in Ridgewood, and Mass Mutual's 126,000 s.f. office building in Secaucus. Corporate clients have included: Prudential Ins. Co., Bertolli USA, Sanyo North America, Kumon USA, Autodesk Inc., Motorola and New Jersey Life. Hal, a cum laude graduate of Fairleigh Dickinson University, holds a B.S. degree in Business Administration.

**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 3½ million square feet 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 B.O.M.A. and I.O.R.E.B.A.

**Lawrence P. Arbore, RPA, Vice President
Property Management Services**

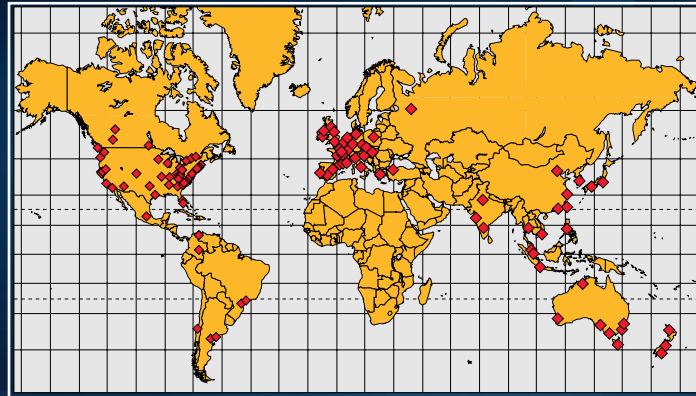


Lawrence is responsible for the overall supervision and coordination of the Property Management Division including construction management and facilities services, currently over 3½ million square feet of commercial real estate in New Jersey. Corporate clients have included: AT&T, Avaya, Brother International, General Motors, Lucent Technologies, Ronson Corp., Sanyo and Union Carbide. He is a member of B.O.M.A. and has served on the New Jersey Chapter's Board of Directors since 1996.

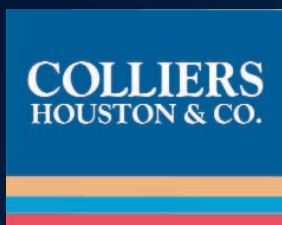
CH&C'S PERFORMANCE

	Office Space	Industrial Space	Value of Transaction
1997	1,158,109 sf	2,829,578 sf	\$183,000,000
1998	537,413 sf	2,650,376 sf	\$103,000,000
1999	1,248,830 sf	4,674,132 sf	\$213,000,000
2000	953,896 sf	3,078,092 sf	\$249,000,000





- **US \$1.1 BILLION IN REVENUE**
- **465 MILLION SQUARE FEET UNDER MANAGEMENT**
- **8,900 PROFESSIONALS**
- **40 SHAREHOLDER FIRMS**
- **LOCATIONS IN 51 COUNTRIES ON 5 CONTINENTS**
- **255 OFFICES WORLDWIDE**



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