

Resumé : Thomas C. Lof B.Sc.

Name: Thomas C. Lof

Contact data in the Netherlands:

Address: Prins Bernhardlaan 1
Postal code: NL 3956 XS
City: Leersum, the Netherlands
Phone: +31 343 457 929
Mobile: +31 6 2256 0834
eMail: lasertext@planet.nl

Contact data in France:

Address: 22 Lieu-dit-la-Prèze
Postal code: F 16220
City: Rouzède
Phone: +33 545 259064
Mobile: +31 6 2256 0834
eMail: 4lof-art@orange.fr

Civil state: Married to Wilhelmina Lof (geb. Dikken)

Occupation: Entrepreneur, Lasertext / T+W LOF bv - Floth Media v.o.f.

Education and Experience

1964 - 1968

Hogere Technische School (technical academy on bachelor's level) at Enschede, dep. Electrotechnics / Electronics, graduated as B.Sc. on control principles of indirect driven electromechanical telephone exchanges as well as Boolean algebra.

- Editor and editor-in-chief of the academy's magazine "De TON"

1966-1970

- Editor of "het Landelijk ht.s.-orgaan" (a national magazine for technical bachelors)

1968 - 1970

Sergeant in the Royal Dutch Air Force,

assigned as repair analyses officer to the operation office of the Depot Elektronisch Materieel Luchtmacht (DELM, the top level repair/overhaul site of aircraft/airforce electronics).

1970 - 1981

Free lance technical/scientific writer and marketing public relations advisor

- ITT Corporation: telephony- and telexsystems :: commercial documentation
- Siemens Nederland: Manuals for wordprocessors,
- Texas Instruments: Manuals for pocket calculators
- Ormas: Manuals for Wordplex-wordprocessors
- General Electric Research & Development Centre: PR for a.o. nuclear energy plants, gasturbine engines, basic and material sciences
- Dupont de Nemours: PR for plastics
- Monsanto: PR for semiconductor components
- Gasinstituut: Consumer information regarding usage of natural gas for heating and cooking
- Nederlands Normalisatie-Instituut: (Dutch standardisation institute) Editor to the NNI-Magazine
- Wavin: commercial documentation and manuals (a.o. for piping systems)
- TNO (Centraal Technisch Instituut, Nijverheidsorganisatie, Centrale Organisatie): external Annual Project Reports
- Rabobank Nederland: introduction Back Office automation for local banks

* And on demand as technical writer for several top line PR-agencies like Hill & Knowlton, Hollander & Van der Mey, Burson Marsteller: lots of different projects on technical/scientific matters

Editor-in-chief of the monthly journal "De HTS'er" (successor to the Landelijk h.t.s.-orgaan)

Contributor to the professional magazines: Radio Elektronica and Databus (both Kluwer Technische Tijdschriften), several editions of Polytechnisch Tijdschrift (Stam Tijdschriften)

1981 - 1982

- Manager Public Relations at ITT Nederlandsche Standard Electric Mij

(at present part of Alcatel-Lucent)

- Training as ITT/CIA Industrial Intelligence Officer

1982 - 1988

- Attending several seminars in business analyses at London Business School (London University, UK) and INSEAD (Fontainebleau, France.).

1982 - 1988

Manager Business Development at ITT/Alcatel Nederland:

□ Acting marketing manager of ITT Installatie & Service Division, responsible for the turn-around of this department from "factory in the field" to a full swing service organisation while maintaining the levels of occupancy and profitability

□ Export management of used Bell 7-telephone exchanges to third world countries; Project management dealing with acquiring, selective dismantling, rehabilitation, reconfiguration, delivery and financing, partly in cooperation with NPTT's consultancy/exporting organisation Nepostel

□ Project manager Introductory strategy ITT System 12 public digital telecom exchanges; dealing with drafting a shadow introductory plan for possible implantation into the Dutch telephone network and optimisation of the pricing strategy of the several system parts in function of the expected implantation.

□ Project manager of several shadow projects, aimed at establishing a bonded warehouse for ITT in Rotterdam and creating jobs in support of the political decisions leading to the acquiring of ITT System 12 as well as the use of financial means from the so-called Matching Funds of the Dutch Ministry of Economic Affairs.

□ Product manager Systems for new services on Cable TV Networks (esp. cable/teletext systems for ITT Dutch Yellow Pages, Kabelexperiment ZuidLimburg, projects Vidicai and Infodam for a large-scale country wide introduction of interactive teletext services by NPTT Telecom).

1988 - 1991

- **Director of Regional Interactive Teletext Services** at Brokerits BV (a B-enterprise of the telecom consultants Intercai BV)

□ Marketing management for TotaalNet Zuid-Limburg;

□ Development of RITS-services (Amsterdam, Rotterdam, Eindhoven, Tilburg, Twente and RTL Veronique) in terms of technology, contents and financial modelling.

□ Strategic Business Planning on behalf of Videotex Nederland v.o.f., a.o. the formulation of the financial basis for such an enterprise.

1991 – 1997

- **Running my own company** active in the world of new media like videotex, teletext, interactive teletext, internet, several forms of pay-TV (marketing, project development, training).

Customer lists a.o. Videotex Nederland (presently: KPN Internet); RTT/Belgacom, RTL4, VTM, RTBF, Tele21 (all Belgium), Discovery (the Netherlands / UK); Svenska Kabel TV (Sweden), Telia Research (Sweden), ADEM (Rotterdam), REKAM (Gouda), EDON/Castel (Groningen), Infohuis/Casema (Den Haag), Spirit Interactieve Diensten / ENECO (Rotterdam); Bertelsmann (D).

1997 - 1999

- **General Manager VideotexNet** at Videotex Nederland NV (presently KPN Internet)

- Charged with closing down the operations and integration of the remaining service into KPN's X.25 Dial-In Service supporting electronic banking and funds transfer.
- Drafting a new business case for the X.25 Dial-In Service as part of the closing down scenario of five years supporting electronic banking and funds transfer (pre-internet era).

1999 - 2000

- **Manager Planet Internet Professional** at Planet Media Group NV (presently KPN Internet)

- Organising and introduction of new business-oriented services, directing the integrated organisation (sales, product development, help desk).

2000 – 2005

- **Project manager ICT Operations** at Planet Media Group NV (presently KPN Internet / XS4ALL)

2002 – 2004

- **Project manager AAA-services / Leading Professional** at KPN Planet Technologies, department of Engineering/Infrastructures; Consultant for Planet Media Group responsible for several projects:

- Selecting, implementing and operationalizing Remote Access Servers for a new to establish Planet PremiumNet using KPN's Data Dial-In Service.
- Development, implementation, operating and auditing the Authentication-, Authorisation and Accounting processes (based on Radius technology as well as telephony-CDRs) for originating and terminating Dial-In and ADSL Volume Based Billing internet access services.
- Implementation of GPRS- and WLAN-access services.
- Assistance to the development of Rating/Billing processes.
- Development of Operational Control Reports.

□ - **Consultant** on behalf of Planet Media Group NV

- Regulations – scenario studies – reverse engineering of OPTA-decisions (Dutch 'Oftel'-monitoring and consultations),
- Product/project business analyses, financial analyses, product/-marketing studies,
- Support of the Operational departments and Customer Complaints offices.
- Conceptual development of new "HetNet Telephony" services, like Calling bundles, Access and Calls; Carrier (pre) Select, VoIP-services and "IP Telephony"-services.

2004 – Today

- **Management** of Galerie 4Lof-Art

- Contacts with art galleries both in the Netherlands and abroad.
- Development of financial programs for art sales and art lease for consumers and businesses.
- Development of a portfolio of art prints (high quality photolitho's and giclées);
- Fiscal-juridical aspects of sales and lease of art inside and outside Europe;
- Establishing and running an affiliate in France.

2004 – today

Marketing PR Consultant / Author - writer - translator

- Alcatel Telecom Nederland bv / Telecommunicatie Erfgoed Stichting: writing a history book on 125 years of telephony in the Netherlands, named "125 Jaar bellen met Bell". Published in December 10, 2006.
- Omroep Zender Museum (Museum on Broadcast Transmitting): writing a history book on 90 years of public broadcasting in the Netherlands, named "90 Jaar Goed Ontvangen". Published in November 2011
- Writing and translating technical/scientific texts as well as marketing and legal documents (contracts, SLAs) as well as product manuals, user manuals and service manuals for several companies and translating agencies, like Isotranslationsgroep (including WAPA / Dutchtrans / Nordic), Trabalabra [both B], Johan F. Huisman [D], Transl8, Translingua, Fundalingua, Eurocom [all in the NL], Treeloc (Spain), TDH (Germany)

Jobs executed on a regular basis for companies like:

ABB, ABP Dynamics/Acadon, Abus, AEG, Agfa, Algeco, Alko, Alltec, Amazone, Ampack, Andritz, Anova, ASKChemicals, Audi-Seat, Battenfield-Cincinatti, Bauer, Bayer, Benteler, Bombardier, Busch-Jaeger, BWM, BMW-Mini, Boehringer, Bosch, CAF, Castell, Claas, Condor, Continental, Credit Lyonnais, CreditSuisse, Dallmer, Daimler, Datron, Diesel Technics, Deutsche Ingenico, Dorel, Dornbarchter, Dynatec, Ekato, Eltromat, Fafnir, Falch, Flowserve, Ford, Gammerler, Gardena, Geberit, Gildemeister, Globus, Harman-Becker, Herzog, Hiller, Höhnle, Humbaur, Hummel, ING, Interflex, itemIndustrietechnik, IVG, Jaudt, Jura, Kässbohrer, Keck, Kerbl, Klingenberg, Klockner, Knoblinger, Kogel, KPMG, Kress, Kuhn, Leister, Lidl, Lighthouse, Lorch, Maag, Maco, Netzsch, Occidental, Optima, Osram, Pester, Pearltech, Railtechnik, Rickmeyer, Robomow, Roca, Rofin, Roto, Rotex, Ruf, Schaerer, Schindler, Schmidt, Schweizer, Sherwin, Sick, Siemens, Siloking, Solarpalau, Sommer, Speck, Stadler, Tate&Lyle, Transporeon, Tuchel, TUI, TuV, V-Zug, Voestalpine, Voith, Wabco, Warema, Whispergen, Wolf, Ykawa, Zarges, Zeck, Zimmer etc.

More than 40 years' experience in translating/editing from all kinds of English (UK, former UK-dominions (Australia, New-Zealand, Canada, South-Africa, Pakistan, India, Bangladesh), US, international, Chinenglish, Japenglish, all kinds of German (northern German, southern German, Hochdeutsch, Austria and Switzerland) and French (Oil-version) into Dutch (Standaardnederlands) on behalf of a wealth of international operating construction and engineering companies.

The mainstream of translations deals with user manuals and related documents to conform with the EC Machine Directory and international standards.

Knowledge areas: electrotechnics, energy technology, electronics, telecommunications, informatics (hardware and software), internet technology, cable TV networks, environmental technology, semiconductor technology, general mechanics; all sorts of legal documents (contracts, service level agreements, terms, and conditions etc).

If and when appropriate using the CAT-tools Trados 7, Studio 2011/2017, Transit XV/ NXT, Passolo 201x, POEdit, iCloud-based systems like XTM, Memsources

Available all days of a week (including Saturday and Sunday), both when living in the Netherlands (winter residence), France (summer residence).

Legal base

Thomas C. Lof delivers translations through either Lasertext | T+W LOF bv, or the 'succursale' of T+W LOF bv in France (due to VAT-reasons) especially suited for drafting/writing original texts for non-profit organizations), or Floth Media v.o.f. (texts for websites)