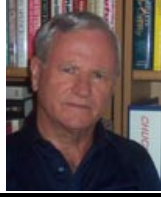


**HEINZ DINTER, PhD**



I offer solid know-how and extensive experience in support of your mission and, more importantly, in sharing and guiding.

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Miami, FL 33255  
Phone: 305-600-4655  
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[HDinter@GrandLifestyle.com](mailto:HDinter@GrandLifestyle.com)

## **A POINT OF SIGNIFICANT CONTEMPLATION**

With my 70th birthday in November 2007 having introduced a new decade of challenge-driven and satisfaction-filled activities, I wish to emphasize the following:

- My health is excellent; I match, for example, speed and endurance on the tennis court with players half my age.
- My plans include active professional involvement for at least five more years.
- I consider it a special challenge and opportunity to groom young persons during my tenure to assure a smooth transition — a most valuable benefit for the organization's management continuity.

## **OBJECTIVES AND SPECIAL INTERESTS**

Leadership Position in an Entrepreneurial Environment

- A high-technology company
- A publishing company
- A service-oriented company
- An investment-management company

Team Member in Growth-Building Efforts

- Manage the development of new products and services
- Manage the development of new markets
- Manage venture capital investment projects in high technology, real estate or service

Problem Solver

- Assist in turnaround situations

## **STRENGTHS**

Personal

- Ethical, fair and honest
- Respect others
- Energetic
- Well organized

Managerial

- Generalist with a diverse repertoire of detailed knowledge in many areas
- Ability to understand and adapt to the needs of others
- Strong leadership and communication skills
- Effective negotiator

Technical

- Extensive analytical skills, including corporate finance, investment analysis and computing
- Decisive marketing experience
- Innovative product developer
- Dynamic, results-oriented public relations skills

**Motivational**

- Entrepreneurial self-starter
- Enthusiastic idea creator
- Supportive of others in their self-improvement efforts

**Experience**

- Effective problem solver: organize the task, lead people, get results
- Solid hands-on experience in all facets of managing a business (operated my own and helped others improve theirs)
- Good understanding of foreign cultures and business climates

**PERSONAL**

Age 72, divorced, no dependents, excellent health, U.S. citizen

**EDUCATION**

- Ph.D. Economics and Business Administration (Management and Corporate Finance), University of Florida, 1971
- M.A. Management, University of Florida, 1968
- B.S. Mathematics (*cum laude*), University of Florida, 1963
- Abitur High school diploma, Fr. v. Stein Oberschule, Berlin, Germany, 1956
- Abitur High school diploma, L. Cranach Oberschule, Wittenberg, Germany, 1955

**EMPLOYMENT HISTORY**

- 1990 – present Editor & Publisher, Grand Lifestyle Publisher
- 1989 – 1992 Co-founder and Executive Director, The American Cartridge Recycling Association
- 1986 – 1988 Editor and Publisher, Desktop Publishing Dialog
- 1984 – 1988 Co-founder, President and Chairman of the Board of Advisors, The Personal Computing Institute
- 1983 – 1985 Associate Editor, LIST magazine (a personal computer periodical)
- 1982 – 1990 President and owner, Heinz Dinter & Co., Inc.
- 1967 – 1982 President and owner, Computer Management Corporation
- 1967 – 1971 Research Associate, University of Florida
- 1965 – 1967 Manager, University of Florida Computing Center
- 1963 – 1965 Systems Analyst, Hercules Incorporated
- 1962 – 1963 Programmer, University of Florida Computing Center
- 1958 – 1962 Programming Specialist, U.S. Air Force

**BUSINESS EXECUTIVE EXPERIENCE**

- Twenty-five years of diversified publishing and PC-use experience with an intense involvement in Internet-related activities and e-business.
- Twenty-two years of diversified experience managing real estate and business investment projects; writing books and journal articles; conducting seminars; participating in the founding of personal computer, desktop publishing and motivational periodicals; turning entrepreneurial ideas into active business ventures.
- Fifteen years of broad experience in all facets of managing a computer systems company and consulting organization as chief executive officer. Primary responsibilities included financial management (P&L and corporate financing), marketing and sales, operations, corporate planning and product development (hardware and software systems design and programming).
- Two years of thorough experience managing the academic computing center of a major university with a staff of 50 technical and administrative employees.

## **CONSULTING AND RESEARCH EXPERIENCE**

- Management consultant, investment advisor and lecturer: business valuations, business turnarounds, corporate finance, real estate syndications, micro computer applications.
- Consultant on data processing to industry groups, educational and government organizations.
- Management information system design and programming.
- NASA research on computer-based information retrieval systems for technology transfer.
- Chairman, Data Bank Project, Advanced Planning Division of SHARE.

## **TEACHING EXPERIENCE**

- Conducted seminars sponsored by my companies, major universities and professional organizations. Topics included desktop publishing; executive decisions for profitable computer utilization; executive development seminars on the application of computers in business; corporate finance and business management; commercial real estate investment analysis; computer-based business management; computer concepts and programming.
- Taught university courses on introduction to computing and programming.

## **PROFESSIONAL AFFILIATIONS**

- The Association for Computing Machinery (Founder and Chairman, Northeast Florida Chapter, 1966 to 1968)
- Data Processing Management Association
- The American Management Association
- The Institute of Management Sciences (Southeastern Chapter: Secretary-Treasurer, 1969; Chairman, 1970)
- The American Society for Information Processing
- The Southern Management Association
- Society of Professional Journalists, 1995

## **LICENSES**

- Real Estate Broker's License
- Pilot's License (multi-engine with instrument rating)

## **LANGUAGES**

- Fluent in German; good conversational skills in Spanish; 8 years of schooling in Russian

## **HOBBIES**

- Tennis, sailing, SCUBA diving, skiing, flying, writing

## **SPECIAL RECOGNITION**

- Listed in Who's Who in Finance and Industry
- Young Man of the Year, Delaware Jaycees, 1964

## **SUMMARY**

### Academic-Administrative Experience

- My academic experience includes the teaching of computer science and management information systems subjects, the management of a university computing center and management information systems research. I also have experience in research proposal writing and research project management.

### Administrative-Consulting Know-how

- I began my management consulting activities while working on advanced degrees in order to combine educational pursuits with the furtherance of professional and management experiences. These goals led me to found a computer technology based company and gave me an excellent opportunity to strengthen my general management

expertise in many areas: supervision of administrative, technical and professional staffs; direction of projects including U.S. Department of Health, Education and Welfare sponsored contracts; corporate program formulation; corporate financial planning and control; research and development of products and services; marketing and sales management; development and implementation of computer based management information systems, feasibility studies, management consulting assignments, data processing education curricula and executive training programs.

#### Professional Experience Spans Wide Range

- My professional experience covers both technical and administrative responsibilities. I have worked in private industry, government and educational institutions.

#### Extensive Computer Experience

- My computer experience covers a wide range of data processing systems — small-scale to large-scale systems, single-user to multi-user, programming and systems analysis to solving data processing management problems.
- I have very extensive hands-on experience with personal computers and desktop publishing, including major application systems.
- I have designed, implemented and maintain my website, [www.GrandLifestyle.com](http://www.GrandLifestyle.com) in addition to others.

#### Effective Communicator

- I am well acquainted with the unique problems presented by both scientific- and business-oriented management environments, interface effectively with technical-engineering and business-management personnel, and communicate effectively with subordinates and all levels of management.
- My close association with the problems and people who manage businesses in various environments and my extensive skills in computer technology makes me a productive catalyst for finding new answers.

#### Highly Skilled Manager

- I am a broadly skilled general manager with detail skills in many technical and administrative areas that give me the ability to be an effective shirt-sleeve manager who takes an idea, leads the team and gets the job done.
- Forty-nine years of participation in the computer industry growth as programmer, system designer, manager, educator, entrepreneur of a software company, turnkey systems house, consulting firm and computer systems integrator and distributor — coupled with hands-on experiences in investment management, real estate ventures, publishing and other entrepreneurial ventures — gives me the solid background to be an effective senior manager.

### **PUBLICATIONS**

- APATHY REIGNS, Miami: Grand Lifestyle Publisher, 2007
- 101 TIPS FOR SPURRING BUSINESS SUCCESS, Miami: Grand Lifestyle Publisher, 2006
- BOOZE WILL DO YOU IN, Miami: Grand Lifestyle Publisher, 2006
- CONDO SERFS, Miami: Grand Lifestyle Publisher, 2006
- SKYPE IS RIPE ALL RIGHT, Miami: Grand Lifestyle Publisher, 2005
- 101 TIPS FOR FINDING PEACE OF MIND, Miami: Grand Lifestyle Publisher, 2005
- 101 TIPS FOR EMBRACING THE GOLDEN YEARS, Miami: Grand Lifestyle Publisher, 2005
- GOOGLE HELPS YOU FIND IT, Miami: Grand Lifestyle Publisher, 2004
- THOUGHTS TO SHARE OVER THE EMAIL TRANSOM, Miami: Grand Lifestyle Publisher, 2004

- THOUGHTS ABOUT LAWYERS, Miami: Grand Lifestyle Publisher, 2004
- CHUCKLES AND THOUGHTS TO MAKE YOUR DAY, Miami: Grand Lifestyle Publisher, 2003
- EVERYBODY KNOWS BETTER, Miami: Grand Lifestyle Publisher, 2003
- GIVE IT SOME MORE THOUGHT, Miami: Grand Lifestyle Publisher, 2003
- PASS IT ON, Miami: Grand Lifestyle Publisher, 2003
- QUOTES THAT MOTIVATE, Miami: Grand Lifestyle Publisher, 2003
- RANDOM ACCESS MANUMISSION, Miami: Grand Lifestyle Publisher, 2003
- RANDOMTHOUGHTS, Miami: Grand Lifestyle Publisher, 2003
- WHAT IF THEIR THOUGHTS ABOUT LAWYERS RING TRUE?, Miami: Grand Lifestyle Publisher, 2003
- WHAT THEY SAY ON THE STREET ABOUT LAWYERS, Miami: Grand Lifestyle Publisher, 2003
- MORE ON WHAT THEY SAY ON THE STREET ABOUT LAWYERS, Miami: Grand Lifestyle Publisher, 2003
- Grand Lifestyle journal, 1994-present (online)
- Grand Lifestyle journal, 1990-1994 (printed)
- “Hints for Doers: Ride the Laser Beam to the Top,” Profit Investment Journal, April 1987
- “Best Bets for 1987: Desktop Publishing with IBM PC Compatibles,” Computer Dealer, December 1986
- DESKTOP PUBLISHING BUYING GUIDE, Miami: Desktop Publishing Dialog, 1986
- “How Desktop Publishing Can Cut Costs ... and Boost Productivity,” Boardroom Reports, October 15, 1986
- “Put Punch in Documents with Desktop Publishing,” Office Systems ‘86, September 1986
- “How to Assess Accounting Needs,” Business Software, June 1986
- “The Accounting Partner II,” (Software Review), Business Software, June 1986
- A CHOICE FOR EXCELLENCE: BEYOND THE IBM PC (completed under contract with Academic Press, 1985)
- ACCESSING THE OUTSIDE WORLD WITH YOUR PERSONAL COMPUTER (completed under contract with Academic Press, 1984)
- WHAT YOU SHOULD KNOW ABOUT USING THE IBM PC (completed under contract with Academic Press, 1984)
- “Bringing the Computer and the Business Together,” LIST, January 1984
- “Selling Your Business? You Should First Analyze the Reason for Sale,” Miami Business Journal, October 4, 1982
- INTRODUCTION TO COMPUTING, New York: The Macmillan Company, 1973
- PROBLEMS FOR COMPUTER SOLUTION, New York: The Macmillan Company, 1973
- A THEORY OF COMPUTER BASED MANAGEMENT CONTROL, Ph.D. dissertation, 1971
- “Criteria for the Organizational Effectiveness of Data Processing,” Data Management, July and August 1971
- “A Real-Time Financial Planning and Control System with Emphasis on Sensitivity Analysis Via Conversational Interaction Utilizing a Time Sharing Terminal,” 1970 TIMS American Meeting, The Institute of Management Sciences, Los Angeles, October 19-21, 1970
- “A Man-Machine System for Management Control,” Proceedings of the TIMS Winter Symposium on Man-Machine Interaction, 1970, Gainesville, Florida, February 19-21, 1970
- “Organization in a Man-Machine Interactive Environment,” 1969 TIMS American Meeting, Atlanta, October 1-4, 1969

- “Computer Utility: The Expanding Dimension of Computer Use,” Proceedings of the Eighth Annual Southeastern Regional Meeting of the Association for Computing Machinery, Huntsville, Alabama, June 12-14, 1969
- “Design Criteria for a Man-Machine Information Transfer System,” Proceedings of the Sixth Annual National Colloquium on Information Retrieval, ed. L. Schultz, Philadelphia: Medical Documentation Service, 1969
- “A Computational Procedure for Deriving Cost Curves in Critical Path Scheduling Based on the Dual Simplex Algorithm for Bounded Variables,” Fifth Annual Meeting of the Southeastern Chapter of The Institute of Management Sciences, Chapel Hill, North Carolina, May 8-9, 1969
- COMPUTER UTILITY: PRINCIPLES OF INFORMATION PROCESSING UNDERLYING ITS FEASIBILITY, Master’s thesis, 1968
- “How to Gain Acceptance of the Data Processing Department in the Organization,” IBM Installation Managers Course, Gainesville, Florida, March 4-8, 1968
- “A Legal Information Retrieval System with Emphasis on Increasing Levels of Interaction Between User and Information,” Geneva World Conference on World Peace Through Law, Geneva, Switzerland, 1967 (co-author)
- “A Man-Machine System for Transfer of Research Knowledge to Industry,” Business & Economic Dimensions, May 1967
- “The Application of the Dual Simplex Algorithm for Bounded Variables to the Project Cost Curve Determination in Critical Path Scheduling,” (Research Report) University of Pennsylvania: The Moore School of Electrical Engineering, 1965

**A book publishing project to guide our youths**

- A 320-page book in preparation titled *Challenges For The Not-Forgotten* is at [www.GrandLifestyle.com/challenges-draft.pdf](http://www.GrandLifestyle.com/challenges-draft.pdf)

**Articles profiling outstanding people, offering thought,  
and focusing on newsworthy topics**

- “Challenges for the not-forgotten” is at [www.GrandLifestyle.com/challenges.htm](http://www.GrandLifestyle.com/challenges.htm).
- “Voice of compassion” is at [www.GrandLifestyle.com/voicecomp.htm](http://www.GrandLifestyle.com/voicecomp.htm).
- “A judge to respect. The man to look up to” is at [www.GrandLifestyle.com/interview-popper.htm](http://www.GrandLifestyle.com/interview-popper.htm).
- “We must reach further back” is at [www.GrandLifestyle.com/reachback.htm](http://www.GrandLifestyle.com/reachback.htm).
- “Grove Isle enchantment” is at [www.GrandLifestyle.com/glj06/06b.htm](http://www.GrandLifestyle.com/glj06/06b.htm).
- “Around the world and calling Grove Isle home” is at [www.GrandLifestyle.com/glj06/06a.htm](http://www.GrandLifestyle.com/glj06/06a.htm).
- “Builder of a new lifestyle” is at [www.GrandLifestyle.com/glj06/06c.htm](http://www.GrandLifestyle.com/glj06/06c.htm).
- “More recognition of authority and more emphasis on commitment” is at [www.GrandLifestyle.com/judges-as-role-models.htm](http://www.GrandLifestyle.com/judges-as-role-models.htm).
- “ICE cell phone plan helps rescuers” is at [www.GrandLifestyle.com/ice.htm](http://www.GrandLifestyle.com/ice.htm).
- “As the euro rises, so do investments in Florida real estate” is at [www.GrandLifestyle.com/mcn04/01a.htm](http://www.GrandLifestyle.com/mcn04/01a.htm).
- “Giving all to the wild blue yonder and beyond” is at [www.GrandLifestyle.com/tennis30118.htm](http://www.GrandLifestyle.com/tennis30118.htm).
- “Do as I say, not as I do” is at [www.GrandLifestyle.com/tennis30201.htm](http://www.GrandLifestyle.com/tennis30201.htm).
- “Live, laugh, love, and be happy” is at [www.GrandLifestyle.com/glj06/09d.htm](http://www.GrandLifestyle.com/glj06/09d.htm).

**Articles focusing on matters of conscience**

- “When apathy reigns” is at [www.GrandLifestyle.com/grove-apathy.pdf](http://www.GrandLifestyle.com/grove-apathy.pdf).
- “The nonagenarian and the ‘property buyers’” is at [www.GrandLifestyle.com/age90.htm](http://www.GrandLifestyle.com/age90.htm).

- “Condo\*monium: True condo episodes” is at [www.GrandLifestyle.com/condomonium.htm](http://www.GrandLifestyle.com/condomonium.htm).
- “The developer is your lord and master” is at [www.GrandLifestyle.com/condo-lord-and-master.htm](http://www.GrandLifestyle.com/condo-lord-and-master.htm).
- “Rape by condo: It’s a miracle” is at [www.GrandLifestyle.com/condo-rapebycondo.htm](http://www.GrandLifestyle.com/condo-rapebycondo.htm).
- “Apathy revisited” is at [www.GrandLifestyle.com/condo-apathy-revisited.htm](http://www.GrandLifestyle.com/condo-apathy-revisited.htm).
- “That’s life! C’est la vie!” is at [www.GrandLifestyle.com/condo-gotchalife.htm](http://www.GrandLifestyle.com/condo-gotchalife.htm).
- “The Grand Sales Center exposed: Residential unit owner cheated” is at [www.GrandLifestyle.com/condo-unit-owner-cheated.htm](http://www.GrandLifestyle.com/condo-unit-owner-cheated.htm).
- “Grand justice Miami-style” is at [www.GrandLifestyle.com/condo-grand-justice.htm](http://www.GrandLifestyle.com/condo-grand-justice.htm).
- “The ABCs of investing: Audacity, banality and creativity” is at [www.GrandLifestyle.com/condo-audacity.htm](http://www.GrandLifestyle.com/condo-audacity.htm).
- “First guilty plea caps 8-year perseverance” is at [www.GrandLifestyle.com/condo-first-guilty-plea.htm](http://www.GrandLifestyle.com/condo-first-guilty-plea.htm).
- “Prosecuted for mortgage fraud, defendant pleads guilty and is ordered by the Miami U.S. federal court to pay stiff \$800,000 fine based on Grand Lifestyle’s investigative reporting”  
The original title of the article was ordered removed from [www.GrandLifestyle.com](http://www.GrandLifestyle.com) by the Miami-Dade County Circuit Court.
- “The facts in support of the truth” is at [www.GrandLifestyle.com/condomonium-documentation.htm](http://www.GrandLifestyle.com/condomonium-documentation.htm).

#### **Examples of my editorials/column, *Choose Booze and Lose***

- “A friend who’s always there” is at [www.GrandLifestyle.com/glj06/09f.htm](http://www.GrandLifestyle.com/glj06/09f.htm).
- “You cannot do it alone” is at [www.GrandLifestyle.com/glj06/08e.htm](http://www.GrandLifestyle.com/glj06/08e.htm).

#### **Online publications at my website and my blog**

- *Grand Lifestyle Journal* is at [www.GrandLifestyle.com/glj.htm](http://www.GrandLifestyle.com/glj.htm).
- *miamiMagic.net Miami Condo News* is at [www.GrandLifestyle.com/mcn.htm](http://www.GrandLifestyle.com/mcn.htm).
- Grand Lifestyle Blog at [www.GrandLifestyle.blogspot.com](http://www.GrandLifestyle.blogspot.com).

#### **Book Publishing Proposals**

- Please visit [www.GrandLifestyle.com/pub.htm](http://www.GrandLifestyle.com/pub.htm) for book publishing proposals.

### **EXPERIENCE DETAIL**

1990 to present: Editor & Publisher, Grand Lifestyle Publisher, Miami, Florida

Founder and chief executive officer of publishing and e-business company.

- Founded *Grand Lifestyle*, a periodical serving its readers with articles on lifestyle issues.
- For the first four years the magazine was published in printed form.
- With the advent of the Internet, *Grand Lifestyle* switched to the online format.
- Created and offered e-business services.
- Offered web design services.
- Offered newsletter services (online and print).

1983 to 1985: Associate Editor, LIST magazine, Vero Beach, Florida

- Assisted in the formulation and implementation of editorial policy of LIST, a new personal computer magazine.
- Authored and edited articles submitted by contributing writers.
- LIST was the fastest-growing PC magazine reaching a circulation of 125,000 within the first year.

1982 to 1990: President and owner, Heinz Dinter & Co., Inc., Miami, Florida

Founder and chief executive officer of entrepreneurial company.

- In 1989 spearheaded the founding of the American Cartridge Recycling Association to serve the rapidly growing industry of toner cartridge recyclers with education, information, and services.
- In 1988 co-founded with daughter a motivational magazine, *Venture Lifestyles*.
- In 1986 founded Laser Service Network, a nation-wide organization of toner cartridge recharge companies. The objective of LSN is to engage in cooperative efforts to stimulate the growth of member companies and expand the services to laser printer owners beyond cartridge recharging.
- In 1986 founded Toner for Less, a company engaged in recharging toner cartridges for laser printers and copiers. The company reached dominance of the local market within first year.
- In March 1986 founded and served as editor and publisher of *Desktop Publishing Dialog*, a monthly, nationally distributed newsletter on desktop publishing with special emphasis on critical reviews of desktop publishing related products and services.
- From 1984 to 1989 provided editorial, publishing and marketing assistance to authors of books.
- From 1984 to 1985 worked on PC-oriented books as author under contract with Academic Press.
- In 1984 founded and served as president and chairman of the Board of Advisors of The Institute for Personal Computing. IPC is an independent, nonprofit organization devoted to the advancement of the personal computer and its uses through programs of education, information and research. Established pcDEED (Personal Computing Database for Entrepreneurial Excellence Development), a database service in support of fostering entrepreneurial success in the personal computer industry. The objective of pcDEED was to stimulate growth of the personal computer industry by supporting investment in the creative efforts of talented entrepreneurs and opening communication channels to encourage joint efforts among personal computer companies. Implemented awards programs to recognize members of the personal computer industry for outstanding achievements.
- From 1982 through 1985 participated with European and Latin American investors in investing in real estate and businesses in the United States and overseas.

1967 to 1982: President and owner, Computer Management Corporation, Miami, Florida

Founder and chief executive officer of professional consulting and service organization providing computer technology related services to business, government and educational organizations. With the advent of the minicomputer, company shifted emphasis in 1972 to providing turnkey, multi-user minicomputer systems to businesses and governmental organizations.

- Built one-man dream into sixty-plus professional staff supplying computer systems, software services and management consulting support to the end user.
- Specific duties: personnel administration and recruiting, corporate accounting, financial planning and budgeting, product planning, proposal writing, contract negotiation and management (commercial, government and education), systems analysis and design, programming, systems analyst and programmer training curriculum development, marketing, sales and public relations.
- Developed and conducted executive seminars. Supervised and personally conducted consulting assignments consisting of feasibility studies, hardware and software

evaluations, data processing management audits, contract negotiations on behalf of clients, method improvements, mathematical modeling and financial analyses.

- Personally designed and supervised implementation of a financial management system consisting of budgeting, general ledger, purchase order processing, accounts payable, expense and revenue reporting, and cash management.
- Personally designed and supervised implementation of a wholesale management information system consisting of order processing, invoicing, accounts receivable, inventory control and shipping, sales analysis, and product maintenance control.
- Personally designed and supervised implementation of a utility billing system for water and electric utility companies.
- Personally designed and supervised implementation of a law enforcement information system for police departments.
- Personally designed and supervised implementation of a medical information management system for health maintenance organizations.
- Personally designed and implemented fixed asset depreciation system, actuarial pension valuation systems, financial management planning and control simulation system, project cost control system, project management system utilizing critical path scheduling, and a system to determine minimum costs of a transportation schedule using linear programming techniques.
- Developed and operated a Veterans Administration-approved systems analyst and programmer training school.
- Spearheaded major proprietary effort to conceive, finance, design, implement, field test and market a broadcast management system (Comcast) which fully automated the business operations of radio and television stations including the scheduling, accounting and sales management functions. The system utilized commercial computer time sharing services.
- Designed customized multi-user minicomputer hardware systems and integrated several application software systems to be marketed as total turnkey multi-user systems.
- Management responsibility of the minicomputer systems effort included the sales, engineering and customer support departments.
- Achieved high acclaim and acceptance for turnkey business systems serving the following markets: municipal government, utility companies, wholesale distributors, medical services and general business.
- Profitability was improved consistently over the past fifteen years.

1967 to 1971: Research Associate, University of Florida, Gainesville, Florida

- Participated in NASA-sponsored research on computer based information retrieval systems for technology transfer. Planned research and wrote research proposals. Taught courses on computer concepts. Assisted in the implementation of programs for the use of the computer in research, education and administration.
- Assisted in the formulation of data processing related academic programs.

1965 to 1967: Manager, University of Florida Computing Center, Gainesville, Florida

- Responsible for planning, coordinating and supervising all activities of the center to ensure its effectiveness in supporting research, education and administration.
- Staff consisted of fifty employees reporting through five supervisors (systems, applications, computer operations, keypunching and administration).
- Specific duties: scheduling and priorities, quality control, personnel administration, staff selection and training, accounting, budgeting, cost control, public relations, hardware and software evaluations, programming standards, standard operating procedures.

- Participated in the formulation of university-wide computer policies as a member of the university computer committee, assisted in the establishment of university-wide research and educational programs in computer and information sciences and other university units, planning for a new computing center (hardware configuration design, installation and facility design of a new center facility, evaluation and reformulation of center policies and procedures).
  - Relationships and contacts: all university administrative units, deans, department heads, computer and auxiliary equipment manufacturers, professional and research organizations.
  - During tenure operation grew from 1 shift/5 days to 3 shifts/7 days; budget tripled.
  - At age 27, was one of youngest managers of major university computing centers.
- 1963 to 1965: Systems Analyst, Hercules Incorporated, Wilmington, Delaware
- Designed and implemented an actuarial pension valuation system, conducted related studies, established procedures, wrote programs and prepared the documentation.
  - Conducted pension cost studies and prepared reports for the corporate treasurer and vice president and other top-level management personnel.
  - Handled special programming assignments involving the application of mathematical and statistical techniques to the solution of cost and tax accounting problems.
  - Led a company-wide employee record and payroll system study.
  - Participated in feasibility studies on proposed hardware and software.
  - Improved the capabilities of software systems through the development and maintenance of special programming techniques.
  - Applied critical path scheduling methods to systems studies and system designs and accomplished project controls and significant personnel time savings.
- 1958 to 1962: Programming Specialist, U.S. Air Force
- Implemented warehouse inventory control and cost accounting procedures and implemented a special personnel system for emergency evacuation purposes.
  - Maintained and modified management reporting procedures (material and personnel) from base headquarters to command headquarters.
  - Flowcharted, programmed and debugged programs for personnel information retrieval, personnel management and budgeting.

## **BIOGRAPHICAL SUMMARY**

Dr. Dinter received his primary education in his native Germany, studied mathematics at the Technical University of Berlin, and attended the University of Florida where he earned his Doctor of Philosophy degree in economics and business administration (corporate finance). He also holds the Master of Arts degree in management and Bachelor of Science in mathematics cum laude.

His professional experience covers executive, consulting, and teaching assignments in business, government, and educational institutions. He began his professional career in 1958 while serving in the U.S. Air Force as computer programmer and advanced to systems analyst involving the design and implementation of many diverse business systems and scientific applications.

While serving as manager of the University of Florida Computing Center he was involved in all aspects of the data processing management function. He taught data processing and computer science subjects at the university level and to business groups. His teaching experience also covers the preparation of and participation in executive development seminars on subjects relating to data processing, corporate finance, and business management.

Dr. Dinter's entrepreneurial career began in 1967 when he founded a computer-technology-based company. As president he was responsible for offering computer products and services to a wide range of businesses and governmental organizations.

Dr. Dinter has been on the firing line: nearly fifty years of active participation in the growth of the computer industry as programmer, systems analyst, manager, educator, editor of a personal computer software magazine, author, and entrepreneur of a software company, turnkey systems house, consulting firm, and computer systems manufacturer. His first-hand experience in building a one-man dream into a fifty-plus professional staff supplying computer systems, software services, and management consulting support to the end user, coupled with the first-hand experience of working with major investment firms serving the investment capital needs of small companies, gave him the knowledge and compassion to be able to help the entrepreneur.

Dr. Dinter has also extensive experience in the field of real estate investments. In the 1980s, he founded and operated a real estate brokerage company and served clients, including investors from Europe and South America, with consultations, investment analyses, contract negotiations, project management, and spearheaded syndications.

As founder and chairman of the Board of Advisors of The Institute for Personal Computing in 1983, Dr. Dinter contributed his efforts to the advancement of the personal computer and its uses through programs of education, information, and research.

He consulted with major hardware manufacturers and software publishers on new product developments, and authored *The IBM PC and Compatibles*, under contract with a prominent book publishing company, Academic Press.

Also in the early '80s, he joined the editorial board of a new personal computing magazine that became the fastest growing PC-focused periodical in the industry.

The advent of the personal computer, desktop publishing and the laser printer spawned a new cottage industry: toner cartridge recycling. Driven by Dr. Dinter's nationally distributed newsletter, Desktop Publishing Dialog, he organized and presented seminars and exhibits to these new entrepreneurs in the late '80s, and founded the American Cartridge Recycling Association to serve this rapidly growing industry with education, information, and services.

As founder of Grand Lifestyle in 1990, Dr. Dinter combined the latest advances in personal computing and desktop publishing technology with the motivation to accept and stimulate entrepreneurial challenges. Grand Lifestyle magazine was initially published in printed form and evolved into a unique online "how to" lifestyle journal which presents dynamic messages, offers educational features, profiles fascinating people, and serves as a valuable catalyst between authors and readers. Grand Lifestyle offers viable solutions to the author looking for timely and cost-effective publishing services. As editor and publisher of Grand Lifestyle journal, he is committed to support book authors to the utmost.

Dr. Dinter has written books relating to computer programming, data processing management and the effective use of computers. His lifestyle-focused books and booklets are available at [www.GrandLifestyle.com](http://www.GrandLifestyle.com), a website created and maintained by him. He has also published many articles, has presented papers at professional conferences, and enjoys public speaking engagements.

In addition to being engrossed in the world of computer technology and publishing, he is an avid pilot and relaxes by sailing and playing tennis in Miami, Florida.

The biographical summary is also available at [www.GrandLifestyle.com/introduce-hdinter.htm](http://www.GrandLifestyle.com/introduce-hdinter.htm). A visit to [www.GrandLifestyle.com](http://www.GrandLifestyle.com) offers additional details on my present activities.