

# EXHIBIT A

## **FRANK J. ROMANO**

*Professor Emeritus, RIT School of Print Media*

### **Association memberships and activities**

*Committee for Graphic Arts Technical Standards, American National Standards Institute, ISO*  
Co-chair, Committee 6, Task Force 2 on Variable Data Printing standards

*Electronic Document Systems Foundation*  
Vice Chairman, Education, 1997-2005

*Digital Printing Council and E-Commerce Council, Printing Industries of America*  
Steering Committee, Advisory Board

*Museum of Printing, North Andover, MA*  
Trustee, President

*Association of Graphic Arts Consultants*  
Vice President and Founder 1977-1978 President 1979-1980 Board of Directors 1980-1985

*National Composition & Prepress Association, Section Printing Industries of America*  
Treasurer 1979-1980 Vice Chairman 1981-1982 Chairman 1983-1985 Board of Directors 1973-1989

*International Typographic Composition Association (now TIA)*  
Board of Directors 1978-1979 Executive Committee 1978-1979

*International Association of Printing House Craftsmen*  
*Boston Chapter* Board of Directors 1979-1981

*QuarkXPress Users International*  
Founder 1991, Director of 4,000-member worldwide user group, 1989-1998

*Printing Industries of America Electronic Pre-Press Section*  
Steering Committee, Board of Advisors, 1989-1999

*Pennsylvania College of Technology, Williamsport, PA*  
Advisory Board, 1990-1993

*Gamma Epsilon Tau*  
Faculty Advisor, 1994-2000

*Accrediting Council for Collegiate Graphic Communications*  
Founding Member, Director, Team Leader for Accrediting Visits  
(Accredits 4-year graphic arts programs)

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## Courses taught

California PolyTechnic Institute

2007, 2011 Winter Quarter

Typography

Digital Printing

Industry Trends

*Stout State University, Menomonee, Wisconsin*

1973 Summer Masters program in printing education

*Northeastern University, Boston, Massachusetts*

Adjunct Professor in Continuing Education Department

1974–1990 Automated Typesetting and Publishing

*Rochester Institute of Technology*

Melbert B. Cary, Jr. Professor 1992–1998

Roger K. Fawcett Professor 1998–2005

Professor Emeritus 2005-present

*Electronic Publishing, Desktop Prepress, Digital Printing, and Digital Media*

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### **RIT educational and other achievements**

Developed 7 new courses over first five years at RIT

- Electronic Publishing
- Digital and Multimedia Concepts
- Digital Printing
- Digital Workflow
- Desktop Prepress
- Advanced Multimedia for Publishing
- Digital Publishing Concepts

Established digital printing at RIT.

Developed some of the first multimedia courses at RIT.

Helped to establish the Digital Media Center.

*Principal author of committee report*

Published 11 books with students over five years.

Helped to place over 190 students in career positions in industry.

Helped to establish the Digital Publishing Center.

Provided speaking opportunities for 40 students at industry events over six years.

Provided magazine writing opportunities for 21 students over six years.

Initiated and published the PrintRIT Journal.

Initiated and authored Xerox consortium training program which has netted over \$200,000.

1996-2000, co-taught courses once a year with

- Professor Owen Butler in School of Photography
- Professor Roger Remington in School of Design

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### **Institute service**

CIAS Curriculum Committee, 1999-2002

*Chair*

SPMS Curriculum Committee, 1998-2002

*Chair*

CIMS building committee, 1996-1997

CIMS Director Search Committee, 1996-1997

SPMS Director Search Committee, 1994

CIAS Multimedia Taskforce, 1994

Digital Media Center, 1995-1998

*Board*

SPMS Recruitment Committee, 1993-1995

SPMS Fellowship Committee, 1997-2001

*Chair*

SPMS Scholarship Committee, 1997-2001

*Chair*

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### Seminars presented

*Institute for Graphic Communication, now part of BIS Strategic Directions, 1973 to 1990: Over 135 occasions, about half as Conference Leader*  
Representative subjects: Automated Pagination Systems, Productivity and the Printing Industry, New Developments in Printing Systems, Imaging Industries over the Next Decade, Interactive Integration of Text and Pictures, The Office of the Future, Trends in Printout, Document Processing in the Office of Tomorrow, Office Automation Systems, Demand Publishing, Electronic Art & Color Graphics

*National Composition & Prepress Association 1972 to 1989: 88 occasions, most as Chairman*  
Subjects: Costing and Pricing, Front-End Systems, Managing a Small Typesetting Company, Automated Aesthetics, Word Processing Interfacing, Keynoter.

*Printing Industries of America (and GACNA) 1974 to present:*  
Representative subjects: Trends in Publishing, Typesetting for the Printer, Color Publishing. Graphic Arts Council of North America seminars at major printing exhibitions.

*National Association of Printers and Lithographers 1975 to present: 20 occasions, including National Sheetfed Printing Conference, Top Management Conference*

*In-Plant Printing Management Association 1973 to present: 15 occasions*  
National convention, Boston, Connecticut, New York, Minneapolis-St. Paul, Ohio chapters; as well as national meetings.

*Society for Technical Communication 1973, 1985, 1989, 1999*

*Association of Business Communicators 1973, 1982, 1988*

*Council for Advancement and Support of Education 1978, 1982, 1983, 1984, 1987, 1988*

*The Navigators Club, New York 1980*

*American Association of University Presses 1979, 1988*

*College and University Printing Managers Association of Canada 1978, 1980*

*Association Maitres-Imprimerie de Quebec 1976*

*Graphic Arts Industries Association (Canada) 1975*

*International Association of Printing House Craftsmen 1974 to present: 20 occasions*  
*York (PA) Club of Printing Craftsmen 1986, 1990*

*Canadian Book Council* 1983

*New Hampshire Graphic Arts Association* 1980, 1982

*Merrimack Valley Graphic Arts Association (Mass.)* 1979

*International Word Processing Association (now ASIP)* 1978, 1982

*International Typographic Composition Association (TIA)* Over 40 occasions 1973-1986

*Western Typographers Association* 1973, 1974, 1975, 1976, 1977

*National Newspaper Association* 1985

*Federal Publishers Committee* 1985, 1988

*Federal Office Automation Conference* 1985, 1986

*Typographers Association of New York* 1972–1992: 398 occasions

Representative subjects: Basic Typography, Advanced Typography, Costing and Pricing, Word Processing Interfacing, Plant Layout, Promotion for Typesetting Services. “Basic” course has taught over 4,800 students. In December, 1992 presented my 20th annual *end of year* report.

*International Association of Graphic Arts Educators* 1977, 1979, 1988, 1990, 1997, 1998, 1999, 2004

*International Thermography Association* 1976

*New York Composition Association* 1975, 1976, 1978

*Los Angeles Composition Association* 1976, 1983

*Printing Industries Association of Connecticut and Western Mass.* 1979

*Printing Industries of Illinois* 1977, 2001

*Printing Industries of New York State* 1978, 1993, 1995, 2000, 2003

*Printing Industries of New England* 1998, 1999, 1999, 2000, 2008, 2009

*New Jersey Graphic Arts Association* 1979, 1986

*New England Press Association* 1979, 1988, 1991, 1992

*Society for Publication Designers* 1978

*New York Association for Publication Production Managers* 1978

*Folio Book and Magazine Week* 1977–1993, 1999, 2000

Annual seminars on electronic publishing for magazine publishers at premiere conference

*Folio Conferences in New Orleans, Chicago, Los Angeles, New York City, 1984–1993, 1999, 2000*

*International Association of Book Printers 1978, 1979*

*Magazine Publishers Association 1979*

*Graphic Communications Computer Association 1973, 1990*

*Engraved Stationery Manufacturers Association 1975*

*Conference Board of Major Printers 1976*

*American Printing History Association 1979, 2000, 2008*

*Printing Industries of Maryland 1978, 1985, 1994*

*International Prepress Association 1989, 1990, 1991, 1992, 1994, 1997, 1998*

*Graphic Communications Association Color Connections Seminar 1992*

*Vue/Point Pre-press Conference 1990, 1991, 1992, 1993, 1994, 1999, 2000*

*Research and Engineering Council 1992, 1995, 1999*

*Association of American Publishers 1979, 1982, 1988*

*Society of Photographic Scientists and Engineers 1978, 1984, 1988*

*TypeWorld-sponsored seminars 1978-1993: 98 occasions*

*Book Builders of Boston 1974, 1978, 1981, 1984, 1985, 1987, 2008*

*Society of Printers 1975, 2009*

*Rochester Institute of Technology T&E Seminars 1978, 1979, 1988, 1990, 1991, 1993, 1994, 1995–present*

*Boston Computer Society 1987, 1989*

*The Religion Publishing Group 1990*

*Graphic Arts Technical Foundation Color Seminars 1975, 1987, 1990, 1991, 1992, 1993, 1994, 1995, 1996, 1999*

*Type Directors Club of New York 1976, 1981, 1989, 1991*

*Philadelphia Book Clinic 1985*

*Women in Production 1986, 1988*



*Seybold Publishing* 1987-2005 (6 occasions as keynote speaker to audiences of over 2,000 people)

*Association of College and University Printers* 1988

*Public Relations Society of America, Hartford Chapter* 1987

*Business Forms Association* 1988

*XPLOR Association Global Conference* 1988, 1996, 1998, 1999, 2000, 2001 including keynotes to 4,000 attendees

*Label Printers of America* 1999

*Gartner Group Corporate Publishing Conference* 1989

*Binding Industries of America*, 2000

*New Jersey Typographers Association* 1988, 1989

*Network Northeastern* 1988, 1989 First televised seminars to over 6,000 viewers in industry and education by Northeastern University

*Graphic Communications 3 Conference Program* 1988–1998. Organize, and present some of the 58 seminar sessions attended by over 8,000 people

*New England Newspaper Association* pre-press seminars 1991, 1992

*Graph Expo Seminar Program* 1997-2009 Organize, and present some of the 60 seminar sessions

*International Graphic Arts Educators Association*, 1988, 1995, 1998, 2000

*Concepts*, 1995 First broadcast using Macintosh ISDN video link from RIT Wallace Library to audience in Orlando, Fla.

*Ukrainian Printers Association* 1982

*Irish Trade Board* 1979

*Lectures in Australia, New Zealand, Thailand, Vietnam, India, Dubai, Indonesia, Croatia, Austria, Hungary, Denmark, Sweden, UK*

*... and many others*

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### Awards

Print Champion Award, UK, 2010

Graphic Arts Marketing Information Service, PIA, Neil Richards Visionary Award, 1999

Digital Printing Hall of Fame, 1999

National Association of Printers and Lithographers, Leadership Award, 1995

Graphic Arts Technical Foundation Education Excellence Award, 1997

Water Soderstrom Society inductee, 1998

National Composition Association Distinguished Service Award, 1977

*Highest honor of the typographic industry; only awarded to 11 other recipients, one of whom was the inventor of photographic typesetting*

Elmer Voigt Education Award, 1980

New York School of Graphic Communications Wall of Fame, 1992 (Plaque right next to Gutenberg!)

Dwiggins Award (Bookbuilders of Boston), 1985 (25th recipient)

Friedman Award, 1990 (33rd recipient since 1938—also presented to Frederick Goudy in 1936)

Leo H. Joachim Award, 1992 Bestowed by 14 associations comprising Printing Week in New York City

Honorary Membership Gamma Epsilon Tau Honor Fraternity, Zeta Chapter, 1995

Honorary Lifetime Membership Digital Graphics Association, New York City, 1990

Graphic Arts Technical Association Educator of the Year, 1996

Phi Kappa Phi Honor Society, 1995

Letter of Commendation from U.S. Senator Gordon Humphrey (NH), 1985, on retirement as Chairman of the National Composition Association

*Many other certificates, plaques and awards for seminars, conferences and speeches*

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### Books authored or co-authored

Handbook of Composition Input (American Press), 1973, 180 pages  
How to Build a Profitable Newspaper (North American Publishing), 1974, 170 pages  
Photocomposition and You (GAMA), 1974; 150 pages  
Automated Typesetting: The Basic Course (GAMA), 1974; 200 pages (also in French)  
Don't Call It Cold Type (GAMA), 1977, 200 pages  
Practical Typography (NCA), 1983, 300 pages  
The TypEncyclopedia (Bowker), 1984, 200 pages  
Machine Writing & Typesetting (GAMA), 1986; 160 pages  
Desktop Typography with QuarkXPress (TAB), 1988, 220 pages; 2nd Edition, 1992, 250 pages  
The Computer Did It (PW), 1992, 176 pages  
QuarkXPress Slick Tips & Tricks (MPP), 1995, 160 pages  
Pocket Guide to Digital Prepress (Delmar), 1995, 344 pages (translated into Chinese)  
On-Demand Printing (GATF) with Howard Fenton, 1995, 200 pages, 2nd Edition 1995, 300 pages  
Digital Media (MPP), 1996, 200 pages  
Computer-To-Plate: Automating the Printing Industry (GATF) with Richard Adams, 1997, 240 pgs  
Delmar Dictionary of Digital Printing & Publishing (Delmar), 1997, 700 pages, 6,000 terms  
PDF Printing and Publishing (MPP and Agfa), 1997, 200 pages (translated into 6 languages)  
Encyclopedia of Graphic Communications (GATF), with Richard Romano 1998, 1,000 pages, 10,000 terms  
QuarkXPress 4 Only (Prentice Hall), with Eike Lumma 1998, 400 pages  
Personalized and Database Printing (MPP), with David Broudy 1999, 320 pages  
Timelines of History (GATF), 1998, 120 pages  
PDF Printing and Workflow (Prentice Hall), 1998, 400 pages  
Professional Prepress, Printing and Publishing (Prentice Hall), 1999, 670 pages  
Professional Digital Photography (Prentice Hall), with Bill Erikson 1999, 320 pages  
InDesign InDetail (Prentice Hall), with David Broudy 1999, 500 pages  
Desktop Follies (GAMA), 1999, 320 pages  
Computer-To-Plate Primer (GATF), with Richard Adams 1999, 200 pages  
Digital Printing Pocket Primer (Windsor), 2000, 320 pages  
Acrobat PDF Workflow InDetail (Prentice Hall), 2000, 500 pages  
2000 Yearbook, companion to Encyclopedia of Graphic Communication (GATF), 2000, 200 pages  
Inkjet! (PIA), 2008, 200 pages  
The Future of Print (Gama), 2010, 120 pages

Editor of Pocket Primer Series, with books by RIT students Peter Muir, Ron Goldberg, and Ric Withers

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### Articles

*Electronic Publishing*

Founder, Monthly article 1994–present

*Aldus Magazine*

*American Printer*

Digital Prepress editor, 1973–1988, 1994–1997, “Golden Keys” award for series

*Canadian Printer and Publisher*

Phototypesetting Editor, 1974 to 1991. Over 90 articles

*Printing News*

Over 30 articles

*Inplant Printer*

*Book and Magazine Production (now High Volume Printing)*

*Folio (The Magazine for Magazine Management)*

Over 180 articles since 1975

*The Office*

*Advertising Age*

*Graphic Arts Buyer*

*Magazine Design & Production*

*Publishing Trade*

*HOW*

*Art Product News*

*Electronic Printing (Maclean Hunter Publishing)*

Founding Editor, 1986–1988. Monthly feature articles 1986–1988

*Desktop Communications*

*The Typographer*

Founding editor, 1976–1978

*NCPP Journal*

Founding editor, 1990–1991

*PrintRIT Journal*

Founding editor, 1993–1996

*Digital Imaging*

*and many more individual articles in a variety of publications, national and international*

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### **Other publications**

*The Penrose Annual* 1979, 1980

*International Paper Pocket Pal* 1979, 1983, 1985, 1986, 1988, 1989, 1992, 1994, 1998, 2000 editions

*McGraw Hill Encyclopedia of Technology* 1982, 1984, 1990, 1994 Sections on Type and Typesetting

*Graphic Arts Manual* 1980 Several sections on pre-press production

*Eastman Kodak* 1978, 1979, 1980 Booklets on typesetting

*Printing Industry Trends Almanac* 1981 Editor of PIA-sponsored publications

*NAPL Blue Books* 1979, 1981, 1982, 1984, 1988

*Random House Dictionary* 1983 Typographic Terms (with Michael Bruno)

*Electronic Publishing & Printing* 1985-1987 Executive Editor

*Hammermill Guide to Desktop Publishing* 1989

*World Book Encyclopedia* 1993, 1999, 2000 Re-wrote sections on Photocomposition, Printing

*Encyclopaedia Britannica* 1994, Section on Typesetting

*Encyclopaedia Britannica* 1996, 1997, 1998, 1999 Yearbook section on printing

*NAPL Tech Trends Report, Quarterly* 1997, 1998, 1999, 2000

*Digital Printing Report for Digital Printing Council, PIA, monthly*, 1993-2004

*Print E-Business Report for E-Commerce Council, PIA, monthly*, 2000-2004

*EDSF Newsletter, Editor*, 1998-present

*Printing Section, Encyclopedia of Journalism (Sage Publishing)*, 2010

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### **Vendor-sponsored projects**

1972-1973: Development of small systems specifications for Hendrix Electronics  
1972-1973: Word processing interface from Redactron to GSI typesetter  
1973-1975: Design of unique mnemonic keyboard layout for Itek  
1974: Marketing evaluations for Dymo Graphic Systems  
1974-1983: Marketing and technology analysis for Xerox  
1976: Marketing and technology analysis for Digital Equipment Corp.  
1977-1984: Marketing and technology analyses for IBM  
1979: Marketing and technology analysis for Bobst Graphic, Lausanne, Switzerland  
1989: Marketing and technology analysis on non-silver imagesetting film  
1992: Research on digital printing  
1993: Testing and market study for Xerox VerdePrint non-silver graphic arts film  
1994: Scanner market study for Janus  
1995: Marketing and technology analysis on direct imaging presses for Presstek  
1998-2000: Chair, NexPress advisory committee  
2008, 2010: Insight Reports for Canon Europe

*Many other projects involving research and market analysis plus advisory board participation*

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### **Research reports**

Personal Computer Composition & Publishing Software Markets, 1984

Datek Typographic Printers Report, 1985

IGC Demand Printing & Publishing Markets & Opportunities Report, 1986  
*Talk about being ahead of your time*

IGC Electronic Art Report 1987

Short-Run Color Printing, 1990–1992

Digital Colour Printing for Sofina, Brussels-based investment organization, 2000

The Future of Print for Electronic Document Systems Foundation, 2000

Printing in the Age of the Web and Beyond, 1999

Printing Industry Demographics, 2001, 2009

*Numerous reports and analyses for venture capital and other financial organizations.*

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### Consulting projects

1972 to present

Over 1,000 projects involving the analysis, selection, application, installation and operation of pre-media and electronic publishing systems for pre-media services, printers, publishers, newspapers, government, in-plant and corporate applications.

Representative list:

Hallmark Cards	National Center for Health Statistics
Port Authority of NY & NJ	Bureau of the Census
RJR Nabisco	National Cancer Institute
National Life of Vermont	International Monetary Fund (3 occasions)
Metropolitan Life Insurance Co.	Centers for Disease Control
John Hancock Insurance	Federal Prisons, Dept. of Justice
Aetna Insurance	Department of Energy, OSTI
Prudential Insurance	U.S. Congress ( <i>Congressional Record</i> )
Confederation Life (Canada)	U.S. Geological Survey
Horticulture Magazine	Office of Technology Assessment
F&W Publishing	Government of Alberta, Canada
HP Publications	U.S. Government Printing Office
National Enquirer	Defense Mapping Agency
Yankee Magazine	CRR Publishing
New York Times	Chicago Tribune
Hemmings Motor News	Warner Books
Financial World magazine	Harlequin Books, Toronto
New York Teacher magazine	McGraw-Hill Publications
Common Cause	General Electric
Venture Magazine	Four Winds Travel
Journal Publications	Waverly Press
Dennison Manufacturing	Equity Publishing
Fidelity Investments	Grayarc
CIT Financial	Monarch Marking Systems
E.F. Hutton	Mead Data Systems
University of Toronto Press	J.S. Paluch Publishing
Wellesley College	United Nations (3 occasions since 1980)
Thomas Jefferson University	Imperial Printing
University of Chicago	New England Business Service
University of New Hampshire	U.S. Pharmacopeial Convention



University of Nebraska  
University of Waterloo, Canada  
University of Vermont  
Notre Dame University  
Simplicity Pattern  
Rous & Mann, Toronto  
Black & Decker  
Chemical Abstracts Service  
Boehringer-Manheim  
Wisconsin Gas  
Safeguard Business Systems  
Doubleday Book Club  
Book Press  
International Data Corporation  
Encyclopaedia Britannica  
Analog Devices  
First USA  
National Academy of Sciences

Florida Bar Association  
American Management Association  
National Assn. College & Univ. Bus. Officers  
American Library Association  
American Dental Association  
Maclean Hunter Printing & Publishing, Toronto  
Fred Meyer Corp.  
Ralston Purina  
Educational Testing Service  
Pacific Gas & Electric  
Ogilvey & Mather  
J. Walter Thompson  
Rorer Pharmaceuticals  
Scientific American Medical Division  
Little Brown Publishers  
American Greetings  
M&T Bank  
Association of American Advertising Agencies

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### Other

- City University of New York (Brooklyn College) BA, English, 1966
- Teaching Certificate, New York City Board of Education (High School English)
- U.S. Naval Air Reserve 1962–1970 Meritorious Service Ribbons. Honorable Discharge.  
*Air intelligence office, aircrewman in S2F and P2V aircraft*
- Highest-level security clearance for work with various governmental clients.
- In 1984, testified before a House of Representatives Sub-Committee investigating the effects of video display terminals on operators, representing the interests of the typesetting and printing industry through PIA Government Affairs.
- In 1988, member of the commission established by the Office of Technology Assessment, U.S. Congress, to participate in the study of Federal information dissemination, “Informing the Nation.”
- In 1992, involved in the development of the electronic version of the Congressional Record and other non-print derivative publications.
- Expert testimony for Mead (Lexis-Nexis), Monotype, Victoria’s Secret (it had to do with type, honest), and Varsityper, among others.

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## 160+ quotes in various media mentioning Frank Romano and RIT affiliation:

	1995	1996	1997	1998	1999	2000	2001	2002	2003
<b>Business and news media</b>									
Barron's	x								
Boston Globe	x	x	x						
Business Week	x	x	x	x	x				
Chicago Tribune	x	x	x						
Christian Science Monitor	x	x							
Detroit Free Press	x	x							
Financial Times	x	x	x						
Forbes	x	x							
New York Times	x	x	x	x					
Rochester Business Journal	x	x	x	x					
Rochester Democrat & Chronicle	x	x	x	x	x	x	x		
Times of London	x	x							
USA Today	x	x							
Wall Street Journal	x	x							
Other U.S. newspapers	x	x	x	x	x	x	x		
Associated Press	x	x							
<i>Generates quotes in 40+ papers</i>									
<b>Graphic arts trade press</b>									
American Printer	x	x	x	x					
Canadian Printer	x	x	x	x	x				
Deutsche Drucker (Germany)	x	x	x						
Electronic Publishing	x	x	x	x	x	x	x	x	x
Graphic Arts Monthly	x	x	x	x					
Printing Week (Great Britain)	x	x	x	x					
Other trade publications	x	x	x	x	x	x	x	x	x
<b>Publications in</b>									
Australia	x	x	x						
Belgium	x	x	x						
Canada	x	x	x	x	x				
China	x								
Egypt	x	x							
Iceland	x								
Italy	x								
Japan	x	x	x						
Russia	x	x	x	x					

1992 1993 1994 1995 1996 1997 1998 1999 2000

**Radio and TV**

Rochester ABC, CBS, NBC affiliates	x	x	x	x	x	x		
Rochester radio	x	x	x	x	x	x	x	
National Public Radio	x	x						

**Association publications**

American Banking Association	x							
International Prepress Association	x	x	x	x	x			
NAPL	x	x	x	x	x	x		
PIA	x	x	x	x	x			
XPLOR	x	x	x					
Other associations	x	x	x	x	x	x	x	x

**Supplier publications**

Agfa	x	x	x					
Creo	x							
Heidelberg	x	x						
Mohawk Paper	x							
Presstek	x	x						
Scitex	x							
Stora-Enso	x							
Xerox	x							