



MSI PATCH SHEET

Autopen (Device)



The Autopen

*When You Get a Letter from Somebody Important in Washington,
There's a Good Chance It Was Signed by a Very Quiet Machine*

If you have a letter with a recent American President's signature on it, don't count on selling it to send the kids to college. Odds are it's not even worth taxi fare to get them to the train station, because it probably was signed by a mechanical device known as an Autopen. Every President from Kennedy on has relied on the Autopen to help satisfy the enormous demand for his signature. And so have congressmen, senators, and Cabinet officers. According to autograph experts, even Supreme Court justices have recently begun using the device. "Within four or five square blocks [in downtown Washington], you've got more people who need them than anywhere else in the world," says Robert DeShazo, president of the International Autopen Company, the major manufacturer of automatic signature machines.

The idea of creating a machine that can write goes back to the ancient Arabs, but Thomas Jefferson was among the first to invent one that actually worked. He used his "Polygraph" to make copies. As he wrote with one pen, another, mechanically attached to it, created an exact copy. Machines were subsequently developed that could produce signatures in the signer's absence. P.T. Barnum had one, but no one thought of bringing one into the White House until John Kennedy came along.

Kennedy didn't exactly advertise that he was using an Autopen, but autograph collectors soon realized that certain of his signatures could be exactly superimposed on one another—and that meant an Autopen was on the White House premises. When autograph expert Charles Hamilton warned on the *Today* show of the possible "grave consequences" of Autopen use by a President, press secretary Pierre Salinger felt moved to deny there was a signing machine in the White House. But Hamilton subsequently demonstrated that there were at least seven patterns for machine-produced Kennedy signatures. Most of them read "John Kennedy," but there was a "Jack Ken-

nedy" version for friends.

Lyndon Johnson's use of the Autopen was so enthusiastic that Dr. David Wigdor, a specialist in twentieth-century manuscripts at the Library of Congress, says he has never seen a Johnson signature that he was confident was produced by the hand of the man himself. Jennifer Casoni, an Alexandria, Virginia, autograph expert, claims that Johnson even used the Autopen to sign his vice-presidential oath of office.

The Nixon White House also used Autopens extensively. In her book *Best Wishes, Richard Nixon*, Casoni identifies nine "Richard Nixon" mechanical patterns used in the White House, and three "R.N." patterns. Like his predecessors, Nixon was reluctant to own up to Autopen use. Gerald Ford was the first President to do that. According to Paul Carr, who lives in Rockville and has written a book on the Ford signature, the autograph-collecting community was bowled over when Ford responded to signature requests with Autopen facsimiles—and a letter stating what they were.

Carter used the Autopen too, but that doesn't upset autograph collectors as much as the many "secretarial" signatures they claim he sent out. Carter autograph expert Herman Darvick says that presidential secretary Susan Clough "forged his name beautifully." Most modern Presidents have had their names signed by secretaries, but the Carter/Clough signature has turned up in places particularly upsetting to those who collect autographs. "I saw a picture signed by Begin and Sadat," Darvick says, "which was sent to the White House for Carter's signature. Susan Clough signed it for him. The Autopen would have been better—at least it would be his real signature, even if a machine produced it."

While the Reagan White House is reluctant to discuss the Autopen practices of an incumbent President, experts agree that about a dozen patterns are being used to produce the President's signature. There's a "Ronald Reagan," a "Ron," a "Ronnie," and a "Dutch."

Robert DeShazo, who has been manufacturing Autopens since 1942, is almost as publicity-shy as his clients. He explains that the average person has no comprehension of the amount of mail received by prominent public officials and therefore little understanding of the need for a signing device.

From his unpretentious headquarters in Sterling, Virginia, DeShazo ships Autopens all over the world. But one suspects his location in the Washington area is more than coincidence. "Almost every member of the Senate has one," he admits. In the House of Representatives, he says, sometimes four or five members might share a single machine. All told, he estimates that 500 Autopens are scribbling away in Washington.

The Autopen 80, currently the most popular model, looks like a small desk except for the metal arms and springs on the left side of its surface. A pen screws into the end of a metal arm, and with an operator placing paper (or books or hockey sticks or whatever) beneath the pen, the Autopen can produce about 300 signatures an hour. The top of the desk opens up to reveal the revolving matrix that guides the pen. The matrix, which looks a little like a boomerang, is cut according to a signature sample supplied by the customer. It can easily be replaced with another matrix to produce another version of his signature—or somebody else's signature.

—LYNNE CHENEY

NOT SA! THUMAN HAS ONE BUT
SELDOM USES IT.

Autopen

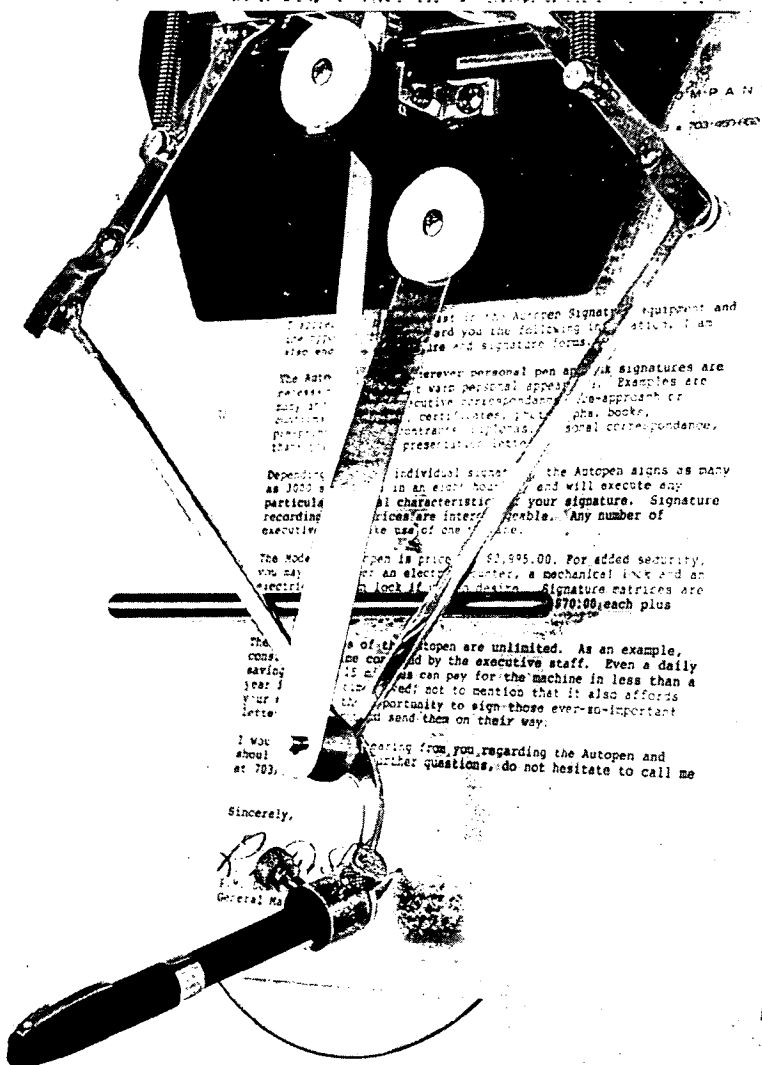


**MODEL
80**

reproduces
your personal signature
automatically-with your
own pen if you so desire.

Autopen

**SOLVES
YOUR
SIGNING
PROBLEMS!**



Mr. Howard Miller
Intermouth America Corporation
One Center Street
St. Lawrence, PL. 32175

RE: Communication Package for Datamaster 23

Please furnish us with pricing and performance
specifications for communication packages for
23 Model 15322134.

We need to communicate with IBM Personal Cor
non-IBM equipment using ASCII code, and pos
IBM equipment using IBM codes and protocol.
Require two or more quotations.

Thank you,
R. M. Donahoe
mk/RMD

**Autopen is an automatic,
electric, pen-and-ink rewrite
machine. Its primary use is
in making true reproductions
of original signatures.
It rewrites handwriting with
invariable precision, as many
times as desired, with no
effort on the part of the signer
beyond the first signing.**

MODEL 80

**Limitless copies of a signature...
produced with complete fidelity.**

Autopen is a simple, reliable machine which uses a strong, custom-made plastic matrix to reproduce handwriting. The rewritten script is indistinguishable from the original. The result is different from all other known methods of signature reproduction.

Countless thousands of signatures can be reproduced from one master.

Autopen has produced signatures from one master over 100,000 times!

**Autopen is flexible, fast, and
easy to use.**

The plastic matrix which determines a particular signature can be removed and another snapped in its place in a few seconds. One Autopen can do the signing for many executives.

The operator uses a foot pedal, thus freeing both hands for quick and easy feeding. A luminous plate built into the surface of the machine serves as a perfect guide for placing the signature in the desired spot.

**There are countless uses for
Autopen signatures.**

Autopen is routinely used to sign office correspondence, direct mail materials, fund-raising letters, diplomas, and awards. Though Autopen is most often used for general business and governmental purposes, your Autopen signature can be as legal as a signature you sign yourself.

Autopen is used for—

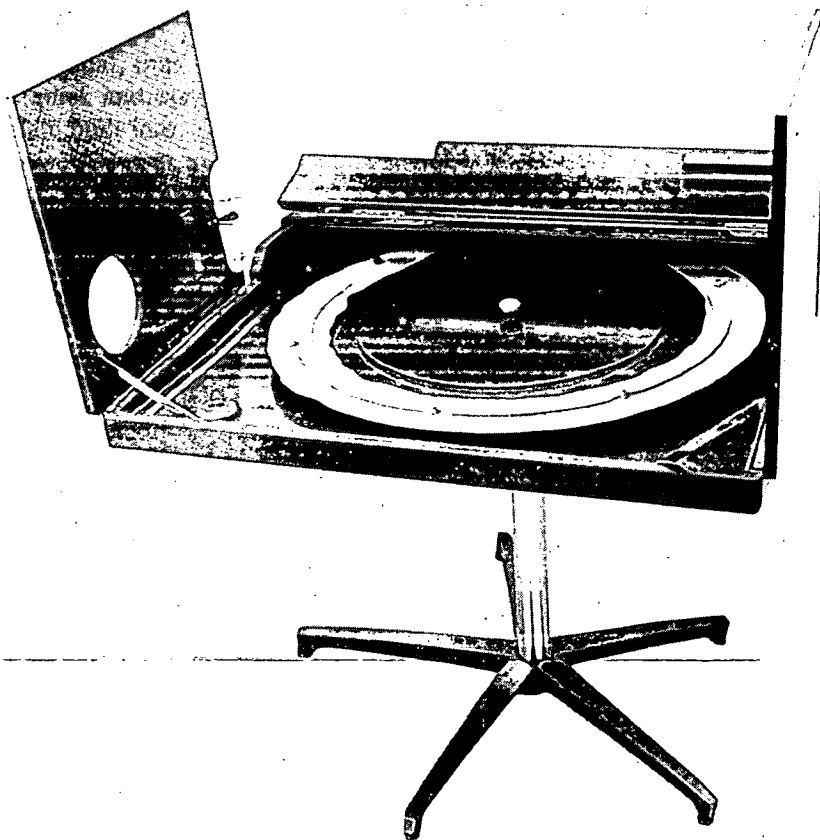
- Letters from executive officers
- Personal correspondence
- Validation of Life Insurance Policies
- Renewal policies
- Pre-approach letters
- Direct mail
- Checks
- Loan agreements
- Stock transfers
- Bond issues
- Letters of condolence
- Autographing books and pamphlets
- Diplomas
- Awards

Another American

Scientific Achievement

**Autopen provides security for
your signature.**

Autopen can be equipped with ignition-type and mechanical locks and/or with one or more counting devices. The signature masters can be readily stored in a special locked Autopen storage cabinet or any similar space available in your office to prevent unauthorized use of a signature. Added security is provided through our signature authorization form. This becomes part of our Autocertification File, and by a series of date numbers, we can certify any matrix produced for use on an Autopen.



Model M-80 Specifications

Height:	34 inches
Width:	34 inches
Depth:	34 inches
Current:	110 volts, 60 hertz
Weight:	100 pounds

A signature matrix can be removed and replaced with another in a matter of seconds. One Autopen can do the signing for any number of executives.

A durable machine, an unbeatable service program.

Autopen has provided nearly trouble-free service for—in many cases—over 15 years. Our economical service agreement guarantees that you will always have a perfectly functioning machine no matter where you are within the United States or Canada.

What is executive talent worth?

In a typical corporation, responsible executives make \$50,000 to \$250,000 a year and more. Any one of them costs his company at least \$30 an hour.

By eliminating even 15 minutes a day of the time required for a top manager to sign his name to correspondence, certificates, awards, etc.—and by relegating this function to Autopen and a lower level employee—Autopen can pay for itself in less than a year.

Who uses Autopen?

Autopen is in use in many companies, organizations, and in the United States Government. Naturally, because of the confidential nature of the machine, many users do not desire identification with it. However, for reference purposes, a partial list of purchasers is given:

Equitable Life Assurance Society
Mutual Life Insurance Company
Congress of Industrial Organizations
Democratic National Committee
United Air Lines
John Labatt, Ltd.
American Telephone and Telegraph Co.
Metropolitan Life Insurance Company
General Foods Corporation
Western & Southern Life Insurance Co.
Brookings Institution
Equitable Life Insurance Company of
Iowa
Prudential Life Insurance Company of
America
Brotherhood of Electrical Workers

AUTOPEN WARRANTY AND SERVICE CONTRACT

Autopen signature equipment is installed in your office by our own factory personnel. It is guaranteed against defects of materials and workmanship and is covered by our standard service contract for a period of 90 days. This contract may be extended. Under the terms of the contract, your Autopen is under warranty for parts, service and travel. If you have a problem, call our service department and a special call is scheduled. If you do not have a problem, we automatically schedule a preventative maintenance and service call. At this time we will replace any worn or defective parts. This should keep your Autopen in proper operating condition.

SEND FOR PRICE AND DELIVERY SCHEDULE TO:

International Autopen Company, Inc.

1329 SHEPARD DRIVE STERLING, VIRGINIA 20164-4488 (703)450-6620 FAX (703)450-6659

INTERNATIONAL

Autopen

COMPANY, INC.

1329 SHEPARD DRIVE • STERLING, VIRGINIA 20164-4488 • 703/450-6620 • FAX 703/450-6659

January 20, 1993

William L. Moore
Fair Witness Project
4219 W Olive St Ste 247
Burbank, CA 91505

Dear Mr. Moore:

Executives that manage an organization such as yours, can find that their signature may be required on various correspondences as a symbol for a truly effective development and public relations program.

Now a system is available to duplicate your **signature** in pen and ink on that important correspondence. I would like to introduce to you the **AUTOPEN Signature Machine**, the unique way to reproduce your signature, as if you did it yourself.

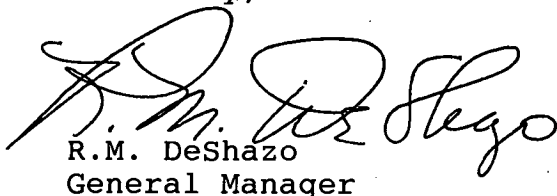
Consider the following attributes of the Autopen:

- * precisely executes every characteristic of your signature
- * completes the process of getting your documents signed and in the mail
- * produces a quality pen & ink signature with any type of writing instrument from a fountain pen to a ball point
- * frees you from having to sign repetitious correspondence
- * saves time for both you and your staff
- * one machine can be utilized by many executives
- * able to sign practically anything from letters to books

With 50 years of experience in office automation, the Autopen has served many professionals such as yourself. I feel that we can offer you the same professional and confidential service that our clients have come to expect.

I would appreciate hearing from you regarding the Autopen. If you have any questions, please contact me at (703)450-6620.

Sincerely,


R.M. DeShazo
General Manager

RMD/bab3