## ATTENTION

The following documents appearing in FBI files have been reviewed under the provisions of The Freedom of Information Act (FOIA) (Title 5, United States Code, Section 552); Privacy Act of 1974 (PA) (Title 5, United States Code, Section 552a); and/or Litigation.


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FD-36 (Rev. 8-29-85) $*$

## FBI

PRECEDENCE:
Immediate
Priority
Routine




Date $1 / 9 / 89$


## U.S. Department of Justice

Federal Bureau of Investigation

In Reply, Please Refer to
File No. 46A-11465
Washington, D.C. 20535
January 9, 1989


NATIONAL ARCHIVES

VANCE INTERNATIONAL, INCORPORATED
FRAUD AGAINST THE GOVERNMENT-NATIONAL ARCHIVES

Investigation of the captioned matter by the Federal Bureau of Investigation (FBI) was predicated on information received from an individual (confidential source) who requested confidentiality. The confidential source reported the following information:

During 1987, VANCE INTERNATIONAL, INCORPORATED (VANCE) was awarded a three year, 3.8 million dollar contract to provide security at National Archives, Washington, D.C. This contract was awarded to VANCE in spite of the fact that the company was in poor financial condition, and had no demonstrated record of satisfactory performance on United States Government contracts. Additionally, VANCE's bid was 1.8 million dollars higher than the bid submitted by PINKERTON, INCORPORATED, the only other company that competed for the National Archives contract.

According to the confidential source.
National
Archives, assisted VANCE in obtaining the security services contract by exerting improper influence on the National Archives contracting process.

During December, 1987, two months after the security services contract was awarded to VANCE.


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On December 30, 1988, a representative of the FBI discussed the above allegation with DARRYL JACKSON, Assistant United States Attorney, Washington, D.C. Mr. JACKSON requested that the FBI conduct an investigation to determine whether Federal fraud statutes were violated with regard to the captioned allegation.


PAGE TWO DE WM DO45 UNCLAS
SECURITY SERVICES CONTRACT AWARDED TO SUBJECT COMPANY VANCE IGTERNATIONAL IN OCTOBER, 1987. $\square$ WROTE THE REQUEST FOR PROPOSAL ON THE AEOREMENTIONED CONTRACT AND ALSO MET WITH VAUCE INTERNATIONAL REPRESENTATIVES TWO WEEKS BEFORE THE AFOREMENTIONED CONTRACT WAS PUBLICLY ANNOUNCED. $\square$ WAS PART OF A TWO MAN TECHNICAL REVIEW COMMITTEE WHICH RECOMMENDED THE CONTRACT AWARD TO VANCE INTERNATIONAL EVEN THOUGH VANCE INTERNATIONAL WAS THE HIGH BIDDER BY ONE MILLION DOLLARS. IN CONCLUSION WAS THE CONTRACTING OFEICER'S TECHNICAL REPRESENTATIVE ON THE CONTRACT AETER THE AWARD WAS MADE TO VANCE INTERNATIONAL.

IN VIEW OF $\square$ INVOLVEMENT IN THE QUESTIONABLE CONTRACS AWARD TO VANCE INTERNATIONAL, WMEO REQUESTS THAT NO DETATLS REEATED TO THE CAPTIONED MATTER BE FURNISHED TO THE OFEICE OE INSPECTOR GENERAL, NATIONAL ARCHIVES. NO SUCH INQUIRIES HAVE BEEN RECEIVED AT WMFO, HOWEVER, THE ABOVE INFORMATION IS BEING SUBMITTED TO EEDERAL BUREAU OF INVESTIGATION HEADQUARTERS (EBIHQ) AS A PRECAUTIONARY MEASURE.

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## U.S. Department of Justice

Federal Bureau of Investigation

Falls Church, Virginia 22043 January 31, 1990


NATIONAL ARCHIVES:

VANCE INTERNATIONAL; INCORPORATED; FRAUD AGAINST THE GOVERNMENT-NATIONAL ARCHIVES

Investigation of the captioned matter by the FEDERAL BUREAU OF INVESTIGATION (FBI) was predicated on information received from a confidential source during the month of December, 1988. The confidential source stated that a senior NATIONAL ARCHIVES official, took actions to insure that VANCE INTERNATIONAL was awarded the NATIONAL ARCHIVES security contract in 1987. According to the confidential source, VANCE INTERNATIONAL was awarded the contract even though PINKERTON, another security company, submitted a bid which was much lower.

## CONFERENCE WITH US ATTORNEYS OFFICE

On December 30, 1988, Special Agents of the FBI discussed the above information with Assistant US Attorney (AUSA) DARRYL JACKSON, US Attorneys Office, Washington, DC. AUSA JACKSON requested that the FBI conduct an investigation to determine whether Federal bribery and/or fraud statutes were violated with regard to the alleged questionable procurement activities at NATIONAL ARCHIVES.

INVESTIGATION
The investigation determined that on September 4, 1987, NATIONAL ARCHIVES sent the security contract request for proposal (RFP) to four security companies; VANCE INTERNATIONAL, WACKENHUT, PINKERTON AND WELLS FARGO. The RFP required interested companies to submit their proposals (bids) by September 18, 1987. Because there was insufficient time to prepare a bid, WACKENHUT and WELLS FARGO did not respond. Only two companies, VANCE INTERNATIONAL and PINKERTON, INCORPORATED submitted bids to NATIONAL ARCHIVES.

Officials of PINKERTON advised the FBI they had to "throw together" their proposal in order to meet the time restrictions imposed by the RFP. VANCE INTERNATIONAL's bid price was $\$ 3.8$ million and PINKERTON's bid price was $\$ 2.7$ million. On October 1, 1987, VANCE INTERNATIONAL was awarded the contract.

A review of the NATIONAL ARCHIVES security contract file determined that NATIONAL ARCHIVES procurement personnel waived several procurement regulations on the basis of exigent circumstances. Basically, these exigent circumstances were created when a determination was made on September 3, 1987, to terminate the contract with the security company then providing services to NATIONAL ARCHIVES. That termination was to take effect on October 5, 1987.

At the time of the procurement $\square$

review panel which recommended that VANCE INTERNATIONAL receive the contract award. $\square$ justified the award to the highest bidder based on VANCE INTERNATIONAL's superior technical qualifications.

The investigation further determined that prior to the aforementioned RFP being sent out, $\quad$ directed that meet with representatives of VANCE INTERNATIONAL.
 contractor. $\square$ described for $\square$ the type of services being provided by the contractor, including the number of guard stations in place at the NATIONAL ARCHIVES building.

On August 18, 1987, and other NATIONAL ARCHIVES officials met with representatives of VANCE INTERNATIONAL.

On September 18, 1987, VANCE INTERNATIONAL submitted their bid to NATIONAL ARCHIVES after the deadline had passed. The VANCE INTERNATIONAL bid was accepted only after
directed procurement officials to waive the deadline requirement.

It was also determined that durind 1988 $\square$ frequently went to lunch with
the VANCE INTERNATIONAL employee who supervised the NATIONAL ARCHIVES contract. No evidence was found that INTERNATIONAL representatives paid for
 $r$ other VANCE meals.

When interviewed by the FBI regarding their contacts with reoresentatives of VANCE INTERNATIONAL,
stated that the purpose of these contacts was to पacner inrormation to be used in the preparation of the RFP. Both of them denied telling VANCE INTERNATIONAL officials of their intentions to hire another security company. Although the investigation found evidence to the contrary (August 14, 1987 contact with denied that he provided VANCE INTERNATIONAL Officials with information which would beuseful in premaring their (VANCE INTERNATIONAL's) bid.
denied that their actions during the procurement process were intended to assist VANCE INTERNATIONAL in that comnanv's attempts to win the contract award.
never attempted to pressure him into taking actions
favorable to VANCE INTERNATIONAL.

## FINDINGS

An extensive investigation conducted by the FBI discovered no evidence that VANCE INTERNATIONAL defrauded the Government. Furthermore, there was no information developed during the investigation which indicated that MEGRONIGLE and accepted bribes and/or gratuities from representatives of VANCE INTERNATIONAL.

## OPINION OF THE US ATTORNEYS OFFICE

On January 23, 1990, the above information was discussed with AUSA WILLIAM LANDERS, Chief, Public Integrity Section, Office of the United States Attorney, Washington, DC. AUSA LANDERS declined prosecution in the captioned matter due to a lack of evidence to support a criminal prosecution against the captioned subjects. In view of AUSA LANDERS' position, the FBI will conduct no further investigation in the captioned matter.

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## FEDERAL BUREAU OF INVESTIGATION

Date of transcription $6 / 12 / 89$
number number
furnished the following information:

has read the articles which appeared in "The Washington Times" concerning the National Archives security contract awarded to VANCE INTERNATIONAL during October 1987.
Prior to the aforementioned contract award, National Archives had been protected by OLD DOMINION SECURITY, a Government Services Administration (GSA) contract firm. office received numerous complaints about the quality of service provided by OLD DOMINION SECURITY. Many of the complaints oriainated from the offices of U.S. Congressmen. During 1987, was arrested by the Federal Bureau of Investigation for stealino several historic documents from the National Archives. In $\square$ opinion, $\square$ was able to carry out the thefts because of IOw standards set by GSA in their security services contracts.
on numerous occasions $\square$ had discussed the aforementioned problems with his superior Services.
During early 1987 $\qquad$ was unable to be more specific) During provided him with a VANCE INTERNATIONAL brochure, which she had received from a GSA official. Approximately six months later $\square$ asked $\square$ to set up a meeting with VANCE INTERNATIONAL representatives to determine what tune of services that company could provide. On August 18, 1987 met with (First Name Unrecalled) a representative of VANCE INTERNATIONAL. another VANCE Official, was also present at the meeting held in office.

Investigation on $4 / 28 / 89$ $\qquad$ at Washington, D.C. 66
$\square$ b7c
by. Date dictated $5 / 3 / 89$

This document contains neither recommendations nor conclusions of the FBI. It is the property of the FBI and is loaned to your agency; it and its contents are not to be distributed outside your agency.
$\square$


On september 1, 1987, attended a meeting held at the United States Department of Justice (DOJ) and observed that the DOJ Building was protected by professional looking security officers. The company which provided service to DOJ was PINKERTON.

During the same week, $\square$ _rantain a copy of the DOJ security services contract. examined the DOJ security services contract and determined that it required highef standards of service from the contract services company. $\square$ request $\square$ to use the DOJ security services contract as a model for the National Archives security services contract.

A request for proposal (RFP) was sent to WELLS FARGO, WACKENHUT, PINKERTON AND VANCE INTERNATIONAI. Only VANCE INTERNATIONAI and PINKERTON responded to the RFP.

National Archives, telephoned

on the date the bids were received. that one of the bids was late, however,
does not recall whether asked whether told him which company was late. regulations permitted acceptance of the late bid and MC COY responded affirmatively.

PINKERTON's proposal stated their intention to hire the Old Dominion guards assigned to the National Archives. The National Archives Technical Evaluation Committee recommended that the contract be awarded to VANCE INTERNATIONAL. The major factor in this recommendation was PINKERTON's intention to hire the same

WMFO 46A-11465

Continuation of FD-302 of $\qquad$ ,on 4/28/89 ,Page 3
individuals who were the root of the problems experienced under the GSA contract. agreed with the assessment of the Technical Evaluation Committee.

| combanies | met with other security orementioned RFP. |
| :---: | :---: |
|  |  |
|  | answered that he only met with VANCE INTERNATIONAL. added that once he examined the DOJ security services |
| contract | it was unnecessary to meet with other security |
| companies | for the purpose of determining what provisions should |
| included | n an RFP. |

met with VANCE
INTERNATIONAL representatives prior to August 18; 1987. answered that he did not.

INTERNATIONAL representatives after August 18, 1987. responded that he met with VANCE INTERNATIONAL representatives on October 2, 1987, after the contract had been awarded to them (VANCE INTERNATIONAL).

$\square$ was asked whether he or any other person had influenced the National Archives Procurement Process in an effort to assist VANCE TNTERNATTONAL in receiving the aforementioned contract award. $\qquad$ answered that he exerted no such influence and that he was aware, no such efforts being undertaken by other individuals. of

At the conclusion of the interview, $\square$ stated that VANCE INTERNATIONAL has provided good service to the National Archives.

Date of transcription_ $\quad 2 / 17 / 89$


Prior to coming to work for National Archives.


Until October, 1987, the National Archives building was protected by guards hired under the GSA contract. The GSA contracts were awarded to the lowest bidder, resulting in poor security at National Archives. As an example, the security company which provided services between october, 1986 to October. 1987, was OLD DOMINION SECURITY, based in Hampton, Virginia. During that company's contract performance, 35 of their personnel were ordered out of the building by Office. Several of these guards had been involved in fights, cursing at tourists or other types of outrageous behavior. For years, had complained to his superiors about the inferior work performance by "low bia" security services contractors.

During the summer of 1987. $\square$ was arrested for the theft of valuable domments from National Archives. phis incident convinced
to upgrade security at National Archives. decided that this could only be done by having Natjonal Archives contract personnel handle the procurement. had seen the PINKERTON guards providing security at the DEPARTMENT OP JUSTICE (DOJ) and was impressed by their professionalism.
Investigation on 2/1/89 Washington, D.C. at File \# WMFO 46A-11465


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at the DOJ. After telling Gave aboyt the PINKERTON guar describing VANCE INTERNATIONAL, INCORPORATED (INC.), another security company. $\square$ does not know the circumstances of acquiring the aforementioned panphlet.
in no way, suggested to that the security contract should be awarded to VANCE INTERNATIONAL, INC.
$\square$
VANCE INTERNATIONAL, INC. to inquire about the capabilities of that security company. A meeting with VANCE INTERNATIONAL, INC. . representatives was held at loffice on anomst 18. 1987. Present at the meeting were
INTERNATIOWAL, INC. another employee of vance described the capabilities of VANCE INTERNATIONAL, INC. $\square$ advised the VANCE representatives that National Archives was having problems with their existing security contractor and that National Archives would possibly hire another security company. Neither provided the $\qquad$ representatives with information which would have given them an advantage over other companies competing for the National Archives contract. At the time of the aforementioned meeting, the security contract RFP had not yet been prepared. No written record was kept on the aforementioned meeting.

## RER


of Program Policy and Evaluation, prepared the RFP for the National Archives Fiscal Year 1988 security contract. Under the old GSA RFP, guards were allowed to wear earrings and other types of jewelry. Under the new contract, this was prohibited. The new RFP required each guard to possess two types of uniforms; traditional police uniforms and a more formal uniform, which included a blue blazer jacket. The new contract also required that each guard have three years of consecutive security experience and an extensive background investigation performed by the contractor. The new RFP also required that each guard be tested psychology to eliminate individuals who were prone to violence, drug abuse or other undesirable traits. The new RFP also required that periodical medical physicals be administered to the guards. On site project managers were required also.

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$\qquad$ noted that the GSA contracts did not require on site project managers, therefore, security procedures, grooming standards and other areas of concern were not properly addressed. All of the above described requirements in the RFP were absent in the GSA security contract REPs.

During September, 1987, Copies of the Fiscal Year 1988, RFP, were sent to WELLS FARGO, WACKENHUT, PINKERTON and VANCE INTERNATIONAL, INC. Only PIAKERTON and VANCE INTERNATIONAL, INC., chose to bid on the contract. The best and final offer was received from PINKERTON on September 30. 1987.

Because of all the problems experienced in the OLD DOMINION SECURITY contract performance, that contract was terminated in the best interest of the Government, effective at midnight on October 5, 1987. Because of the exigency of the need for a new security contract, a synopsis on the security services procurement was not published in the Commerce Business Daily. Also, PINKERTON and VANCE IMTERNATIONAL, INC. had very little time to prepare a proposal on the security contract. $\square$ furnished the interviewing agent with a copy of a two page memorandum dated September 3, 1987, which describes the reasons for departing from normal contracting procedure.

## Indiyidyaks Inyolyed

Because of his position (in charge of building security), OBjRG was the Contracting Officers technical Representative (COTR) on the security services contract.


## contract Award

Even though pINKERTON's bid price was lower than the price offered by VANCE INRERNATIONAL, INC., the TEC recommended that the contract be awarded to the latter company, based on the differences in technical qualifications. provided the interviewing agent with a copy of a five page memorandum, dated October 1. 1987, which is titled Recommendation for Award at Other Than Low Price. stated this memorandum enumerates the reasons for recommending the contract award to VANCE INTERNATIONAL, INC.

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was asked whether VANCE INTERNATIONAL, INC., was in poor financial shape at the time of the aforementioned contract award. was aware that VANCE INMERNATIONAL, INC., owed several hundred thousand dollars to an entity, however, that company's financial situation Was assessed by the Procurement Branch after the TEC made its recompendation.

At the time VANCE INTBRNATYONAL, INC., began their contract performance on October 6, 1987, some of their guards had not attained GSA firearms certification. As soon as the GSA firearms range became available, VANCE INTERNATIONAL, INC.. insured that all of the National Archives guards obtain GSA certification. At the time the contract went into effect, all of the VANCE IWPERNATIONAL, IMC., guards stationed at National Archives had obtained local firearms certification.
$\qquad$ noted that VANCE INPGRNATIONAL, INC., guards exceed GSA requirements in the area of firearms qualifications. That company's guards qualify two times a year, whereas GSA only requires that guards qualify on an annual basis.

## HoukyliRate

Times Newspaper", which stated the VANCE INFERNATIONAL, INC. . contract is costing the Government $\$ 19.00$ an hour for each guard, whereas under the OLD DOMINION contract, the Government was charged $\$ 6.00$ an hour. $\square$ explained that the newspaper's representation was false because several factors were left out. OLD DOMINION charged GSA $\$ 6.00$ an hour, however, GSA charged National Archives \$12.72 per hour to pay for GSA overhead expenses.

Additionally. $\square$ justified the increased expense for security services by stating that National Archives is now receiving a much better product.

## Erocurement Branch Complaints

In the past. $\square$ has experienced several disputes with Procurement Branch personnel.

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|  | in th |
| :---: | :---: |
| Mangagement and Analysis Division. This individual was |  |
| hired to write specifications for Automated Data Processing |  |
| (ADP) procurements. It was never intended that this individual |  |
| become a contracting officer, however. $\qquad$ complained to $\square$ that $\square$ was attempting to nianipulate the procurement process. |  |
|  |  |
|  |  |
|  | Recently, $\square$ became embroiledin |
| a dispute | e concerning the hiring of a receptionist. |
| insisted that the receptionist be an employee of Vance |  |
| INTERAATIOAAL, IAC. however, wanted to use the competitive |  |
| bid process to fill the position. |  |
| did not vant two different companies working at the s |  |
|  |  |




## 2



According to $\square$ the memorandum was inserted into the file approximately one year after the contraet was awarded to Vance International. At the time of the contract award. ald not object to the Technical Evaluation Comaittee's recommendation for award to Vance International.
$\square$ transferred the aforementioned contract file to his office, aftex axticles appeared in the tashington Tines during December, 1988. It was during this period of time, that $\qquad$ discovered the aforementioned menorandum.



# Ford's son-in-law wins Archives bid 

## P Lestie Cauley

A security firm owned by Chuck Simece, former President Gerald Ford's $\because n-i n-l a w$, won a lucrative contract to 1!nird the National Archives even-though if wis the high bidder by $\$ 1$ million. Whasactober 1987 award ruised more h:an a few eyebrows, not only because of lie ateded expense to taxpayers, but also meatuse a company executive received aill extilusive, one-on-one briefing from a top Archives official two weeks before
? he contract was publicly announced.
Janes Megronigle, assistant archivist lior minagement and administration, gst confirmed but läter denied the con1 was discussed in the briefing: memtract was awarded to Mr. Van(irm. Vance International Inc. of

Oakton, Va., about the same time Donald Wilson, director of the Ford presidential library, was selected as U.S. archivist.

Mr. Vance said his ties to the Ford family at the time - he and Mr. Ford's daughter, Susan, were recently divorced played no role in winning the $\$ 3.8$ million contract.
"Anytime you get a contract over the other guys, people are going to complain," Mr: Vance said recently. "lu my knowledge, we didn't get any preferential treatment."

Mr. Vance did not attend the one-onone briefing requested by Mr. Mégronigle, but-acknowledged that his - deputy, James Levine, did.

Mr Vancealso denied that he has close contacts with Mr. Wilson, the former Ford librarian who was sworn in as U.S. archivist in December 1987. Mr. Wilson's
name surfaced as heir-apparent to the post the previous summer.
Mr. Vance said he had "only met him a few times," once when he and then-wife Susan Ford attended Mr. Wilson's swearing-in ceremony.
The only other bidder for the Archives security, contract, Pinkerton Inc., lost with a $\$ 2.8$ million bid.
Govermment-contracts must be warded to the low bidder unless there is a compelling reason not to, a subjective decision made by agency heads.
Mr. Wilson declined comment. "In his position he was not involved in this process and so he has nothing to say about it," said spokeswoman Jill Brett
She referred questions to Mr. Megronigle, who denied Mr. Vance's links with the Fords played a role in his firm winning the award
"As we have repeatedly stated, the mitial meeting with Vance was purely for gathering information, entirely appropriate under the regulations, and in no way gave Vance an unfair advantange," Ms. Brett said.
But several Archives sources said otherwise. Senior agency officials "let it be known tin summer 19871 that they wanted Vance to win" the security contract shortly after Mr. Wilson's name surfaced in connection with the archivist post, said a source, who requested anonymity.
"Before that, all you ever heard was 'Pinkerton this', and 'Pinkerton that',' a source said. "But after it was apparent that Wilson was going to be the next archivist, their tune changed. Then, all you see BID, page C2

## Beware chiselers with tools

By Anne Veigle The wasting ron times


cally diagnoses añd repairs mos disk problems. No matter how ad-

Though he didn't offer specifics of the upcoming contract in the meeting, Mr. Megronigle discussed a"litany of problems and concerns" Ar chives was having with the current security contractor, Mr. Levine said.
"He let us know that the other guard service had not been very management oriented," Mr. Levine said recently. "He said they were having serious security problems and he identified them. I asked about their security concerns and, at their invitation, we discussed different se curity measures. During the course of the discussion, we were invited to participate in the RFP request for proposals] that was coming up.
"They were in a desperate situation and we were asked to submit a bid," Mr. Levine said

Archives sources said the meet ing provided Vance with information unavailable to other potential bidders and may have helped the com pany develop its bid under the emergency contracting procedures, in which time was crucial

Following the meeting, Mr: Meg ronigle took the tumsung step of giving Vance's brochure to Archives procurement officers assigned to the security contract with a note to include this firm on the bidders ist" for the contract, agency sources said. The material was placed in the security contract file - which has since been removed from the procurement division and from the procurement division and
placed under the supervision of a placed under the supervi
-Mr.-Megronigle denied he gave brochures to Archives contracting officers. "He did not send brochures to procurement," Ms. Brett said. "The brochure was attached to the bid submitted by Vance."
Two weeks passed between Aug 18, 1987, the date of the MegronigleLevine meeting, and Sept. 4, the day the bid solicitation was officially an nounced. Bids for the new security contract were due two weeks later.

Bids were sulicited from four companies - Vance Pinkerton, Wackehut Corp and Wells Fargo The latter two declined to partici-
pate, leaving Vance International and Pinkerton to go head-to-head for and Pinkerton to go head
Because the contract was offered on an emergency basis, Archives did not have to follow regular contracting rules requiring advertisement of all contracts for 30 days in Commerce Business Daily.
' Mr . Megronigle said the informa' tion given to Vance prior to the bidding announcement was not shared. with any other security firm.
Even so, he said information shared in the briefing, including advanced notice of the contract, had no impact on which firm ultimately won the contract. "No, because think in actuality they [Vance] may have known only about a week in ad vance that we were considering ter minating the contract and soliciting bids," he said.
One day after his interview with The Washington Times and after consulting the agency's counsel, Ms Brett said Mr. Megronigle wanted to clarify the details of his discussion with Mr. Levine.

Through the spokceswoman, Mr : Megronigle said "he meant to say" that the Aug. 18 meeting was held as a "marketing survey only.

The contract was not discussed," the spokeswoman said. "This [meet ing] was in the form of a market survey. There was no purpose in put ting out a negotiated bid if nobody could do any better." than the exist ing contractor. 7


Natalle Sandra Lang has been elected to the board of directors of the Bank 2000 of Reston N.A.

Ms. Lang is a partner and vice
president of the Washington public

Under government contracting regulations, it is permissible to hold private, general discussion meet ings with contractors prior to a formal solicitation for bids. However, contractors are supposed to be reated equally and given the same information pertaining to a contract
Mr. Vance, a former Secret Service agent during the Ford administration, founded his firm in 1984 Vance International has contracts with a variety of corporate and govrnment clients, including Boston Properties, the Korean Embassy and Lufthansa Airlines. Archives epresented its first contract with the U.S. government.
The-company reported a loss of nearly $\$ 385,000$ on revenues of $\$ 7.5$ million for the 1987 fiscal year ended April-30:-Mr. Vance attributed the April-30.-Mr. Vance attributed the loss to court costs associated wrina unrelated lawsuit. The company table" since its founding in 1984, ex pects revenues of nearly $\$ 10$ million this year, he said.
The government's cost of doing business with Vance International tiàs been $\$ 19$ an hour for guard services compared with $\$ 6$ an hour for similar services under the Old Dom inion contract. Under the rejected Pinkerton bid, Archives would have paid about $\$ 12.70$ an hour for guard services. Vance is also providing receptionist services for about $\$ 12$ an hour, compared with the government average of $\$ 5.50$ an houri:
relations firm of Hager, Sharp \& Abramson. Previously, she was a partner with Booz, Allen \& Hamilton and a senior executive with Estee Lhuder Inc. and Gray \& Co.

Janet E. Flltzer has been named communications coordinator of First Advantage Mortgage Corp., a subsidiary of First American Bankshares Inc. in Columbia. She will be responsible for coordinating advertișing and press releases.

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# FBI probes bid process at Archives 

## By Leslie Cauley: <br> HIE wash Hegoro twes

The Pederal Burcau of Investigution is counducting an investigation at the Na timual Arctives to decermince if agency ufficiails misused goverruncenc funds in ruthectiunt with several, mullimililion 4n) ar comtracts, accerding to sources tautitiar with the probe.
fynuof the contracts under scrutiny by uin: PBlisa\$8.8million security contract allyirled to Vance International Inc. of (raktion.
The firm, which is owned by the former son-in-law of ex-President Gerald Fown, won the contract in October 1987
even though it was the high bidder by $\$ 1$ million.
Archives officinils have defended their handling of the Vance contract.
A sccound contrtact under investigation concer"nsu I local connsulting firin lyat won alucrative conitract with hle agency even though it was also the high bidder; sources sad.
Both contracts were awarded over the protests of Archives cantracting officials, who claimed that the agency could not justify the cost differential to taxpay. ers, sources said. Other contracts may alsobe under investigation, sources said: Citing Justice Department policy, an FBI spokeswoman said she could neither
confirm nor deny the existence of the investigation at Archives.
Jill Brett, an Archives spokeswoman, said the igency was not aware of any such investigation.
Shle sind the agency wass contacted in middovermber in response to an enployec complaint. Other than that, "to our knowlege there is no investigation that I know of."
Sources faniliar with the FBI probe said agents werc questioning Archives employees this week.
Under goverimment contracting rules, contracts are supposed to be awarded to the lowest bidder unless there is an urgent or compelling reason not to do so, a
subjective decision made by agency heaids.
Normally, potentitial corruption problems wittin the lederal governumenta are initially investigaled by an apulcy's int spector geverail's office. If warriulleel, the FB 1 B is cilled in.
Archives, which hused to beapart of the General Services Administration, dues nothave aniuspector general's office. Archives became an independent agency in 1985.

Archives' two-man investigative unit was abolished in the midst of a criminial investigation in 1986 at the request of
see PROBE, page Clo

Honorable William M. Diefenderfer, III
Deputy Director
Office of Management and Budget Room 252
Old Executive Office Building
Washington, D.C. 20503


Enclosed is a letterhead memorandum (LHM) concerning the results of an FBI investigation into allegations involving the Inspector General (IG), National Archives and Records Administration, Lawrence Oberg.

As noted on page three of the IHM, the investigation uncovered no evidence to implicate IG Oberg in any criminal activity. As such, the United States Attorney's Office (USAO) in Washington, D.C., declined any prosecution in this matter on January 23, 1990.

This matter was referred to the Allegations Review Subcommittee (ARS) of the Integrity/Law Enforcement Committee of the President's Council on Integrity and Efficiency subsequent to the FBI's initiation of an investigation. Based upon the results of the FBI investigation and the lack of criminal prosecution by the USAO, the ARS is taking no further action on this matter.

Sincerely,

## Oliver B. Revell

Chairman
Integrity/Law Enforcement Committee
Enclosure

> 1 - Honorable Sherman M. Funk Inspector General Department of State Room 6817
> 2201 C Street; N.W. Washington, D.C. 20520

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1 -Mr. O'Connor
1 - Mr. Dennis
1 -Mr. Miller
1 -Mr. Imfeld
AUG IS 990

1 - Mr. Elston
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## U.S. Department of Iustice

Federal Bureau of Investigation

In Reply, Please Refer to
File No.
Falls Church, Virginia 22043 January 31, 1990


Investigation of the captioned matter by the FEDERAL BUREAU OF INVESTIGATION (FBI) was predicated on information received from a confidential source during the month of December, 1988. The confidential source stated that

Jofficial, took actions to insure that VANCE INTERNATIONAL was awarded the NATIONAL ARCHIVES security contract in 1987. According to the confidential source, VANCE INTERNATIONAL was awarded the contract even though PINKERTON, another security company, submitted a bid which was much lower.

## CONFERENCE WITH US ATTORNEYS OFFICE

On December 30, 1988, Special Agents of the FBI discussed the above information with Assistant US Attorney (AUSA) DARRYL JACKSON, US Attorneys Office, Washington, DC. AUSA JACKSON requested that the FBI conduct an investigation to determine whether Federal bribery and/or fraud statutes were violated with regard to the alleged questionable procurement activities at NATIONAL ARCHIVES.

## INVESTIGATION

The investigation determined that on September 4, 1987, NATIONAL ARCHIVES sent the security contract request for proposal (RFP) to four security companies iDVANCE INTERNATIONAL, WACKENHUT, PINKERTON AND WELLS FARGO. The RFP required iñerested companies to submit their proposals (bids) by September 18, 1987. Because -there was insufficient time to prepare a bid, WACKENHUT and WELLS FARGO did not respond. Only two companies, VANCE INTERNATIONAL and PINKERTON, INCORPORATED submitted bids to NATIONAL ARCHIVES.


Officials of PINKERTON advised the FBI they had to "throw together" their proposal in order to meet the time restrictions imposed by the RFP. VANCE INTERNATIONAL's bid price was $\$ 3.8$ million and PINKERTON's bid price was $\$ 2.7$ million. On October 1, 1987, VANCE INTERNATIONAL was awarded the contract.

A review of the NATIONAL ARCHIVES security contract file determined that NATIONAL ARCHIVES procurement personnel waived several procurement regulations on the basis of exigent circumstances. Basically, these exigent circumstances were created when a determination was made on September 3, 1987, to terminate the contract with the security company then providing services to NATIONAL ARCHIVES. That termination was to take effect on October 5, 1987.

At the time of the procurement, $\square$ was the Assistant Archivist for Management and Administration and Administrative Services. $\quad$ sat on the two member technical review panel which recommended that VANCE INTERNATIONAL receive the contract award. justified the award to the highest bidder based on VANCE INTERNATIONAL's superior technical qualifications.

The investigation further determined that prior to the aforementioned RFP being sent out, directed that meet with representatives of VANCE INTERNATIONAL.


When interviewed by the FBI regarding their contacts with representatives of VANCE INTERNATIONAL,
stated that the purpose of these contacts was to gather information to be used in the preparation of the RFP. Both of them denied telling VANCE INTERNATIONAL officials of their intentions to hire another security company. Although the investigation found evidence to the contrary (August 14, 1987 contact with $\qquad$ denied that he provided VANCE INTERNATIONAL Officials with information which would be useful in oredaring their (VANCE INTERNATIONAL's) bid.
denied that their actions during the procurement process were intended to assist VANCE INTERNATIONAL in that company's attempts to win the contract award. stated never attempted to pressure him into taking actions favorable to VANCE INTERNATIONAL.

FINDINGS
An extensive investigation conducted by the FBI discovered no evidence that VANCE INTERNATIONAL defrauded the Government. Furthermore, there was no information developed during the investigation which indicated that MEGRONIGLE and OBERG accepted bribes and/or gratuities from representatives of VANCE INTERNATIONAL.

OPINION OF THE US ATTORNEYS OFFICE
On January 23, 1990, the above information was discussed with AUSA WILLIAM LANDERS, Chief, Public Integrity Section, Office of the United States Attorney, washington, DC. AUSA LANDERS declined prosecution in the captioned matter due to a lack of evidence to support a criminal prosecution against the captioned subjects. In view of AUSA LANDERS' position, the FBI will conduct no further investigation in the captioned matter.


The status of captioned matter was discussed with Associate Deputy Director Investigations Oliver B. Revell, FBI, on August 1, 1989 at which time he requested that the following summary be relayed to you.

ALLEGATIONS
Allegations telephonically received by you from (telephone number alleging procurement irregularities at NARA. Decals were nonspecific and Bestow indicated he was drawing attention to the matter because of the nomination of Inspector General at NARA.

Also received by you were allegations contained in a letter dated July 12,1989 addressed to President George Bush from alleging illegal and improper actions at NARA. enclosed with her letter supporting documentation which included a signed statement.

STATUS

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46-75709-4
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The FBI currently has a pending investigation which was initiated in December, 1988, concerning procurement matters at NARA. Although details of this. investigation cannot be discussed, I can advise you that
has been interviewed concerning this matter and Bestow will be contacted in the near future. Substantial investigation has been completed to date and it is anticipated that the matter will be presented to the United States Attorney's Office in the near future.


FEDERAL BUREAU OFINVESTIGATION FOIPA
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