

IACOA

INDEPENDENT ARMORED CAR OPERATORS ASSOCIATION
Driving the Armored Car Industry Forward®

2019

Save the Date! June 22nd - 23rd

Navigating Technology for Improved Profits

46th Annual Cash in Transit Networking Conference

Omni Interlocken Resort Hotel
Broomfield (Denver), Colorado
Saturday & Sunday, June 22nd & 23rd

2019 IACOA Annual Conference

The Omni Interlocken Resort Hotel Broomfield (Denver), Colorado

Saturday, June 22, 2019 & Sunday, June 23, 2019

Dear IACOA Members, Presenters & Invited Guests:

The Independent Armored Car Operators Association is pleased to announce that its 2019 Annual Cash In Transit Networking Conference will be held at The Omni Interlocken Resort Hotel in Broomfield (Denver), Colorado. We're returning to the property for a third time (2011/2016/2019), but we're changing the Agenda to reflect our industry in 2019. As always, we'll have breakout sessions and panel discussions to provide all attendees the best interactive learning experience and to facilitate networking throughout the conference. Please be sure to check out the Preliminary Agenda included.

This year, we've arranged for two optional Friday Tours to choose from, and each will immerse attendees in a different aspect of what Denver has to offer. One Tour will be all about the outdoors: white water rafting, or a zip line adventure, or hiking. The second Tour will explore the booming brewery industry and include a Coors Brewery tour and visits to multiple micro-breweries in the area. Each Tour includes both transportation and lunch.

The Omni Interlocken has a 27-hole Golf Course on property, two swimming pools, a workout room, spa, and a spacious lounge. The nearby Flatiron District contains a shopping mall, restaurants, taverns and is located one-half mile from the hotel with courtesy shuttle service provided by the Omni.

The Denver International Airport (DEN) provides non-stop flights from London, Europe, Central America, and Japan, as well as from most major U.S. cities. The hotel is 45-minutes away via the toll road. Travel options include rental car and Uber/Lyft; parking is free at the hotel.

Please consult www.iacoa.com for the latest information and to register for the conference.

See You in Broomfield, Colorado!

How to Register: *The Conference*

IACOA Members in good standing, or attendees invited by the IACOA Board or the Administrator, may attend the Annual Conference.

- To register for the conference, go to the IACOA web site, www.iacoa.com, click *Conference*, and register online. You can register yourself and other team members, secure a sponsorship and an exhibit booth, then pay by credit card through a secure eCommerce site. You'll receive a paid invoice within minutes.
- Another option is to call the IACOA Administration Office at 281/292-8208, or email John Margaritis at jm@iacoa.com with your requests.

How to Register: *The Hotel*

• **Where:** The Omni Interlocken Resort Hotel, Broomfield (Denver), Colorado. The hotel is 45-minutes from the Denver International Airport (DEN), accessible by rental car or Uber/Lyft, with free hotel parking.

• **How:** From the IACOA website, www.iacoa.com, click "*Conference*", scroll down to the Hotel Information section and click "*Book Now*", and register for the Guest Room type you want. If you prefer to call the Omni directly, call 800-THE-OMNI or (303) 438-6600. When making your reservation, be sure to ask for the group rate with the code "IACOA 2019 Conference".

• **Room Block:** The IACOA Room Block expires on Friday, May 24, 2019, at 5:00 PM EDT or whenever our blocked rooms are all sold on any given day, whichever comes first. You can always cancel your reservation (*subject to the 72-hour cancellation policy*), so please book now and be certain you get the rooms you want at the price you want.

• **Room Rate:** Deluxe Rooms are \$164 per night, both single and double. Check-in time is 3:00 P.M.; Check-out time is 11:00 A.M. There is no resort fee.

Preliminary

Agenda

Program

Friday, June 21, 2019

- 08:00 AM – 02:00 PM **Optional Friday Tours** (*additional cost applies*)
Tour #1: The Outdoors; *White Water Rafting, or Zip Line Adventure, or Hiking*
Tour #2: Brewery Tours; *Includes the Coors Brewery, and multiple local Micro-breweries.*
Transportation & Lunch Included with each Tour
- 03:00 PM – 11:00 PM **Exhibit Setup**
Interlocken B, C, D
Coordinators: *Larry Robinson & Teresa Hubbard*
- 03:00 PM – 05:00 PM **Board of Directors Meeting**
Pine
Chairman: *Juan Bravo*
- 03:00 PM – 07:00 PM **Registration Desk**
Atrium
Coordinator: *Jeffree Haggard*
- 06:00 PM – 07:30 PM **Welcome Cocktail Reception**
Poolside Pavillion
Coordinator: *John Margaritis*
- 07:30 PM – **Evening on your Own**
Restaurants & Entertainment Options
Flatiron District & Westminster

Saturday, June 22, 2019

- 08:30 AM – 07:00 PM **Registration Desk**
Atrium
Coordinator: *Jeffree Haggard*
- 09:00 AM – 09:15 AM **President's Welcome**
Interlocken A
President: *Jack Elder*

Saturday, June 22, 2019, *continued*

- 09:15 AM – 10:00 AM **Technology Advancements Part I—Vehicles**
Interlocken A
Panel Moderator: *Robin Miles*; Panelists: *TBA*
- 10:00 AM – 10:45 AM **Smart Safes**
Interlocken A
Panel Moderator: *Jon Donohoo*; Panelists: *TBA*
- 10:45 AM – 11:15 AM **Platinum Sponsor Session #1**
Pine
Presenter: *TBA*; *RMs & ROMs only*
- 11:15 AM – 12:00 PM **Package Tracking Software**
Interlocken A
Panel Moderator: *Juan Bravo*; Panelists: *TBA*
- 12:00 PM – 01:30 PM **Lunch & Exhibit Viewing**
Interlocken B,C,D
Coordinators: *Larry Robinson, Teresa Hubbard*
- 01:30 PM – 02:15 PM **Growing Sales by Marketing Your Company**
Interlocken A
Presenter: *Renee Menzies-McCallum*
- 02:15 PM – 03:00 PM **Solutions for Independent Service Organizations (ISOs)**
Interlocken A
Presenter: *Cliff Jordan*; Panelists: *TBA*
- 03:00 PM – 03:30 PM **Platinum Sponsor Session #2**
Pine
Presenter: *TBA*; *RMs & ROMs only*
- 03:30 PM – 04:15 PM **Starting Your Own Armored Car Company**
Interlocken A
Panel Moderator: *Aaron Hoopes*; Panelists: *TBA*
- 04:15 PM – 05:00 PM **RM & ROM Elections & Soundoff**
Interlocken A
Coordinator: *President Jack Elder*
- 04:15 PM – 05:00 PM **AM Elections & Soundoff**
Interlocken B,C,D
Coordinator: *AM Director Larry Robinson*

Saturday, June 22, 2019, continued

05:00 PM – 06:30 PM **Cocktail Reception & Exhibit Viewing**
Interlocken B,C,D
Coordinator: *John Margaritis*

06:30 PM – **Evening on Your Own**

Sunday, June 23, 2019

08:30 AM – 12:00 PM **Registration Desk**
Atrium
Coordinator: *Jeffree Haggard*

09:00 AM – 09:45 AM **Technology Improvements Part II—Terminals**
Interlocken A
Panel Moderator: *Jack Elder*; Panelists: *TBA*

09:45 AM – 10:30 AM **Being CIT in the Cannabis Space**
Interlocken A
Coordinator: *John Margaritis*; Panelists: *TBA*

10:30 AM – 11:00 AM **Platinum Sponsor Session #3**
Pine
Presenter: *TBA; RMs & ROMs only*

11:00 AM – 12:00 PM **One-man Crew Panel—Update**
Interlocken A
Panel Moderator: *Jon Donohoo*; Panelists: *TBA*

12:00 PM – 01:30 PM **Lunch & Exhibit Viewing**
Interlocken B, C, D
Coordinators: *Larry Robinson, Teresa Hubbard*

01:30 PM – 02:15 PM **Legal Hazzards Lying in Wait in 2019**
Interlocken A
Presenter: *Jeffrey Pagano*

02:15 PM – 03:00 PM **Preventive Maintenance Programs**
Interlocken A
Coordinator: *Teresa Hubbard*; Panelists: *TBA*

03:00 PM – 03:30 PM **Platinum Sponsor Session #4**
Pine
Presenter: *TBA; RMs & ROMs only*

Sunday, June 23, 2019, continued

- 03:30 PM – 04:15 PM **ATM Funding Banks**
Interlocken A
Moderator: *Abe Ayesch*
- 04:15 PM – 04:45 PM **New Board & Platinum Sponsor Presentation**
Interlocken A
Coordinator: *President Jack Elder*
- 04:45 PM – 05:30 PM **Board of Directors Meeting**
Interlocken A
Coordinator: *Chairman Juan Bravo*
- 05:30 PM – 06:30 PM **Cocktail Reception & Exhibit Viewing**
Interlocken B, C, D
Coordinators: *Larry Robinson, Teresa Hubbard*
- 06:30 PM – 09:30 PM **Dinner & Entertainment**
Meritage Restaurant on property at the Omni
Coordinator: *John Margaritis*
- 06:30 PM – 11:00 PM **Exhibit Teardown (1st option)**
Interlocken B, C, D
Coordinators: *Larry Robinson, Teresa Hubbard*

Monday, June 24, 2019

- 07:00 AM – 12:00 PM **Exhibit Teardown (2nd option)**
Interlocken B, C, D
Coordinators: *Larry Robinson, Teresa Hubbard*

*** Alternate Sessions not Currently Scheduled Include:**

1. *The Employee Challenge: How to hire and retain quality employees*
2. *Analyzing Your P&L: Why understanding your P&L can save you big money*

*** Please Note: Agenda Times & Session Content are Subject to Change**

Officers & Directors

- **Juan Bravo**
Chairman of the Board
Ranger American Armored Services
- **Jack Elder**
President
IBI Secured Transport, Inc.
- **Renee Menzies-McCallum**
Vice President
Guardsman Armoured Limited
- **Robin Miles**
Treasurer
Payment Alliance International
- **John Margaritis**
Administrator/Secretary
IACOA
- **John Donohoo**
Director (RM)
Sectran Security Inc.
- **Aaron Hoopes**
Director (RM)
Cashman Services
- **Cliff Jordan**
Director (RM)
Rapid Armored Corporation
- **Larry Robinson**
Director (AM)
Armor Safe Technologies
- **Abe Ayesh**
Director (ROM)
ATM World
- **Teresa Hubbard**
Alternate Director (AM)
Cite Armored



Training



Education



Processing



Transportation



Legislation



Networking

Committee Members

- **Denise Narancich**
Conference Planning Committee
Secure Products Corporation



Testing