



IACOA

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

2021

Armored Car **CLIMATE CHANGE** *the evolution to one man trucks*



*...in the beginning,
there was 1-man
with 1-weapon*



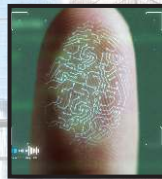
...then came strong boxes, stage coaches, and men with guns



trucks with armor followed with more guards and more guns



*technology improved
and brought us better vehicles...*



...and new ways to become more efficient while keeping our employees and customer assets safer

47th Annual Cash in Transit Networking Conference

Hilton Dallas/Plano Granite Park Hotel
Saturday & Sunday, May 15th & 16th



*Now the age of the 1-man truck
armed with technology is upon us.
Are you ready?*

2021 IACOA Annual Conference

Hilton Dallas/Plano Granite Park Hotel Plano (Dallas), Texas

Saturday, May 15, 2021 & Sunday, May 16, 2021

Dear IACOA Members, Presenters & Invited Guests:

The Independent Armored Car Operators Association is pleased to announce that its 2021 Annual Cash In Transit Networking Conference will be held at The Hilton Dallas/Plano Granite Park Hotel in Plano (Dallas), Texas. This is a new property for IACOA and as always, we'll have breakout sessions and panel discussions to provide all attendees the best interactive learning experience and facilitate networking throughout the conference. Please be sure to check out the Preliminary Agenda.

This year, the Friday Tour will visit the Dallas Cowboys Headquarters and Training Facility. The VIP Tour will include The War Room, scene of the NFL Draft; the 510,000 Sq Ft Ford Center; the Grand Atrium, and the Memorabilia Museum. Then we'll head onto the playing field for what's called Punt, Pass & Kick to see what football skills you have. Lunch and transportation is included as always. This is a unique opportunity to experience first hand where the Cowboys practice and the organization lives.

Outside the Hotel's door is the Granite Park Boardwalk, a collection of restaurants and night spots. A few minutes away are the Shops at Legacy Park including over 164-acres of shopping, restaurants and taverns. Nearby is the Dr. Pepper minor league baseball stadium with games on both Friday and Saturday nights during the conference. The South Fork Ranch (*of Dallas TV fame*) is a short distance away with tours seven days a week. There's a lot to do in the area, so bring your spouse and he or she will not be disappointed.

The Dallas-Fort Worth Airport (DFW) provides non-stop flights from London, Europe, Central America, and Japan, as well as from most major U.S. cities. Dallas Love Field (DAL) is the area's secondary airport, and both airports are only 25-minutes away from the hotel. Travel options include rental car and Uber/Lyft; self-parking is \$7 per night.

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

See You in Dallas!

Preliminary
Agenda
Program



Friday, May 14, 2021

- 08:30 AM – 02:00 PM **Optional Friday Tour** *(additional cost applies)*
Dallas Cowboys Training Camp VIP Tour including the War Room used for the NFL Draft, and the Memorabilia Museum. Attendees will Punt, Pass & Kick on the playing field with staff members to test their football skills. Lunch & transportation included. Register online.
- 03:00 PM – 11:00 PM **Exhibit Setup**
Prairie A-D
Coordinators: *Teresa Hubbard & Patrick Gibbons*
- 03:00 PM – 05:00 PM **Board of Directors Meeting**
Cotton Room
Chairman: *Jack Elder*
- 03:00 PM – 07:00 PM **Registration Desk**
Atrium
Coordinator: *Anita Lavaud*
- 06:00 PM – 07:30 PM **Welcome Cocktail Reception**
Prairie Foyer
Coordinator: *John Margaritis*
- 07:30 PM – **Evening on your Own**
Restaurants & Entertainment Options
Granite Park Boardwalk, Legacy Park

Saturday, May 15, 2021

- 08:30 AM – 07:00 PM **Registration Desk**
Atrium
Coordinator: Anita Lavaud
- 09:00 AM – 09:15 AM **President's Welcome**
Interlocken A
President: *Renee Menzies-McCallum*

Saturday, May 15, 2021, *continued*

- 09:15 AM – 10:00 AM **In the Beginning...*There Was Armored Car***
Prairie E-F
Presenter: *James Cusack*
- 10:00 AM – 10:45 AM **The Safe Banking Act, *Big Changes for Cannabis***
Prairie E-F
Presenters: *Kyle Patterson, Scott McLean*
- 10:45 AM – 11:30 AM **NextGen Employees, *Who Are They?***
Prairie E-F
Panelists: *Erin Lowry, Whitney Hansen*
- 11:30 AM – 12:15 PM **Platinum Sponsor Session #1: *Cite Armored Bluestem 1***
Presenter: *Teresa Hubbard; RMs & ROMs Only*
- 12:15 PM – 01:30 PM **Lunch & Exhibit Viewing**
Prairie A-D
Coordinators: *Teresa Hubbard & Patrick Gibbons*
- 01:30 PM – 02:15 PM **Speed Dating, *with The Vendors***
Bluestem 2-3
Coordinator: *Aaron Hoppes & Teresa Hubbard*
- 02:15 PM – 03:00 PM **Platinum Sponsor Session #2: *Armor Safe Bluestem 1***
Presenter: *Larry Robinson; RMs & ROMs Only*
- 03:00 PM – 03:30 PM **Armored Car 101**
Prairie E-F
Moderator: *John Margaritis; Panelists TBA*
- 03:30 PM – 04:15 PM **Federal Reserve Bank Cash Product Office**
Prairie E-F
Presenter: *TBA*
- 04:15 PM – 05:00 PM **RM & ROM Elections & Soundoff**
Prairie E-F
Coordinator: *President Renee Menzies-McCallum*
- 04:15 PM – 05:00 PM **AM Soundoff**
Prairie A-D
Coordinator: *AM Director Teresa Hubbard*

Saturday, May 15, 2021, continued

05:00 PM – 06:30 PM **Cocktail Reception & Exhibit Viewing**
Prairie A-D
Coordinator: *John Margaritis*

06:30 PM – **Evening on Your Own**

Sunday, May 16, 2021

08:30 AM – 12:00 PM **Registration Desk**
Atrium
Coordinator: *Anita Lavaud*

09:00 AM – 09:45 AM **Payment Kiosks, How to Grow New Market Segments**
Prairie E-F
Panelists: *Wes Dunn & Robert Walters*

09:45 AM – 10:30 AM **Why You Should Embrace Crypto & Become an MSB**
Prairie E-F
Presenter: *John Simonyan*

10:30 AM – 11:15 AM **How to Build a Case for Prosecution**
Prairie E-F
Presenters: *Mike Zanatia & City of Dallas Prosecutor TBA*

11:15 AM – 12:00 PM **Platinum Sponsor Session #3: Secure Products**
Bluestem 1
Presenter: *Chad Falco; RMs & ROMs Only*

12:00 PM – 01:30 PM **Lunch & Exhibit Viewing**
Prairie A-D
Coordinators: *Teresa Hubbard & Patrick Gibbons*

01:30 PM – 02:15 PM **One on One with a Veteran**
Bluestem 2-3
Coordinator: *John Margaritis*

02:15 PM – 04:15 PM **Evolution to One-Man Crews**
Panelists to discuss how to best utilize technology available for truck, safes, cameras, body cams, locks, alarms, GPS, and modify your training and insurance
Prairie E-F
Moderator: *Jon Donohoo*; Panelists: *TBA*

Sunday, May 16, 2021, continued

04:15 PM – 04:45 PM **New Board & Platinum Sponsor Presentation**
Prairie E-F
Coordinator: *President Renee Menzies-McCallum*

04:45 PM – 05:15 PM **Board of Directors Meeting**
Prairie E-F
Coordinator: *Chairman Jack Elder*

04:45 PM – 06:15 PM **Cocktail Reception & Exhibit Viewing**
Prairie A-D
Coordinators: *Teresa Hubbard & Patrick Gibbons*

06:30 PM – 09:30 PM **Dinner & Entertainment**
Pinstack: Private10-Lane Bowling & Banquet Room, with other competitive events scheduled. Prizes will be awarded in a number of different categories. Only five minutes from the Hotel by Motor Coach with frequent returns for those who want to head back early. *Cost is included in your Conference Registration*
Coordinators: *Anita Lavaud & John Margaritis*

06:30 PM – 11:00 PM **Exhibit Teardown (1st option)**
Prairie A-D
Coordinators: *Teresa Hubbard & Patrick Gibbons*

Monday, May 17, 2021

07:00 AM – 12:00 PM **Exhibit Teardown (2nd option)**
Prairie A-D
Coordinators: *Teresa Hubbard & Patrick Gibbons*

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

1. **CEO/Owner Breakout:** *Discussion of strategic issues & concerns*
2. **Managing by the Numbers:** *Why understanding your P&L can save you big*
3. **What You Need to Know about Cash Rooms:** *Why you should consider opening your own cash room, what it costs, and how to do it*

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

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 Hilton Dallas/Plano Granite Park Hotel, Plano (Dallas), Texas. The hotel is 25-minutes from either the Dallas/Fort Worth International Airport (DFW), or Dallas Love Field (DAL) and is accessible by rental car or Uber/Lyft, with self-parking discounted to \$7 per night.

• **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 Hilton directly, call 800-HILTONS. When making your reservation, be sure to ask for the group rate with the code "IACOA 2021 Conference".

• **Room Block:** The IACOA Room Block expires on Friday, April 23, 2021, at 5:00 PM CDT 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 \$185 per night, both single and double. Check-in time is 3:00 P.M.; Check-out time is 12:00 P.M. There is no resort fee.

The Optional
Friday Tour
Friday Morning May 14, 2021

The Dallas Cowboys

Corporate Headquarters & Football Field Training Facility

One of the big attractions in the Dallas area is the Dallas Cowboy's Training Facility and Headquarters in nearby Frisco. We'll start with a VIP Tour that includes The



War Room, where the NFL Draft is held; the Star Walk which is a collection of the 10 most significant milestones in Dallas Cowboy's history along with a display of the evolution of the team's uniforms dating back to 1960; the Super Bowl Memorabilia Station which includes a display of all five Super Bowl trophies and Rings from the years 1971, 1977, 1992, 1993, and 1995; and more. We've reserved the football field for a 1-hour session of what is called "Punt & Pass & Kick" with Cowboy staff. This is a unique opportunity to demonstrate your football skills on the field. We were quoted ~~\$248~~ per person, but we are able to retain the customary **\$145** tour cost thanks to Teresa with Cite Armored & Denise with Secure Products paying the difference. This is a unique opportunity you won't want to miss, so remember to sign up when you register for the Conference!