



# – Armored Intelligence –

## Integrating AI To Improve Safety & Efficiency

### 2024 Annual Conference

## Agenda

### Monday, June 3, 2024

- 07:00 PM – 09:30 PM Board of Directors Meeting: Off Property at Maggiano’s Little Italy**  
*Directors, Officers, Committee Members and Board Candidates only*
- This Board meeting will be held in a private meeting room at Maggiano’s Little Italy, in the Bella Room, 9101 International Drive, across the street and a few blocks north of the hotel. The meeting will start with dinner, and when done, the Board of Directors meeting will convene.  
*\* Board members will meet in the hotel lobby at 6:45 PM and then walk as a group to Maggiano’s. If anyone is late, they can meet the rest of the Board at the restaurant.*

### Tuesday, June 4, 2024

- 08:30 AM – 04:30 PM Optional Event: Guided Tour of Kennedy Space Center**  
*Optional Event*  
*Additional Fee \$195*
- We will depart by Motor Coach at 8:30 AM sharp for the Kennedy Space Center. After arriving and passing through security, we have a Guided Tour planned of the Rocket Garden, the Apollo/Saturn V Center, and the Space Shuttle Atlantis. At 1:00 PM we’ll have lunch in the Vanguard Ballroom and afterward time to explore and shop. At 3:15 PM we will depart Kennedy Space Center for the return trip to the hotel.  
*\* We suggest you have breakfast before boarding the motor coach.*
- 06:00 AM – 09:00 AM Truck Staging in the Parking Lot & Then Driving into the Exhibit Hall**  
Grand Ballroom A/B
- Trucks must be in place by 9:00 AM or no entry can be permitted*  
All trucks must be inside and in place before we can setup exhibit booths. Have your truck(s) lined up, cleaned, with no more than a quarter tank of fuel, and ready to drive in by 7:00 AM.
- 09:00 AM – 01:00 PM Piped & Draped Exhibit Booths Installed**  
Grand Ballroom A/B
- Shipments received by our Exposition Company, SourceOne, will be staged in booths during this time.*  
All booths are piped and draped and include one 6-foot table, 2-chairs, and one waste can. The Exhibit Hall is fully carpeted.
- 01:00 PM – 05:00 PM Exhibit Hall Setup**  
Grand Ballroom A/B
- Exhibitors must complete their booth setup by 5:00 PM
- 03:00 PM – 07:00 PM Registration Desk**  
Registration C Desk
- Name Badges are required for entry to all functions & sessions. Please pickup your registration bag and name badge as soon as possible and remember to have your badge with you at all IACOA functions and sessions.

**06:00 PM – 07:30 PM Welcome Cocktail Reception**

Grand Ballroom A/B The Cocktail Reception will take place in the Grand Ballroom Foyer starting at 6:00 PM and will transition to the Exhibit Hall at 6:30 PM. Name badges are required to attend all functions and events.

07:30 PM – **Evening On Your Own**

**Wednesday, June 5, 2024**

**07:30 AM – 08:45 AM Exhibit Hall Open & Breakfast Served**

Grand Ballroom A/B

**Sponsored by:**

***Sally String-Wilson, President, Coin Wrap, Inc.***

Thanks to Sally String/Wilson, President of Coin Wrap Inc., for sponsoring a breakfast for all attendees in the Exhibit Hall, Ballroom A, from 07:30 AM through 08:45 AM. Please be sure to attend early and enjoy breakfast among attendees and Exhibitors alike as the Exhibit Hall must shut down at 08:45 AM to allow people time to get seated in the General Session Ballroom C. Opening ceremonies will begin at 09:00 AM sharp as we have a full Agenda on both days. And please be sure to thank Sally for her sponsorship as it was her idea to promote Exhibit Hall viewing in the morning.

**07:45 AM – 07:00 PM Registration Desk**

Registration C Desk

Name Badges are required for entry to all functions & sessions. If you haven't picked up your name badge, IACOA staff will be at the Registration Desk to assist.

**09:00 AM – 09:25 AM Opening Ceremony & IACOA President Dallas Barr's Welcome**

Grand Ballroom C

IACOA President Dallas Barr will welcome you to the 51<sup>st</sup> Annual IACOA Conference. As is IACOA tradition, microphones will be passed to each attendee and they will be asked to stand and take a few seconds to state their name, the company they represent, the services their company offers, and the territories served. This is a great opportunity to put a face to a name you may already know or may want to meet for the first time. Please be certain to be in your seat promptly at 9:00 AM as we have a full agenda on both days.

**09:25 AM – 10:25 AM Keynote Speaker: Evolving Cyber Threats Using AI/Its Impact on the Armored Industry**

Grand Ballroom C



We are pleased to announce that we have engaged Mr. Morgan Wright as our Keynote Speaker at this year's IACOA Annual Conference. Morgan is an internationally recognized expert on cybersecurity strategy, cyberterrorism, national security, and intelligence. He is the perfect presenter to kick-off this year's annual conference on Armored Intelligence, Integrating AI to Improve Safety & Efficiency. We have immersed Morgan in the day-to-day aspects of our industry's operations so that he can advise us of our present and future vulnerabilities. In addition to his presentation, he will have his own table at the Ask A Veteran session for one-on-one conversations. You won't want to miss this opportunity to learn how to protect yourself from the existential threat cyber-attacks super-charged with A.I. can inflict upon your business.

*Morgan Wright, Senior Fellow at The Center for Digital Government, Chief Security Advisor for SentinelOne, and Chief Technology Analyst for Fox News and Fox Business.*

**10:25 AM – 11:00 AM See How They Steal!**

Grand Ballroom C

**Presenters:**

- *Dallas Barr, V.P. of Operations, Total Armored Car, Detroit, Michigan*
- *Robin Miles, CEO, ATM Solutions Inc., Forest Park, Ohio*

At last year's conference in Texas, Dallas & Robin presented video and anecdotal narratives of both employee theft attempts and criminals destroying property to gain access to the cash in ATMs. While at times these videos can be entertaining to watch, the real lesson for all of us is that attacks on the assets we are entrusted to protect come in a multitude of different forms, some of which we would never expect. And that is the point of this session; to get us thinking about how we can harden our potential weaknesses and discourage these criminal plans from ever hatching.

This year, in addition to videos of theft attempts and embezzlements, we'll hear about how our members are at greater risk of cyber-attacks, and the latest ATM compromises that may have more to do with the safeguards your customers may not have employed on the machines you service.

**11:00 AM – 12:15 PM Speed Dating With The Vendors**

Salons 5,6,7 (2<sup>nd</sup> floor)

New Format: *High tables-no chairs; Exhibitors move & RMs/ROMs stay in place; 2-minute time limit strictly enforced; only one representative from each Exhibitor and one or two representatives from each RM/ROM permitted.*

Always a bit chaotic and the room filled with energy, we can expect the same action as in past years as vendors in turn get two (2) minutes to introduce and sell themselves to Regular and Related Operating Members. This is an opportunity for every vendor to meet every buyer and to convince each buyer that they should visit their booth. Every buyer has an opportunity to learn what each vendor does and decide if their product or service is of interest. This session is a valuable introduction for all involved, and fun as well. This year, the vendors will move and the potential buyers will stay in place.

**12:15PM – 01:00 PM Buffet Luncheon Served In The Grand Ballroom Foyer**

Ballroom Foyer

Join us for a buffet luncheon in the Grand Ballroom Foyer. Please remember that Name Badges are required to attend all functions and events.

**01:00 PM – 02:00 PM Exhibit Hall Opens**

Grand Ballroom A/B

Exhibitors will be at their booths ready to demonstrate their products and services, and answer any questions you may have. Please be sure to visit each booth, and even if you have no need for a particular exhibitor's offerings, be sure to give thank them for their support through their generous sponsorships.

**02:00 PM – 03:00 PM Ask A Veteran—Round Tables**

Salons 5,6,7 (2<sup>nd</sup> floor)

Returning in 2024, the Ask A Veteran Session will reduce the number of tables but retain the most sought after veterans/topics. As we want every operator to have an opportunity to sit in and engage with any one Veteran, we will have adequate seating but may need to have attendees rotate periodically to provide everyone access.

Table #1: **Cyber Security with Morgan Wright**, *Senior Fellow at The Center for Digital Government; Chief Security Advisor for SentinelOne; and Chief Technology Analyst for Fox*

*News and Fox Business*

Table #2: **Contracts with Andre YaDeau**, *President, International Security Services, Inc.*

Table #3: **Cash Room Processing with Tammy Hardy**, *Senior Manager, Cash Vault Services, Axiom Armored Transport*

Table #4: **ATMs with Alan Mahowald**, *Operations Manager, Granite City Armored Car, Inc.*

Table #5: **Bank Armored Transportation with Laura Vieira**, *Executive Director Armored Transportation, Wells Fargo Bank*

**03:00 PM – 4:00 PM**

Grand Ballroom A/B

**Platinum Sponsor Presentations, Day One of Two**

10-Minute presentations at each of the following Platinum Sponsor Booths:

• **Roshel** • **Secure Products** • **Kisan** • **Smith+Griffin** • **Verkada**

This year, we have a record number of Platinum Sponsors, nine (9) in total, and each will give a ten (10) minute presentation in front of their Exhibit Booth. There will be five (5) presentations on Wednesday, and four (4) presentations on Thursday. This is your opportunity to hear the latest news and offers from each Exhibitor and your presence helps signify your appreciation for the support offered by these and all our Exhibitors. Please remember our Associate Members the next time you are shopping for goods and services and give them your business whenever possible. Their support helps keep IACOA strong and growing and we in turn need to support them all year long.

**04:00 PM – 05:00 PM**

Grand Ballroom C

**RM & ROM Sound Off & Elections**

*IACOA Regular & Related Operating Members Only*

Current IACOA President Dallas Barr will moderate both a “Sound-Off” session at which members in attendance may speak out about all things IACOA and conduct the 2024-2025 RM and ROM Director elections. This year, IACOA needs to fill two (2) RM seats, each for a term of three (3) years; and fill one (1) ROM Director seat for a term of one (1) year. Eligibility requirements are: both RM and ROM candidates must have been a member in good standing for no less than two (2) continuous years and must be the owner, or a senior manager who is actively involved in the Member’s operations to be eligible. Nominations from the floor will be accepted.

**04:00 PM– 05:00 PM**

Salons 5,6,7 (2<sup>nd</sup> floor)

**AM Sound Off**

*IACOA Associate Members Only*

Voting AM Director Mike Salzillo will moderate a “Sound-Off” session at which Associate members in attendance may speak out about all things IACOA. There will be no AM elections this year as the terms of both the Voting AM Director Mike Salzillo, and the Alternate AM Director Steve Nims, will not expire until the annual meeting of the members on May 7, 2025, in Las Vegas.

**05:00 PM – 06:30 PM**

Ballroom A

**Exhibit Hall Cocktail Reception**

Please join us for a Cocktail Reception in the Exhibit Hall with light Hors d’oeuvres. Beer, wine, and cocktails will be served.

**06:30 PM –**

**Evening On Your Own**

## Thursday, June 6, 2024

### 07:30 AM – 08:45 AM Exhibit Hall Open & Breakfast Served

Grand Ballroom A/B

#### Sponsored by:

***Kyle Patterson, President, Axiom Armored Transport***

Thanks to Kyle Patterson, President of Axiom Armored Transport for sponsoring a breakfast for all attendees in the Exhibit Hall, Ballroom A, from 07:30 AM through 08:45 AM. Please be sure to attend early and enjoy breakfast among attendees and Exhibitors alike. The Exhibit Hall must shut down at 08:45 AM to allow people time to get seated in the General Session Ballroom C by 09:00 AM sharp as we have a full Agenda today.

### 07:45 AM – 12:00 PM Registration Desk

Registration C Desk

Name Badges are required for entry to all functions & sessions. If you haven't picked up your name badge, IACOA staff will be at the Registration Desk to assist.

### 09:00 AM – 10:00 AM Federal Reserve Bank, FedCash Services

Grand Ballroom C

*Federal Reserve Financial Services (FRFS), FedCash Services, and Federal Reserve Board of Governors Update*

We will hear an update from FedCash Services about the latest cash trends, Cash Visibility progress, and business resilience efforts. The Board of Governors will share about its role and considerations for managing currency transportation.

#### **Presenters:**

- Robert Bujas, Assistant Vice President, FRFS FedCash Services
- Turner Angell, Assistant Vice President, FRFS FedCash Services
- Rachel Hier, Manager, FRFS FedCash Services
- Luba Romanyuk, Manager, Federal Reserve Board of Governors

### 10:00 AM – 10:45 AM Creating A Smart Safe Program

Grand Ballroom C

There are many aspects to consider when creating a Smart Safe program, and when carefully executed, your program can be a valuable benefit to everyone involved. Our presenters will discuss the critical subjects you need to evaluate and incorporate into your plans, such as:

- Manufacturer shipping times
- Where and how to install the safe
- Ensure in advance that there is proper power and Internet service available
- Determine how often you must service the safe
- Provisional credit software and how it works
- Who will be responsible for wiring funds into your clients' accounts
- Terms & Contract provisions to consider
- Financing options
- How to price your services

#### **Presenters:**

- Dallas Barr, V.P. of Operations, Total Armored Car, Detroit, Michigan
- Jon Donohoo, President, Sectran Security Inc., Pico Rivera, California

### 10:45 AM – 11:30 AM Body Cams, Biometrics, GPS Tracking, & More—Assets or Liabilities?

Grand Ballroom C

The independent operators are becoming more involved in multi-state operations and are deploying more technology on employees, in the branches, and on vehicles. There are legal concerns that operators need to be aware of. In this session we will discuss legal and good practice topics that may help you from getting into difficulty with the myriad of laws in these areas: •Weapon regulations •The Reciprocity Act •GPS Tracking •Video cameras •Body cameras •Audio recording •Hours of service •Vehicle licensing •Meal breaks •O.T. in mixed

fleets • Idling laws • DOT requirements

**Presenters:**

- Robin Miles, CEO, ATM Solutions Inc., Forest Park, Ohio
- Kyle Patterson, President, Axiom Armored Transport, Anchorage, Alaska
- David Maginsky, Attorney at Law, Well Advised LLC, Denver, Colorado

**11:30 AM – 12:30 PM Exhibit Hall Open**

Grand Ballroom A/B

Exhibitors will be at their booths ready to demonstrate their products and services, and answer any questions you may have. Please be sure to visit each booth, and even if you have no need for a particular exhibitor's offerings, be sure to give thank them for their support through their generous sponsorships.

**12:30 PM – 1:15 PM Buffet Luncheon Served In The Ballroom Foyer**

Ballroom Foyer

Join us for a buffet luncheon in the Grand Ballroom Foyer. Please remember that Name Badges are required to attend all functions and events.

**01:15 PM – 02:00 PM Underwriter/Broker Insurance Panel**

Grand Ballroom C

In keeping with IACOA Conference tradition, we are bringing an experienced and knowledgeable group of professionals to lead a discussion of Cash In Transit (CIT) Insurance and Underwriting. This year's panel includes representatives from all three (3) segments of the CIT procurement process: The U.S. Broker, The London Broker, and the Lloyds Underwriter. Our distinguished panel will present and discuss: •The current CIT Insurance Market conditions •The underwriting approach to emerging new technologies •And other present day conditions. Bring your questions!

**Panelists:**

- Stephen Lawrence, Global Practice Leader – Jewellers Block, Specie and Cash In Transit, AXA XL, London, England, UK
- Steve Nims, President, Kelly Associates, Plainville, Connecticut
- Philip Dalton, Lockton Companies, S.V.P. Head of CIT & General Specie, London, England, UK
- Louis Robertson, Underwriter, Tokio Marine Kiln Group Limited, London, England, UK

**02:00 PM – 02:45 PM Member Focus**

Grand Ballroom C

Panel Session, 2024 Board Members

*The Board of Directors want to hear from you and learn what you need from your association, not just during the annual conference, but all year long. The panelists will answer questions received in advance from its survey, and welcome questions and comments from those in attendance.*

**02:45 PM – 03:45 PM Platinum Sponsor Presentations, Day Two**

Grand Ballroom A/B

10-Minute presentations at each Platinum Sponsors Booth:

- Cite Armored • G&D • Armor Safe • Cambli Group

There will be four (4) Platinum Sponsor Presentations today. This is your opportunity to hear the latest news and special offers each Platinum Exhibitor has saved for you during this session. Please remember our Associate Members the next time you are shopping for goods and services and give them your business whenever possible. Their support helps keep IACOA strong and growing and we in turn need to support them all year long.

**03:45 PM – 05:00 PM Board of Directors Meeting Reconvened**  
Grand Ballroom C Newly elected Directors, Officers, and Committee Members will be Seated; Open Discussion & Review of the Conference, Suggestions for the 2025 Conference in Las Vegas, Nevada

**05:00 PM – 06:15 PM Exhibit Hall Cocktail Reception**  
Grand Ballroom A/B Please join us for a Cocktail Reception in the Exhibit Hall with light Hors d'oeuvres. Beer, wine, and cocktails will be served.

**06:15 PM – 09:30 PM Dinner & Entertainment Event At Andretti Racing**  
Motor Coach This will be an off-property casual event held at Andretti Racing. It is only a few blocks from our hotel and we will run motor coach shuttle service every half-hour if anyone needs to leave early. The Cocktail Reception will continue at Andretti's in its Sky Bar, which overlooks the indoor racetrack. We have reserved 105-racing slots and each competitor will have his or her best time recorded and posted on the leader board. The 12-racers with the best times will compete against each other until we have a group consisting of the best five track times. Prizes will be awarded, and racers celebrated. All the races can be watched from the Sky Bar while eating dinner, socializing, or waiting for your turn to race. Included with our attendance are swipe cards that can be used to play most games on the floor for no charge for one hour from the first swipe of your card. Other activities in the facility, but not included with our event, are Duck Pin bowling, Laser Tag, and a Virtual Reality experience. There is no additional charge for this event; it is included in your registration fee.

**06:30 PM – 11:00 PM Exhibit Hall Tear Down**  
Grand Ballroom A/B This is the first opportunity for Booth Exhibitors to tear down their booth and prepare return shipments for pickup by the exposition company on Friday. Exhibitors are prohibited from tearing down their booths prior to this time. Truck Exhibitors cannot remove their vehicles until Friday at 9:00 AM.

## **Friday, June 7, 2024**

**07:00 AM – 11:00 AM Exhibit Hall Tear Down**  
Grand Ballroom A/B All Exhibit Booths must be torn down, the booth area cleaned and cleared, and vehicles driven out of the Ballroom by 11:00 AM