

How to Register: The Conference

Only IACOA Members in good standing, or attendees invited by the IACOA Board or the Administrator, may attend the Annual Conference. There are two ways to register for the Conference:

- **On-line:** Go to the IACOA web site, www.iacoa.com, click Annual Conference, and select "Online Registration". You can register yourself and other team members, then pay by credit card through a secure eCommerce site. You'll receive a paid invoice within minutes. If you prefer, you can select "Download Print Registration Form", complete it on your computer, and send it with your payment to the IACOA Administrator by any of the methods listed on the Form.

- **IACOA Office:** Call the IACOA Administration Office at 281/292-8208, or email John Margaritis at jm@iacoa.com with your request for forms. Once you have received the forms needed, complete them as appropriate, include payment, and submit them to the Administrator by any of the methods listed on the Form.

How to Register: The Hotel

- **Where:** The Woodlands Waterway Marriott Hotel is located at 1601 Lake Robbins Drive, The Woodlands, TX 77380. The hotel is conveniently located off I-45, approximately 17-miles north of the George Bush Intercontinental Airport (IAH). The Woodlands Waterway is home to dozens of restaurants, taverns, a movie theater, and The Woodlands Shopping Mall, all outside the door of the hotel. A few blocks away is Market Street, a 1950's styled "Main Street" with dozens of stores and restaurants. Valet parking is available, and free self parking is available behind the hotel connected by an indoor walkway.

- **How:** From the IACOA website, www.iacoa.com, click "Annual Conference", scroll down to the bottom of the page and click "Hotel Website", and register for the Guest Room type you prefer on the customized online IACOA/Marriott site. If you prefer to call direct to make your Guest Room registration, call 800/228-9290. When making your reservation, be sure to ask for the group rate with the code "IACOA Conference".

- **Room Block:** The IACOA Room Block expires on Thursday, May 4, 2017, 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.

- **Room Rate:** Standard Rooms are \$179 per night, both single and double. Waterway view rooms are \$199, and Executive rooms are \$209. Check-in time is 4:00 P.M.; Check-out time is 11:00 A.M.

IACOA



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IACOA 2017

**INDEPENDENT ARMORED CAR
OPERATORS ASSOCIATION, INC.**

Join us for the
**44th Annual
Cash in Transit Networking Conference**

Controlling Costs by Managing Risks

June 3, 2017 & June 4, 2017

The Woodlands Waterway Marriott Hotel (Houston)

IACOA 2017
The Independent Armored Car Operators Association
...an International Association

Controlling Costs by Managing Risks

IACOA

2017

The 44th Annual
Cash in Transit Networking Conference
The Woodlands Waterway Marriott Hotel, The Woodlands, Texas
June 3, 2017 & June 4, 2017

➔ Join us in The Woodlands and...

- 4 Network with Industry Experts and CIT/ATM Operators During Two Days of Workshops & Breakout Sessions
- 4 Attend the Optional Pre-Conference Friday Shooting Competition with prizes awarded in three disciplines on the gun range, archery range, and simulator. Lunch is included at Dosey Doe, a 160-year old barn with real Texas food in real Texas portions
- 4 Meet Veteran CIT Industry Vendors and the Latest Technologies Available in the Exhibit Hall
- 4 Enjoy the Sunday Evening Banquet at Top Golf, a repeat venue from 2015, with dinner and prizes

Preliminary Agenda Highlights ...as of January 11, 2017

Featured Workshop

- **Controlling Costs by Managing Risks**
IACOA has assembled a panel of Cash In Transit veterans to discuss how each of their companies has controlled their costs by managing risks. Moderating this workshop will be JR Davis, President, Davis Bancorp, headquartered in Chicago, IL, and he'll be joined by panelists Cliff Jordan, President of Rapid Armored Corporation, Brooklyn, NY; Renee Menzies-McCallum, Kingston, Jamaica with operations in several other Caribbean Islands; Juan Bravo, President, Ranger American Armored Services, San Juan, PR; Jon Donohoo, President, Sectran Security, Pico Rivera, CA; and Andre YaDeau, St. Paul, MN, a security consultant that specializes in CIT. As you can see, these panelists represent large companies in dramatically different environments, many of whom have been in the industry for over 25-years. Despite how their service areas may require unique solutions to control their costs, the fundamentals of managing risks are similar. This is an opportunity to witness what policies they have created and to decide if you too can adapt their methods. IACOA workshops and breakout sessions are not lecture halls, but interactive environments where you can discuss your very own unique issues.

General & Breakout Sessions Include

- Migrating from Manual to Automated Package Tracking
- Fed Conversion to the New Internal Cash Transactional System
- Exploring Marijuana Money & Virtual Currencies
- Insurance Panel Discussion
- The Smart Safe Experience
- Legal Developments & How They Will Affect Your Business
- Platinum Sponsor Breakout Sessions: Griffin, Coin Wrap, Armor Safe

Look for the complete Agenda online at iacoa.com

IACOA 2017 Annual Conference

Controlling Costs by Managing Risks

The Woodlands Waterway Marriott Hotel
in The Woodlands, Texas (Houston)
Saturday, June 3, 2017 & Sunday, June 4, 2017



Dear IACOA Members, Speakers & Invited Guests:

The Independent Armored Car Operators Association is pleased to announce that its 2017 Annual Cash In Transit Networking Conference will be held in The Woodlands, Texas (Houston), at The Woodlands Waterway Marriott Hotel. The Woodlands is north of Houston and a thirty minute ride from George Bush Intercontinental Airport (IAH). Here is a quick snapshot of the Conference schedule; a detailed and up to date Agenda is available on the IACOA public web site:

This year, we'll continue with breakout sessions and workshops to provide attendees the best in interactive learning experiences and to facilitate networking throughout the conference. Friday morning we'll hold an optional Pre-Conference Shooting Competition at a local gun and archery range with prizes for the winners. Friday evening, join us for the Welcome Reception at the hotel's Tuscany Lounge, followed by dinner on your own, or if you prefer, another optional event that includes a dinner/concert with Christopher Cross at a 400-seat venue.

The Conference opening session begins on Saturday at 10:30 AM with the first Exhibit Hall viewing and luncheon from 12:30 PM. to 2:00 PM. The Conference will resume thereafter and continue through Sunday night concluding at 10:00 PM following an Exhibit Hall Cocktail Reception, Dinner, and Entertainment at Top Golf (identical venue and event as in 2015). On Monday, Exhibitor tear-down is from 7:00 AM to 10:00 AM, Associate Member elections will be held at 8:00 AM, the Related Operating Member election at 9:00 AM, and a Board of Directors meeting is scheduled for 9:30 AM at which newly elected Directors and Officers will be seated.

Remember to consult the IACOA public web site for the latest information at www.iacoa.com.

See You in The Woodlands, Texas!

Officers & Directors

- Clifford Jordan
Chairman of the Board
Rapid Armored Corporation
- JR Davis
President
Davis Bancorp
- Juan Bravo
Vice President
Ranger American Armored Services, Inc.
- Robin Miles
Treasurer
JLT Specialty Limited
- John Margaritis
Administrator/Secretary
IACOA
- Stephen Blount
Director (AM)
Griffin Inc.
- Jon Donohoo
Director (RM)
Sectran Security Inc.
- Jack Elder
Director (RM)
IBI Secured Transport, Inc.
- Renee Menzies-McCallum
Director (RM)
Guardsman Armoured Limited
- Larry Robinson
Alternate Director (AM)
Armor Safe Technologies
- Sally String-Wilson
Director (ROM)
Coin Wrap, Inc.

Planning Committee

- Juan Bravo, Chairman
- Renee Menzies-McCallum, Member
- Sally String-Wilson, Member
- Jack Elder, Member
- John Margaritis, Member
- Denise Naranchich, Member



Training



Education



Processing



Transportation



Legislation



Networking



Testing

Introduction to IACOA & Statement of Purpose

The Independent Armored Car Operators Association, Inc. (IACOA), was founded in 1971 to provide an association for the growing number of privately owned armored car companies and to establish high standards of operation and customer service. Over the years, the organization has grown to include companies throughout the United States and the world. These companies, while independent, and sometimes in competition with each other, work together in areas of security and insurance to guarantee their customers the best possible service available.

The Cash in Transit industry is relatively small in size but looms large in the safe and efficient movement of our nation's wealth. Literally billions of dollars each day are processed and transported safely around the United States and the world by armored vehicles and airplanes. Without this basic, secure, and reliable service, our financial markets would grind to a halt.

IACOA provides its members with lobbying efforts at the federal level, workshops, a knowledge base (many of our members have been in the business for over fifty years), networking, and an annual conference in which a majority of our members attend and meet face to face.