



IACOA 2009 Annual Convention

Round Table Workshops moderated by Industry Veterans to help you manage your CIT company in today's challenging environment.

General Sessions

- Federal Reserve Bank, Cash Product Office Update: *Phil Johnson, Director Cash Product Office, FRB S.F. L.A. Office*
- Employee Free Choice Act, What it Means to You & What Are Your Odds: *Jim Cusack, Attorney at Law*
- Compliance Challenges with a Global Currency: *Jeffrey Pruiksma, Cash Officer, Federal Reserve Bank of N.Y.*
- Legislation & SCOLA Update: *Michael Gambrell, Senior V.P. of Industry & Governmental Affairs, Dunbar, Inc.*
- The Reid Technique to Improve Interviewing & Interrogation Skills: *Joseph Buckley, John E. Reid & Associates*
- 2008 Armored Car Robbery Report Statistics & Analysis; ESTA Update:
D. Mark Lowers, CEO/President, Lowers & Associates & Bruce Magelky, Lowers & Associates
- Federal Bureau of Investigation: *Presentation & Speaker to be Announced*
- Armored Truck Based Video Camera Demo on Internet by GPS & Cellular Feed
Keith Delorio, Marketing Manager, Telexper, Inc.

Breakout Round Table Sessions

- Insurance Panel; U.S. & London Brokers; Lloyds Underwriters: *Moderated by Antonio Palmiotto, Willis llB, Inc.*
- Contract Structure & Language: *Moderated by Richard C. Otter, Attorney at Law & IACOA Legal Counsel*
- ATMs; Everything You Need to Know: *Tom Finnegan, V.P. Thillens, Inc. & Jeff Hayes, V.P. Big Ten Armor*
- Union Organization Workshop; What you Need to Know & What to Do Now: *James Cusack, Attorney*
- Security Risk & Mitigation; Bank Required IT Compliance: *D. Mark Lowers, CEO/President, Lowers & Associates*
- 2010 Truck Engine Update; Navistar & Hino Presentations: *Speakers to be Announced*
- Let's Discuss Cash/Coin Issues; Your Ideas & Solutions: *Phil Johnson, Director Cash Product Office, FRB S.F., L.A. Office*
- Coin Processing: *Moderated by James Vance, President, Oregon Armored Service, Inc.*
- Losses: Experiences Revealed & Lessons Learned; **Regular Members Only:** *James Vance & Jack Elder*
- Maintenance of Your Fleet; Cost Benefits with Fleet Longevity & Fuel Savings: *Panel Moderators to be Announced*
- Cash Room Processing; What is it, Who Needs It, and How do you sell it? *Craig Morrison, Guardsman Armoured Ltd.*

Cooperation!...continued from Page 1

affect our Industry. Larry Sabbath reviews them for any impact on our Industry. This often results in follow up correspondence with the legislators to educate them on the "Armored Car Industry" position. Frequently, we are able to quash a bill or regulation that would be detrimental to our Industry.

Conversely, we have been able to facilitate a number of legislative/regulatory changes that help our Industry. For example, we were able to persuade the US Environmental Protection Agency to exempt armored cars from their model state bill regarding idling restrictions. States have been enacting idling statutes and are including the exemption. We still have work to do in

those states where such bills were already in effect.

We have also been successful in opposing a bill that mandated a three man crew in Illinois among others. Our SCOLA chairman is in the guard business and assisted us in that effort. We find it is always advantageous when meeting with public officials to advise them that the Industry is united on an issue. By working together, we can keep winning these battles.

While competition will always be the nature of our business, we must cooperate in the areas of security, safety, training, legislation and regulation if we are to survive. I look forward to our continuing cooperative efforts on behalf of our Industry. **Mike Gambrell**