



ABS GLOBAL

ICON CLUB

INFLUENCE * LEADERSHIP * ALLEGIANCE

MARCH 2024

The ABS ICON Club is a way to recognize our top performing sales team members from across the ABS North American business. Each month, we will share a leader board for dairy (including Udder Care), beef, and Canada. Winners at the end of fiscal year 2024 will be awarded at our annual ICON Club Awards Banquet. Thank you, to our entire team, for working hard to meet our customers needs and helping them **profit through genetic progress**.

Below are the standings from March 2024.

NORTH AMERICA DAIRY AND UDDER CARE EMPLOYEES		
UNITED STATES		
Rank	Employee	Manager
1	Chad Partington	Flint Morrow
2	Peter Koszelak	Drew Hill
3	Jonathan Barnes	Brian Good
4	Mark Sherwood	Drew Hill
5	Eric Schulenburg	Todd Kronberg
6	George Gosselin	Craig Countryman
7	Kevin Dejager	Stacey Odette
8	Mary Sprang	Alexander P Kitts
9	Sawyer Dann	Carl Anderson
10	Brian Lantzky	Casey Nelson
11	Vincent Vignali	Dan Cunningham
12	Jeff Peifer	Doug Baker
13	Nino Olmos	Michael Lutz
14	Jacob Hilger	Dan Cunningham
15	Connor Thomas	Dylan Price
16	Matt Haen	Dan Cunningham
17	William Gaylard	Eddie Fredriksson
18	Keith Nettekoven	Dan Cunningham
19	Matthew J King	Brian Good
20	Stacey Odette	Michael Lutz
CANADA		
1	Blair Mackay	BJ Mayfield
2	Guyline St-Pierre	Denis Descoteaux
3	Chris Nooyen	BJ Mayfield
4	Jean Philippe Lamontagne	Denis Descoteaux
5	Philip Wait	BJ Mayfield

NORTH AMERICA DAIRY AND UDDER CARE REPRESENTATIVES

UNITED STATES

Rank	Authorized Representative	Sales Manager
1	Dave Armstead	Todd Riggs
2	James Parsch	Todd Riggs
3	Simon Hewett	Todd Kronberg
4	Jason Griffith Inc	Darren Peterson
5	Thomas Knegendorf	Todd Kronberg
6	Joe Pinedo	Flint Morrow
7	Ryan Ridge	Todd Riggs
8	Kaleb Varrelmann	Todd Kronberg
9	Dave Koons	Doug Baker
10	John Cannon	Todd Kronberg
11	Jim Cauley	Todd Kronberg
12	Samuel Schweer	Darren Peterson
13	Tom Medina	Darren Peterson
14	Kees Polman	Todd Kronberg
15	Dan Mahr	Todd Kronberg
16	Gerry Laufenberg	Todd Kronberg
17	Brent Betker	Todd Kronberg
18	Dennis Venhuizen	Todd Kronberg
19	Brendon Vandervliet	Todd Kronberg
20	Maurice Bornhorst	Todd Riggs

CANADA

1	Dale Van Sickle	Neil Richardson
2	Andrew Flokstra	Neil Richardson
3	Jan Vermeer	BJ Mayfield
4	Anton Heinze	BJ Mayfield
5	Marty Kirchmeier	BJ Mayfield
6	Bernard Plourde	Denis Descoteaux
7	James Macpherson	BJ Mayfield
8	David Cliche	Denis Descoteaux
9	Marc-Andre Dufour	Denis Descoteaux
10	Stan Szwedowicz	Neil Richardson

UNITED STATES BEEF TEAM

Rank	Authorized Representative	Sales Manager
1	Donald Nordby	Nicky Oosthuizen
2	Neal Haverkamp	Roger Wann
3	Katherine Keller	Bobby Strecker
4	Cody Washam	Brian Brace
5	Jeff Hould	Lacey Sutherlin
6	Dave Ourada	Bobby Strecker
7	Jarrett Ezell	Todd Sears
8	Michael Tolstedt	Bobby Strecker
9	Robert Huffman	Bobby Strecker
10	Christopher Knox	Brian Brace
11	Lyle Phillips	Bobby Strecker
12	John Fisher	Roger Wann
13	Lynn George	Lacey Sutherlin
14	Steve And Travis Horn	Bobby Strecker
15	Adam Freouf	Bobby Strecker
16	Brock Finley	Roger Wann
17	Gabel Sandal	Nicky Oosthuizen
18	Travis Chrisman	Bobby Strecker
19	Jarod Long	Brad Bennett
20	Myron Miles	Joe Jones

SELECTION PROCESS: Gross margin revenue, gross margin revenue growth, and percent gross revenue growth is weighted respectively by 60/30/10 percent. This is designed to recognize salespeople with higher year over year growth. Team members can only attend an ICON Club Banquet for two consecutive years. Minimum qualifications for an authorized rep to qualify is to sell at least 2,000 units and \$55,000 semen revenue in the fiscal year. Winners must also be an authorized rep or employee for at least one full fiscal year.