



ABS GLOBAL

ICON CLUB

INFLUENCE ★ LEADERSHIP ★ ALLEGIANCE

FEBRUARY 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 February 2024.

NORTH AMERICA DAIRY AND UDDER CARE EMPLOYEES

UNITED STATES

Rank	Employee	Manager
1	Chad Partington	Flint Morrow
2	Eric Schulenburg	Todd Kronberg
3	Peter Koszelak	Drew Hill
4	Jonathan Barnes	Brian Good
5	Mark Sherwood	Drew Hill
6	Kevin Dejager	Stacey Odette
7	George Gosselin	Craig Countryman
8	Mary Sprang	Alexander P Kitts
9	Sawyer Dann	Carl Anderson
10	Brian Lantzky	Casey Nelson
11	Vincent Vignali	Dan Cunningham
12	William Gaylard	Eddie Fredriksson
13	Jeff Peifer	Doug Baker
14	Jacob Hilger	Dan Cunningham
15	Matt Haen	Dan Cunningham
16	John Cook Jr	Eddie Fredriksson
17	Keith Nettekoven	Dan Cunningham
18	Brandon Denton	Flint Morrow
19	Connor Thomas	Dylan Price
20	Dylan Price	Carl Anderson

CANADA

1	Chris Nooyen	BJ Mayfield
2	Guyline St-Pierre	Denis Descoteaux
3	Blair Mackay	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	Kaleb Varrelmann	Todd Kronberg
3	Jason Griffith Inc	Darren Peterson
4	Richmond Beckard	Todd Kronberg
5	Joe Pinedo	Flint Morrow
6	Simon Hewett	Todd Kronberg
7	James Parsch	Todd Riggs
8	Thomas Knegendorf	Todd Kronberg
9	Ryan Ridge	Todd Riggs
10	Dave Koons AI Inc.	Doug Baker
11	Kees Polman	Todd Kronberg
12	John Cannon	Todd Kronberg
13	Samuel Schweer	Darren Peterson
14	Tom Medina	Darren Peterson
15	Jim Cauley	Todd Kronberg
16	Dan Mahr	Todd Kronberg
17	Gerry Laufenberg	Todd Kronberg
18	Chris Quade	Todd Kronberg
19	Brent Betker	Todd Kronberg
20	Michael Charles	Doug Baker

CANADA

1	Dale Van Sickle	Neil Richardson
2	Andrew Flokstra	Neil Richardson
3	Jan Vermeer	BJ Mayfield
4	Anton Heinzle	BJ Mayfield
5	Bernard Plourde	Denis Descoteaux
6	James Macpherson	BJ Mayfield
7	Marty Kirchmeier	BJ Mayfield
8	David Cliche	Denis Descoteaux
9	Charles Fowler	Denis Descoteaux
10	Randy Stoker	Neil Richardson

UNITED STATES BEEF TEAM

Rank	Authorized Representative	Sales Manager
1	Neal Haverkamp	Roger Wann
2	Michael Tolstedt	Bobby Strecker
3	Jarrett Ezell	Todd Sears
4	Cody Washam	Brian Brace
5	John Fisher	Roger Wann
6	Dave Ourada	Bobby Strecker
7	Jarod Long	Brad Bennett
8	Myron Miles	Joe Jones
9	Adam Simmons	Joe Jones
10	Chris Stansberry	Roger Wann
11	Ben Lloyd	Brad Bennett
12	Katherine Keller	Bobby Strecker
13	Donald Nordby	Nicky Oosthuizen
14	Casey Hagenah	Lacey Sutherlin
15	Blake Smith	Brian Brace
16	Craig Evans	Brian Brace
17	Alyssa Clements	Brad Bennett
18	Norm & Sue Bellows	Lacey Sutherlin
19	Audrey Meyer	Todd Sears
20	Levi Kosmicki	Bobby Strecker

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.