



ABS GLOBAL

ICON CLUB

INFLUENCE ★ LEADERSHIP ★ ALLEGIANCE

MAY 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 May 2024.

NORTH AMERICA DAIRY AND UDDERCARE EMPLOYEES		
UNITED STATES		
Rank	Employee	Manager
1	Jonathan Barnes	Brian Good
2	Peter Koszelak	Drew Hill
3	Mark Sherwood	Drew Hill
4	Eric Schulenburg	Todd Kronberg
5	Kevin Dejager	Stacey Odette
6	George Gosselin	Craig Countryman
7	Sawyer Dann	Carl Anderson
8	Mary Sprang	Alexander P Kitts
9	Randall Kruse	Brian Good
10	Drew Hill	Craig Countryman
11	William Fien	Nino Olmos
12	Jacob Hilger	Dan Cunningham
13	Clark Zimmerman	Doug Baker
14	Brian Lantzy	Casey Nelson
15	Brandon Denton	Flint Morrow
16	Zach Berry	Flint Morrow
17	Jeff Peifer	Doug Baker
18	Chad Partington	Flint Morrow
19	Keith Nettekoven	Dan Cunningham
20	Connor Thomas	Dylan Price
CANADA		
1	Blair Mackay	BJ Mayfield
2	Chris Nooyen	BJ Mayfield
3	Jean Philippe Lamontagne	Denis Descoteaux
4	Guyline St-Pierre	Denis Descoteaux
5	Philip Wait	BJ Mayfield

NORTH AMERICA DAIRY AND UDDERCARE REPRESENTATIVES

UNITED STATES

Rank	Authorized Representative	Sales Manager
1	Dave Armstead	Todd Riggs
2	Bob Driesenga	Todd Riggs
3	James Parsch	Todd Riggs
4	Simon Hewett	Todd Kronberg
5	Jim Cauley	Todd Kronberg
6	Ryan Ridge	Todd Riggs
7	Richmond Beckard	Todd Kronberg
8	Thomas Knegendorf	Todd Kronberg
9	Samuel Schweer	Darren Peterson
10	Kees Polman	Todd Kronberg
11	Dave Koons	Doug Baker
12	Tom Medina	Darren Peterson
13	Joe Pinedo	Flint Morrow
14	Bruce Iverson	Todd Kronberg
15	Gerry Laufenberg	Todd Kronberg
16	John Cannon	Todd Kronberg
17	Jason Griffith	Darren Peterson
18	Brent Betker	Todd Kronberg
19	Dan Mahr	Todd Kronberg
20	Clair Oberholtzer	Todd Riggs

CANADA

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

UNITED STATES BEEF TEAM

Rank	Authorized Representative	Sales Manager
1	Anton Hermes	Bobby Strecker
2	Travis Chrisman	Bobby Strecker
3	Katherine Keller	Bobby Strecker
4	Dave Ourada	Bobby Strecker
5	Levi Kosmicki	Bobby Strecker
6	Neal Haverkamp	Roger Wann
7	Travis Albrecht	Bobby Strecker
8	Jared Knock	Nicky Oosthuizen
9	Donald Nordby	Nicky Oosthuizen
10	Christopher Knox	Brian Brace
11	John Fisher	Roger Wann
12	Steve And Travis Horn	Bobby Strecker
13	Cody Wilson	Bobby Strecker
14	Cody Washam	Brian Brace
15	J P Mcilvain	Roger Wann
16	Jeff Hould	Lacey Sutherlin
17	Robert Huffman	Bobby Strecker
18	Brock Finley	Roger Wann
19	Jarrett Ezell	Todd Sears
20	Chris Balcom	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.