



ABS GLOBAL

ICON CLUB

INFLUENCE * LEADERSHIP * ALLEGIANCE

APRIL 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 April 2024.

NORTH AMERICA DAIRY AND UDDER CARE EMPLOYEES		
UNITED STATES		
Rank	Employee	Manager
1	Chad Partington	Flint Morrow
2	Jonathan Barnes	Brian Good
3	Peter Koszelak	Drew Hill
4	Mark Sherwood	Drew Hill
5	Eric Schulenburg	Todd Kronberg
6	George Gosselin	Craig Countryman
7	Sawyer Dann	Carl Anderson
8	Mary Sprang	Alexander P Kitts
9	Kevin Dejager	Stacey Odette
10	William Gaylard	Eddie Fredriksson
11	Brian Lantzky	Casey Nelson
12	Vincent Vignali	Dan Cunningham
13	Nino Olmos	Michael Lutz
14	Jeff Peifer	Doug Baker
15	Jacob Hilger	Dan Cunningham
16	Matthew J King	Brian Good
17	Keith Nettekoven	Dan Cunningham
18	John Cook Jr	Eddie Fredriksson
19	Matt Haen	Dan Cunningham
20	Connor Thomas	Dylan Price
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	Bob Driesenga	Todd Riggs
3	James Parsch	Todd Riggs
4	Kaleb Varrelmann	Todd Kronberg
5	Thomas Knegendorf	Todd Kronberg
6	Simon Hewett	Todd Kronberg
7	Ryan Ridge	Todd Riggs
8	Samuel Schweer	Darren Peterson
9	Jason Griffith	Darren Peterson
10	Jim Cauley	Todd Kronberg
11	Tom Medina	Darren Peterson
12	Joe Pinedo	Flint Morrow
13	John Cannon	Todd Kronberg
14	Kees Polman	Todd Kronberg
15	Dan Mahr	Todd Kronberg
16	Gerry Laufenberg	Todd Kronberg
17	Dave Koons AI Inc.	Doug Baker
18	Brent Betker	Todd Kronberg
19	Bruce Iverson	Todd Kronberg
20	Chris Quade	Todd Kronberg

CANADA

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

UNITED STATES BEEF TEAM

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

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.