



ABS GLOBAL

# ICON CLUB

INFLUENCE ★ LEADERSHIP ★ ALLEGIANCE

JULY 2022 - JANUARY 2023

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 2023 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 July 2022 through January 2023.

NORTH AMERICA DAIRY AND UDDER CARE EMPLOYEES		
UNITED STATES		
Rank	Employee	Manager
1	Zachary Berry	Flint Morrow
2	Jonathan Barnes	Roger Sundberg
3	Brandon Denton	Flint Morrow
4	William Fien	Nino Olmos
5	Eric Schulenburg	Todd Kronberg
6	Keith Nettekoven	Dan Cunningham
7	Blake Schoenbachler	Stacey Odette
8	Chad Partington	Flint Morrow
9	Mark Sherwood	Hannah Worden
10	Ryan Kamps	Stuart Zimmerman
11	Peter Koszelak	Hannah Worden
12	Joel Owens	Chris Hongslo
13	Drew Hill	Roger Sundberg
14	Charles Blair	Craig Countryman
15	Jared Herbst	Flint Morrow
16	Jeff Wiechert	Dan Cunningham
17	Brian Good	Roger Sundberg
18	George Gosselin	Carl Anderson
19	Sawyer Dann	Hannah Worden
20	Kevin Oberholtzer	Doug Baker
CANADA		
1	Chris Nooyen	BJ Mayfield
2	Jean Philippe Lamontagne	Denis Descoteaux
3	Philip Wait	BJ Mayfield
4	Blair Mackay	BJ Mayfield
5	Guyline St-Pierre	Denis Descoteaux

## NORTH AMERICA DAIRY AND UDDER CARE REPRESENTATIVES

## UNITED STATES

Rank	Authorized Representative	Sales Manager
1	Jason Griffith Inc	Darren Peterson
2	Bob Driesenga	Roger Sundberg
3	Hank Veenendaal	Darren Peterson
4	Kevin Hatch	Flint Morrow
5	Tom Scheller	Flint Morrow
6	Ricardo De La Torre	Darren Peterson
7	Dale Pahel	Darren Peterson
8	Ken Drew	Flint Morrow
9	Brent Hulstein	Chris Hongslo
10	Ivan Simar	Darren Peterson
11	Robert Altstatt	Eddie Fredriksson
12	John Cannon	Todd Kronberg
13	Ryan Ridge	Roger Sundberg
14	Kaleb Varrelmann	Todd Kronberg
15	James Parsch	Roger Sundberg
16	Robert Brink	Todd Kronberg
17	Richard Caverly	Roger Sundberg
18	Dustin Tiffany	Todd Kronberg
19	Brooke Anne Ryan	Roger Sundberg
20	Dave Koons AI Inc.	Doug Baker

## CANADA

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

## UNITED STATES BEEF TEAM

Rank	Authorized Representative	Sales Manager
1	Shea Gentzsch	Brian Brace
2	Jared Knock	Nicky Oosthuizen
3	Mark Sexton	Roger Wann
4	Katherine Keller	Bobby Strecker
5	John Fisher	Roger Wann
6	Michael Tolstedt	Bobby Strecker
7	Kaid Baumann	Stephanie Nelson
8	Chris Wisener	Brad Bennett
9	Shane Roark	Brian Brace
10	Monty Morrill	Bobby Strecker
11	Cody Wilson	Bobby Strecker
12	Jarrett Ezell	John Merrill
13	Stan Smith	Brian Brace
14	Aaron Loy	Brad Bennett
15	Larry Demuth	Brad Bennett
16	Lynn George	Lacey Sutherlin
17	Stacey Gravenhof	Lacey Sutherlin
18	Jarod Long	Brad Bennett
19	Jeff Hould	Lacey Sutherlin
20	Brock Finley	Roger Wann
20	Hermann Vet Clinic	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.