



ABS GLOBAL

# ICON CLUB

INFLUENCE ★ LEADERSHIP ★ ALLEGIANCE

FEBRUARY 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 February 2023.

NORTH AMERICA DAIRY AND UDDER CARE EMPLOYEES		
UNITED STATES		
Rank	Employee	Manager
1	Zachary Berry	Flint Morrow
2	Brandon Denton	Flint Morrow
3	Jonathan Barnes	Roger Sundberg
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	Peter Koszelak	Hannah Worden
10	Mark Sherwood	Hannah Worden
11	Ryan Kamps	Stuart Zimmerman
12	Joel Owens	Chris Hongslo
13	Charles Blair	Craig Countryman
14	Drew Hill	Roger Sundberg
15	Jeff Wiechert	Dan Cunningham
16	Sawyer Dann	Hannah Worden
17	Brian Good	Roger Sundberg
18	Jared Herbst	Flint Morrow
19	George Gosselin	Carl Anderson
20	Ervin Barrios	Rudy Beining
CANADA		
1	Chris Nooyen	BJ Mayfield
2	Philip Wait	BJ Mayfield
3	Jean Philippe Lamontagne	Denis Descoteaux
4	Blair Mackay	BJ Mayfield
5	Guylaine 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	Dale Pahel	Darren Peterson
6	Tom Scheller	Flint Morrow
7	Ivan Simar	Darren Peterson
8	Ken Drew	Flint Morrow
9	Ricardo De La Torre	Darren Peterson
10	Kaleb Varrelmann	Todd Kronberg
11	Dave Koons AI Inc.	Doug Baker
12	Robert Altstatt	Eddie Fredriksson
13	Brent Hulstein	Flint Morrow
14	Ryan Ridge	Roger Sundberg
15	Richard Caverly	Roger Sundberg
16	Thomas Knegendorf	Todd Kronberg
17	James Parsch	Roger Sundberg
18	John Coleman	Todd Kronberg
19	Dustin Tiffany	Todd Kronberg
20	John Cannon	Todd Kronberg

## CANADA

1	Dale Van Sickle	Neil Richardson
2	Stan Szwedowicz	Neil Richardson
3	Andrew Flokstra	Neil Richardson
4	Bernard Plourde	Denis Descoteaux
5	Jan Vermeer	BJ Mayfield
6	Randy Stoker	Neil Richardson
7	Anton Heinzle	BJ Mayfield
8	David Cliche	Denis Descoteaux
9	Jody Smallman	BJ Mayfield
10	Mario Cantin	Denis Descoteaux

## UNITED STATES BEEF TEAM

Rank	Authorized Representative	Sales Manager
1	Katherine Keller	Bobby Strecker
2	Shea Gentsch	Brian Brace
3	Jared Knock	Nicky Oosthuizen
4	Mark Sexton	Roger Wann
5	Brock Finley	Roger Wann
6	Shane Roark	Brian Brace
7	Cody Wilson	Bobby Strecker
8	Michael Tolstedt	Bobby Strecker
9	Chris Wisener	Brad Bennett
10	Travis Albrecht	Bobby Strecker
11	Kaid Baumann	Stephanie Nelson
12	Christopher Knox	Brian Brace
13	Jarrett Ezell	John Merrill
14	Monty Morrill	Bobby Strecker
15	Anita Pepin	Nicky Oosthuizen
16	Aaron Loy	Brad Bennett
17	Brady Larson	Bobby Strecker
18	Stan Smith	Brian Brace
19	Kirby Goettsch	Nicky Oosthuizen
20	Lynn George	Lacey Sutherlin

**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.