



ABS GLOBAL

ICON CLUB

INFLUENCE ★ LEADERSHIP ★ ALLEGIANCE

MAY 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 May 2023.

NORTH AMERICA DAIRY AND UDDER CARE EMPLOYEES		
UNITED STATES		
Rank	Employee	Manager
1	Zach Berry	Flint Morrow
2	Brandon Denton	Flint Morrow
3	Jonathan Barnes	Roger Sundberg
4	Chad Partington	Flint Morrow
5	William Fien	Nino Olmos
6	Peter Koszelak	Hannah Worden
7	Mark Sherwood	Hannah Worden
8	Eric Schulenburg	Todd Kronberg
9	Brian Good	Roger Sundberg
10	Sawyer Dann	Hannah Worden
11	Joel Owens	Chris Hongslo
12	George Gosselin	Carl Anderson
13	Charles Blair	Craig Countryman
14	Ryan Kamps	Stuart Zimmerman
15	Jared Herbst	Flint Morrow
16	Jeff Peifer	Doug Baker
17	Randall Kruse	Roger Sundberg
18	Jonathan Gaylard	Eddie Fredriksson
19	Kevin Dejager	Stacey Odette
20	Doug Martin	Doug Baker
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	Dave Armstead	Roger Sundberg
3	Bob Driesenga	Roger Sundberg
4	Ken Drew	Flint Morrow
5	Kevin Hatch	Flint Morrow
6	Dale Pahel	Darren Peterson
7	Simon Hewett	Todd Kronberg
8	Kaleb Varrelmann	Todd Kronberg
9	Hank Veenendaal	Darren Peterson
10	Brent Hulstein	Chris Hongslo
11	Ricardo De La Torre	Darren Peterson
12	Ryan Ridge	Roger Sundberg
13	John Cannon	Todd Kronberg
14	James Parsch	Roger Sundberg
15	Dustin Tiffany	Todd Kronberg
16	Ivan Simar	Darren Peterson
17	Tom Scheller	Flint Morrow
18	Carl Rapp	Roger Sundberg
19	Robert Altstatt	Eddie Fredriksson
20	Richard Caverly	Roger Sundberg

CANADA

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

UNITED STATES BEEF TEAM

Rank	Authorized Representative	Sales Manager
1	Mark Sexton	Roger Wann
2	Travis Chrisman	Bobby Strecker
3	Travis Cline	Lacey Sutherlin
4	David Mcglothlin	Brad Bennett
5	Marc Kleinsasser	Nicky Oosthuizen
6	Lynn George	Lacey Sutherlin
7	Shea Gentzsch	Brian Brace
8	Monty Morrill	Bobby Strecker
9	Donald Nordby	Nicky Oosthuizen
10	Katherine Keller	Bobby Strecker
11	Christopher Knox	Brian Brace
12	Dave Ourada	Bobby Strecker
13	John Fisher	Roger Wann
14	Brock Finley	Roger Wann
15	Michael Tolstedt	Bobby Strecker
16	Adam Simmons	Joe Jones
17	Shane Roark	Brian Brace
18	Brady Larson	Bobby Strecker
19	Anita Pepin	Nicky Oosthuizen
20	Stacey Gravenhof	Lacey Sutherlin
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.