



ABS GLOBAL

ICON CLUB

INFLUENCE * LEADERSHIP * ALLEGIANCE

JANUARY 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 January 2024.

NORTH AMERICA DAIRY AND UDDER CARE EMPLOYEES		
UNITED STATES		
Rank	Employee	Manager
1	Chad Partington	Flint Morrow
2	Peter Koszelak	Drew Hill
3	Eric Schulenburg	Todd Kronberg
4	Mark Sherwood	Drew Hill
5	Jonathan Barnes	Brian Good
6	Kevin Dejager	Stacey Odette
7	Mary Sprang	Alexander P Kitts
8	Brandon Denton	Flint Morrow
9	George Gosselin	Craig Countryman
10	Sawyer Dann	Carl Anderson
11	Brian Lantzky	Casey Nelson
12	Vincent Vignali	Dan Cunningham
13	Jeff Peifer	Doug Baker
14	William Gaylard	Eddie Fredriksson
15	Keith Nettekoven	Dan Cunningham
16	Jacob Hilger	Dan Cunningham
17	Matt Haen	Dan Cunningham
18	John Cook Jr	Eddie Fredriksson
19	Dylan Price	Carl Anderson
20	Alvin H Gross	Drew Hill
CANADA		
1	Chris Nooyen	BJ Mayfield
2	Jean Philippe Lamontagne	Denis Descoteaux
3	Philip Wait	BJ Mayfield
4	Guyline St-Pierre	Denis Descoteaux
5	Blair Mackay	BJ Mayfield

NORTH AMERICA DAIRY AND UDDER CARE REPRESENTATIVES

UNITED STATES

Rank	Authorized Representative	Sales Manager
1	Dave Armstead	Todd Riggs
2	Jason Griffith	Darren Peterson
3	Kaleb Varrelmann	Todd Kronberg
4	Richmond Beckard	Todd Kronberg
5	Richard Caverly	Roger Sundberg
6	Simon Hewett	Todd Kronberg
7	Joe Pinedo	Flint Morrow
8	James Parsch	Todd Riggs
9	Thomas Knegendorf	Todd Kronberg
10	Ryan Ridge	Todd Riggs
11	Kees Polman	Todd Kronberg
12	Jim Cauley	Todd Kronberg
13	Dave Koons	Doug Baker
14	Tom Medina	Darren Peterson
15	Ivan Simar	Darren Peterson
16	Samuel Schweer	Darren Peterson
17	Dan Mahr	Todd Kronberg
18	John Cannon	Todd Kronberg
19	Chris Quade	Todd Kronberg
20	Brent Betker	Todd Kronberg

CANADA

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

UNITED STATES BEEF TEAM

Rank	Authorized Representative	Sales Manager
1	Neal Haverkamp	Roger Wann
2	Cody Washam	Brian Brace
3	Jarod Long	Brad Bennett
4	Myron Miles	Joe Jones
5	Chris Stansberry	Roger Wann
6	Jarrett Ezell	Todd Sears
7	Ben Lloyd	Brad Bennett
8	Craig Evans	Brian Brace
9	Robert Huffman	Bobby Strecker
10	Katherine Keller	Bobby Strecker
11	Brady Larson	Bobby Strecker
12	Blake Smith	Brian Brace
13	Jeff Hould	Lacey Sutherlin
14	Audrey Meyer	Todd Sears
15	James Marshall	Nicky Oosthuizen
16	Christopher Knox	Brian Brace
17	Marc Kleinsasser	Nicky Oosthuizen
18	Chris Balcom	Bobby Strecker
19	Levi Kosmicki	Bobby Strecker
20	Jason Lindbom	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.