

ABS GLOBAL 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**.

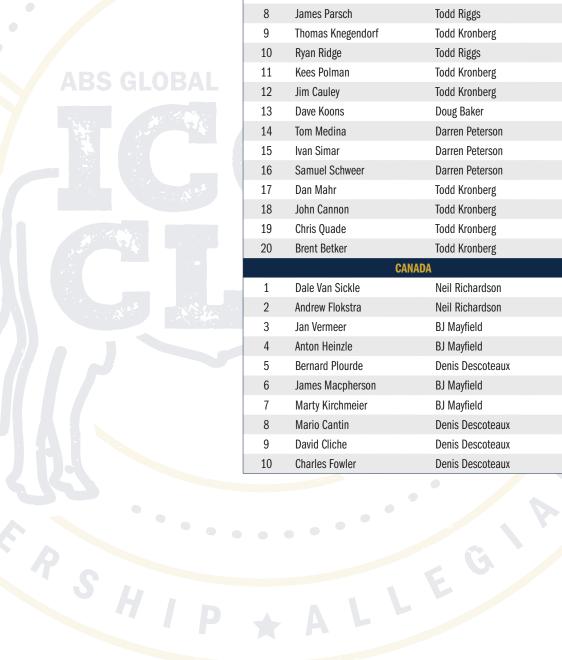
Below are the standings from January 2024.

ABS GLOBAL

NOR	TH AMERICA DAIRY AND U			
	UNITED STA	TES		
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	Guylaine St-Pierre	Denis Descoteaux		
5	Blair Mackay	BJ Mayfield		
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	NORTH AMERICA DAIRY AND UDDER CARE REPRESENTATIVES						
	UNITED STATES						
	Rank	Authorized Representative	Sales Manager				
ſ	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				
1	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 Heinzle	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 Authoriz	ed Representative	Sales Manager	
1 Neal Ha	verkamp	Roger Wann	
2 Cody W	asham	Brian Brace	
3 Jarod Lo	ong	Brad Bennett	
4 Myron M	Miles	Joe Jones	
5 Chris St	ansberry	Roger Wann	
6 Jarrett I	zell	Todd Sears	
7 Ben Llo	/d	Brad Bennett	
8 Craig Ev	ans	Brian Brace	
9 Robert	Huffman	Bobby Strecker	
10 Katherii	ne Keller	Bobby Strecker	
11 Brady L	arson	Bobby Strecker	
12 Blake S	mith	Brian Brace	
13 Jeff Hou	ld	Lacey Sutherlin	
14 Audrey	Meyer	Todd Sears	
15 James I	Marshall	Nicky Oosthuizen	
16 Christop	her Knox	Brian Brace	
17 Marc KI	einsasser	Nicky Oosthuizen	
18 Chris Ba	lcom	Bobby Strecker	
19 Levi Kos	smicki	Bobby Strecker	
20 Jason L	ndbom	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.