



ABS GLOBAL

ICON CLUB

INFLUENCE ★ LEADERSHIP ★ ALLEGIANCE

JULY - DECEMBER 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 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 July-December 2023.

NORTH AMERICA DAIRY AND UDDER CARE EMPLOYEES		
UNITED STATES		
Rank	Employee	Manager
1	Chad Partington	Flint Morrow
2	Peter Koszelak	Drew Hill
3	Mark Sherwood	Drew Hill
4	Brandon Denton	Flint Morrow
5	Eric Schulenburg	Todd Kronberg
6	Jonathan Barnes	Todd Riggs
7	Kevin Dejager	Stacey Odette
8	Mary Sprang	Alexander P Kitts
9	George Gosselin	Carl Anderson
10	Sawyer Dann	Carl Anderson
11	Brian Lantzky	Casey Nelson
12	Vincent Vignali	Dan Cunningham
13	Keith Nettekoven	Dan Cunningham
14	Alvin H Gross	Drew Hill
15	Matt Haen	Dan Cunningham
16	Jacob Hilger	Dan Cunningham
17	Jeff Peifer	Doug Baker
18	Dylan Price	Carl Anderson
19	John Cook Jr	Eddie Fredriksson
20	Randall Kruse	Todd Riggs
CANADA		
1	Chris Nooyen	BJ Mayfield
2	Jean Philippe Lamontagne	Denis Descoteaux
3	Guyline St-Pierre	Denis Descoteaux
4	Nicolae Coman	Neil Richardson
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 Inc	Darren Peterson
3	Kaleb Varrelmann	Todd Kronberg
4	Simon Hewett	Todd Kronberg
5	Richard Caverly	Craig Countryman
6	Joe Pinedo	Flint Morrow
7	James Parsch	Todd Riggs
8	Richmond Beckard	Todd Kronberg
9	Kees Polman	Todd Kronberg
10	Ken Drew	Flint Morrow
11	Ivan Simar	Darren Peterson
12	Thomas Knegendorf	Todd Kronberg
13	Jim Cauley	Todd Kronberg
14	Ryan Ridge	Todd Riggs
15	Tom Medina	Darren Peterson
16	Samuel Schweer	Darren Peterson
17	Dan Mahr	Todd Kronberg
18	Dustin Tiffany	Todd Kronberg
19	Kevin McCarthy	Nino Olmos
20	Chris Quade	Todd Kronberg

CANADA

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

UNITED STATES BEEF TEAM

Rank	Authorized Representative	Sales Manager
1	Neal Haverkamp	Roger Wann
2	Jarod Long	Brad Bennett
3	Cody Washam	Brian Brace
4	Myron Miles	Joe Jones
5	Jarrett Ezell	Roger Wann
6	Chris Stansberry	Roger Wann
7	Robert Huffman	Bobby Strecker
8	Ben Lloyd	Brad Bennett
9	Craig Evans	Brian Brace
10	Katherine Keller	Bobby Strecker
11	Brady Larson	Bobby Strecker
12	Ross Edwards	Roger Wann
13	Jeff Hould	Lacey Sutherlin
14	Audrey Meyer	Roger Wann
15	Blake Smith	Brian Brace
16	Brock Finley	Roger Wann
17	Marc Kleinsasser	Nicky Oosthuizen
18	Max Payne Jr	Roger Wann
19	Chris Balcom	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.