



ABS GLOBAL

ICON CLUB

INFLUENCE ★ LEADERSHIP ★ ALLEGIANCE

APRIL 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 April 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	William Fien	Nino Olmos
5	Chad Partington	Flint Morrow
6	Eric Schulenburg	Todd Kronberg
7	Peter Koszelak	Hannah Worden
8	Mark Sherwood	Hannah Worden
9	Brian Good	Roger Sundberg
10	Ryan Kamps	Stuart Zimmerman
11	Joel Owens	Chris Honglo
12	Sawyer Dann	Hannah Worden
13	George Gosselin	Carl Anderson
14	Drew Hill	Roger Sundberg
15	Randall Kruse	Roger Sundberg
16	Jared Herbst	Flint Morrow
17	Doug Martin	Doug Baker
18	Kevin Dejager	Stacey Odette
19	Jeff Peifer	Doug Baker
20	Kevin Oberholtzer	Doug Baker
CANADA		
1	Chris Nooyen	BJ Mayfield
2	Philip Wait	BJ Mayfield
3	Jean Philippe Lamontagne	Denis Descoteaux
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	Jason Griffith Inc	Darren Peterson
2	Dave Armstead	Roger Sundberg
3	Bob Driesenga	Roger Sundberg
4	Kevin Hatch	Flint Morrow
5	Tom Scheller	Flint Morrow
6	Ken Drew	Flint Morrow
7	Dale Pahel	Darren Peterson
8	Kaleb Varrelmann	Todd Kronberg
9	Simon Hewett	Todd Kronberg
10	Ivan Simar	Darren Peterson
11	Brent Hulstein	Chris Hongslo
12	John Cannon	Todd Kronberg
13	Ricardo De La Torre	Darren Peterson
14	Ryan Ridge	Roger Sundberg
15	James Parsch	Roger Sundberg
16	Dustin Tiffany	Todd Kronberg
17	Robert Altstatt	Eddie Fredriksson
18	Richard Caverly	Roger Sundberg
19	Dave Koons AI Inc.	Doug Baker
20	Thomas Knegendorf	Todd Kronberg

CANADA

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

UNITED STATES BEEF TEAM

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