



ABS GLOBAL

# ICON CLUB

INFLUENCE ★ LEADERSHIP ★ ALLEGIANCE

MARCH 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 March 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	Blake Schoenbachler	Stacey Odette
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	Eric Schulenburg	Todd Kronberg
13	Drew Hill	Roger Sundberg
14	Charles Blair	Craig Countryman
15	Sawyer Dann	Hannah Worden
16	George Gosselin	Carl Anderson
17	Kevin Dejager	Stacey Odette
18	Doug Martin	Doug Baker
19	Keith Nettekoven	Dan Cunningham
20	Jeff Peifer	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	Bob Driesenga	Roger Sundberg
3	Hank Veenendaal	Darren Peterson
4	Kevin Hatch	Flint Morrow
5	Ken Drew	Flint Morrow
6	Tom Scheller	Flint Morrow
7	Kaleb Varrelmann	Todd Kronberg
8	Ivan Simar	Darren Peterson
9	Dale Pahel	Darren Peterson
10	Brent Hulstein	Chris Hongslo
11	Ricardo De La Torre	Darren Peterson
12	Ryan Ridge	Roger Sundberg
13	Richard Caverly	Roger Sundberg
14	Robert Altstatt	Eddie Fredriksson
15	John Cannon	Todd Kronberg
16	Dustin Tiffany	Todd Kronberg
17	James Parsch	Roger Sundberg
18	Simon Hewett	Todd Kronberg
19	Allen Southard	Eddie Fredriksson
20	Robert Brink	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	Bernard Plourde	Denis Descoteaux
6	David Cliche	Denis Descoteaux
7	Anton Heinzle	BJ Mayfield
8	James Macpherson	BJ Mayfield
9	Ellory Lester	BJ Mayfield
10	Jody Smallman	BJ Mayfield

## UNITED STATES BEEF TEAM

Rank	Authorized Representative	Sales Manager
1	Travis Chrisman	Bobby Strecker
2	Anita Pepin	Nicky Oosthuizen
3	Shea Gentzsch	Brian Brace
4	Mark Sexton	Roger Wann
5	John Fisher	Roger Wann
6	David Mcglothlin	Brad Bennett
7	Jeff Hould	Lacey Sutherlin
8	Brock Finley	Roger Wann
9	Travis Cline	Lacey Sutherlin
10	Cory Beran	Stephanie Nelson
11	Shane Roark	Brian Brace
12	Travis Albrecht	Bobby Strecker
13	Dave Ourada	Bobby Strecker
14	Adam Simmons	Joe Jones
15	Chris Knox	Brian Brace
16	Jared Knock	Nicky Oosthuizen
17	Michael Tolstedt	Bobby Strecker
18	Monty Morrill	Bobby Strecker
19	Chris Stansberry	Roger Wann
20	Stacey Gravenhof	Lacey Sutherlin

**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.