



AGROPUR US HEADQUARTERS  
**Appleton, Wisconsin**

## Welcome to the **Quarterly Connection!**

Welcome to the Quarterly Connection, a newsletter that'll deliver a brief, yet insightful glance into the dairy industry as well as the products and solutions that set Agropur apart. On a quarterly basis, we'll focus on industry topics and trends while highlighting the many ways that Agropur strives towards its vision: "Better Dairy. Better World."

We'll introduce our people, products and facilities while exploring innovations and new possibilities. Sign up to receive the Quarterly Connection straight to your inbox in a concise, convenient format.



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### **Agropur US Overview**

Founded in 1938, Agropur is a top 20 global dairy producer with sales of \$6 billion USD in 2020, a year-over-year increase of 6.3%.

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### **Whey Protein: strengthening our shield against illness**

The unprecedented crisis of COVID-19 ushered in a new era of health-related vigilance.



# Agropur US Overview

**Founded in 1938, Agropur is a top 20 global dairy producer with sales of \$6 billion USD in 2020. It's North America's largest whey protein manufacturer and producer of 1 billion pounds of cheese each year.**

There are few products as wholesome as milk. There's also little so versatile, and at Agropur, its employees work together every day to make the very most from each nutritious drop. To start with the basics, the cheese curd is separated from whey, and from there, the vast possibilities take shape.

The curds fall into the care of Agropur's **cheesemakers**, who produce with skill and pride as shown through consistent awards at U.S. and World Championship events. Agropur has the capacity and ability to produce more than 20 different varieties of cheese and specializes in mozzarella, provolone, cheddar and feta. It produces its high-quality, rBST Free cheese for international retail brands and restaurants.

The byproduct of the cheesemaking process, Agropur's whey products are used in so many food and nutrition products. They nourish bodies and improve on many of the foods we eat each day. Whey protein ingredients created by Agropur's **Nutrition Solutions** team promote health and growth for people around the world, but specifically infants, the aging population, and athletes. It's a complete protein that promotes immunity and provides a boost to those across a spectrum of nutritional needs. Agropur's innovators continue to discover new and improved applications

Dairy ingredients boast a variety of food applications from creating moister, more tender cakes to creamier and consistent soups. Agropur's **Dairy Solutions** open doors to any number of product goals whether it's cost performance, texture improvement, shelf-life stability or nutrition enhancement.

Its **Custom Solutions** team supports the dairy, bakery, beverage and cheese industries with products tailored to specific needs. The team also offers contract manufacturing services from formulation through fulfillment.

There are many facets to Agropur. It all starts with quality, wholesome milk.

Agropur is proud of its 8,800 employees who work together in pursuit of its vision every day: "Better Dairy. Better World."



## AGROPUR US HEADQUARTERS Appleton, Wisconsin

Our US headquarters is located in Appleton, WI and is home to approximately 70 employees. While this location does not produce any product, our modern office area is bustling with employees from all areas of the business.

Appleton, WI located in the heart of America's dairyland, is a vibrant community of 74,000, nestled along the Fox River and Lake Winnebago. Appleton is part of the Fox Cities and has consistently been named one of the best medium-sized metropolitan areas in the nation based on quality-of-life indicators. With sumptuous food, shopping, arts, culture, and sporting events, Appleton offers it all.

# Agropur Cheese

Whether it's part of a recipe or a snack-time highlight, Agropur cheeses come through with wholesome ingredients and mouth-watering flavor.

It's produced with pride, skill and a respect for tradition that comes through in its satisfying taste. Manufactured for restaurants and many familiar retail brands, Agropur specializes in mozzarella, provolone, cheddar, feta, parmesan and other hard cheeses. Its U.S. operations employ 2,500 people in seven cheese production facilities that span across five states. Combined, they produce 1 billion pounds of cheese each year.

As one of America's top cheese producers by quantity, it's also a national leader in terms of its delectable quality. Agropur is home to four Wisconsin Master Cheesemakers and its products consistently earn top awards in the world's most prestigious competitions. In the 2020 World Championship Cheese Contest, Agropur earned 12 awards that included gold medals for cheddar, provolone, traditional feta and reduced fat feta

Its massive production numbers reflect demand. America has a big appetite for cheese, and it's only been growing.

Amid the pandemic, people have been seeking out comfort foods and preparing more meals at home. The cheese category was projected to reach \$27.9 billion by the end of 2020, according to Mintel research. It was a 15 percent increase from 2019 and was attributed to cheese's versatility as the COVID-19 pandemic changed our day-to-day lives.

Agropur's production facilities carry the capacity to produce more than 20 different varieties. Its cheese meets two of the biggest considerations of hungry consumers whether it's heaped upon pizza or stacked on crackers: It's all natural and it's all delicious.



# BiPro Gives Back

In 2020, BiPro partnered with the La Crosse, Wis.-based Gundersen Medical Foundation and their annual Steppin' Out in Pink event by pledging to donate a portion of the proceeds for the limited edition BiPro BOLD™ Strawberries and Crème.

Recently, Angie Craig, customer experience representative III, Tanner Clausen, digital strategist, and Krysta Sunne, director, customer experience, presented a check for \$3,000 to the Gundersen Medical Foundation's Tia Sneath in support of breast cancer research.

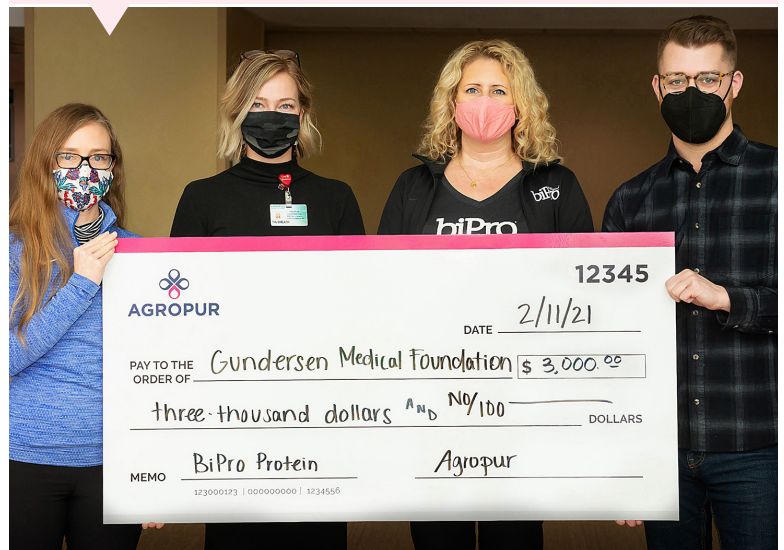
Carla Fabian, BiPro's senior sales director, retail and ingredients, states, "Our BiPro BOLD limited-time offering was developed to support breast cancer research knowing several of our employees, friends, family, and customers alike understand firsthand the effects of this disease. One in eight women will develop breast cancer throughout her lifetime, and breast cancer continues to have the highest death rates among all types of cancer for women."

Tia Sneath, development specialist for Gundersen Medical Foundation, said, "Most incredible is the support we receive from our local community and businesses like BiPro. The continued support will help us further local breast cancer research initiatives at Gundersen Medical Foundation."

A limited number of BiPro BOLD Strawberries and Crème products are still available for purchase on [www.biprousa.com](http://www.biprousa.com).



biPro





# Whey Protein: strengthening our shield against illness

The unprecedented crisis of COVID-19 ushered in a new era of health-related vigilance. We're taking our temperatures and keeping an eye on community statistics. We're washing our hands more frequently and keeping a safe distance from others. Taking proactive steps to steer clear of contagions has never been more crucial. Whether it's wearing a mask or keeping the hand sanitizer in close reach, we've all taken external care to protect our wellbeing.

While mindful precautionary efforts have been of utmost importance, science points toward another potential defense from illness – Covid or otherwise – that we can tackle simply enough while at our kitchen counters. We can raise up a stronger internal shield by unleashing the power of protein. Whey protein provides a simple means and delicious possibilities to build our protection from within.

It's long been known that eating a protein-rich diet plays a role in boosting the body's immune system. But when it comes to keeping viruses, bacteria and other pathogens at bay, studies have shown that not all protein sources are created equal.

Whey proteins stand out from the pack. The protein profile of whey has been shown to enhance our bodily defenses in ways that plant-based protein sources lack. Originating from milk, whey protein in its original state is the liquid byproduct of the cheesemaking process. It is considered a complete protein in that it contains all nine essential amino acids. Whey protein further provides higher concentrations of those amino acids than found in plant proteins.

Even our best efforts to steer clear from germs aren't foolproof. We need to put our bodies in their best positions for battle.

Biological components specific to whey protein appear to boost glutathione (GSH) production and preserve muscle glutamine. GSH is the workhorse of the body's antioxidant defense while muscle glutamine serves as the immune system's power source.

Although there's no way to guarantee the avoidance of illness, we can put our bodies in a more advantageous place with some care and effort. Whey protein could be a beneficial puzzle piece when combined with other healthy habits including regular exercise, a balanced diet, adequate sleep and stress reduction.

## *Whey protein: a powerful team against illness*

Whey protein is often thought of in the contexts of sports performance and building muscle mass. Indeed, consumption of whey protein promotes muscle recovery, and it's also an effective tool for many in their quests to shed some weight. Yet its applications extend to general wellbeing -- and all of us stand to benefit from the heavy lifting of whey protein in the promotion of a strong immune system. Its components offer a more rigid defense against the micro-organisms primed to put us under the weather.

Whey protein products carry significant quantities of immunoglobulins – or antibodies – that bind to viruses, bacteria and

*CONTINUE READING ON NEXT PAGE >*

## DID YOU KNOW?

# 61% of adults

say they have used or are interested in using food or drink products with **immunity benefits**, and this trend will likely continue throughout and after the pandemic as **consumers seek products that help prevent illness**.

Food and Drink Nutrition Claims – US, December 2020



other toxins and prevent infection. It's rich in lactoferrin, a versatile protein which has been shown to inhibit bacteria, fungi and several viruses.

"(Lactoferrin) is a chameleon in that it can enhance immunity to prevent cancer, and yet suppress immunity to block inflammatory disease," according to a 2007 study published by the American College of Nutrition. It carries high concentrations of leucine, isoleucine and valine. The branched-chain amino acids lend to tissue growth and repair.

Cysteine and methionine as found in whey are converted to GSH at the cellular level. The GSH antioxidant system is the foremost protective mechanism of the cell and crucial to the immune response. GSH has been shown to have cancer fighting and anti-inflammatory properties.

Today's consumers have more options than ever, and among proteins, plant-based sources have garnered significant interest. Research, however, has shown that those protein sources lack the same immune-boosting punch present in whey.

A 2018 study comparing essential amino acid concentrations among plant-based and animal-based protein sources highlighted noteworthy differences. Overall, plant-based sources had lower concentrations than animal-based proteins, which include whey. If compared at an equal weight, whey proteins, had a higher concentration of essential amino acids than even other animal-based proteins to include milk, egg, casein and muscle proteins.

Those looking for the greatest gains in terms of immunity might look even closer.

The average leucine content of plant-based proteins was lower than that animal-based proteins. Methionine and lysine, another immunity-supporting amino acids, are found in low concentrations in plant proteins.

Maintaining good health is a multi-faceted endeavor. Whey proteins could provide another layer of protection, and combined with environmental protection, it's a powerful plan.

## Agropur Ingredients

**Whether it's boosting the nutritional value of beverages or offering superior browning in baked goods, Agropur innovators continue to discover new ways to make great products even better.**

As North America's largest producer of whey protein, Agropur Ingredients is behind some of the most prominent food, beverage and nutrition brands in the industry. And as a quality-focused contract manufacturer, it's able to provide future-forward solutions that extend beyond its dairy expertise. Agropur can meet a wide variety of product objectives such as flavor or texture improvement, shelf-life stability, streamlined production processes and nutrition enhancement.

Agropur Ingredients delivers to a diverse customer base, whether the goal is to provide high-quality nourishment or to make food items more appealing or cost effective. Its team stands ready to deliver unique solutions and meet product goals.

**Nutrition Solutions** created by Agropur can deliver premium, proven dietary enhancements that provide benefit across the spectrum of consumers. Its innovative specialty ingredients are used for formulating products ranging from infant formula to cosmetics, medical foods and protein supplements.

**Dairy Solutions** harnesses the versatility of milk components to enhance quality in products from candies and cookies to sauces and snacks.

**Custom Solutions** offered by Agropur provide the ingredients and expertise to tailor to unique needs. Its solutions range from branded ingredients through contract manufacturing.

Whatever the goal, Agropur offers the power for improvement – from consumer health to healthier bottom lines.

In 2020, our **Custom Solutions** business shipped:



4,500  
truckloads  
of product

EQUAL TO



115  
acres of tractor  
trailers

EQUAL TO



87  
football fields  
of tractor  
trailers filled  
with product



# Better Dairy. Better World.

## Don't miss our next issue!

- Location Highlight: Lake Norden, South Dakota
- Agropur Ingredients - Dairy Solutions Overview
- Cheese Highlights



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[www.agropur.com/us](http://www.agropur.com/us)

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