



Number of employees  
**253**

# Le Sueur

Minnesota

Agropur's Le Sueur, MN, production facilities manufacture both cheese and ingredients and serve as the hub for our whey protein research. Cheeses produced in Le Sueur include cheddar, monterey jack, asiago, fontina, parmesan and romano. Our Le Sueur team runs various whey streams, including whey protein isolate (WPI), whey protein concentrate 34 (WPC 34), whey protein concentrate 80 (WPC 80) and both pharma and food grade lactose.



Where does the milk come from?

**69**  
local producers



What is the milk used to make?



parmesan • romano • asiago  
• monterey jack • cheddar •  
fontina • reduced fat cheeses



**182**  
different products/SKUs  
spray-dried regularly

WPI (whey protein isolate)  
BioZate® (hydrolyzed whey protein)  
WPC 34 (whey protein concentrate 34%)  
WPC 80 (whey protein concentrate 80%)  
Lactose (pharma and food grade)

# Agropur highlights dairy ingredients at recent trade shows



Agropur met face to face with customers all around the world in 2022, and we look forward to building many more great relationships in the new year to come.

Members of the Agropur team concluded an ambitious 2022 trade show schedule with SupplySide West in Las Vegas and Food Ingredients Europe, held in Paris.

SupplySide West took place from Oct. 31-Nov. 4. It's a premier event for the sports nutrition industry, featuring 1,100 exhibitors and close to 16,000 attendees. Agropur focused on our high-quality dairy ingredients and product services.

Attendees sampled our shortbread cookie concept featuring Crino® deproteinized whey. The crunchy, buttery cookies demonstrated how deproteinized whey can improve a baked application while also reducing costs.

An economical source for dairy solids in baked goods, Crino deproteinized whey can replace sweet dairy whey without affecting sensory properties. It also allowed for salt reduction in the cookie formula by providing a flavor enhancement effect that is similar in taste.

Agropur also offered samples of our Toasted Marshmallow Latte concept featuring ISO Chill® 9000 Whey Protein Isolate and ISO Chill 8000 Whey Protein Concentrate. A nutritious morning pick-me-up, the ready-to-mix latte has 100 mg of caffeine per serving along with 20g of protein.

Food Ingredients Europe is one of world's top opportunities for food industry professionals to view the latest ingredient innovations. The event was attended by about 20,000 people from 135 different countries.

Agropur provided samples of our health-promoting GMP Prebiotic Shake Mix concept, featuring BiPRO® GMP 9000. Awareness of the benefits of prebiotics is quickly spreading. According to a 2021 Innova Trends Survey, 42% of US consumers believe prebiotics are very effective for improved gut health.

Glycomacropeptide, or GMP, functions as a prebiotic and promotes the growth of positive Bifidobacteria. Its benefits include properties beneficial to the management of inflammatory bowel disease (IBD).

Take time to visit Agropur at an upcoming trade show to learn more about our award-winning cheese and innovative dairy ingredients.



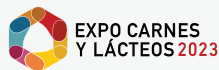
Jan. 24-26

Atlanta,  
Georgia



Feb. 20-24

Dubai



Feb. 21-23

Monterrey,  
Mexico



Mar. 15-17

Shanghai,  
China



Mar. 17-19

Guadalajara,  
Mexico



Mar. 28-30

Las Vegas,  
Nevada



## Innovation teams gather for annual summit

Research, Development and Innovation (RD&I) teams from Agropur’s US Cheese and Global Ingredients divisions gathered in Watertown, SD, on Oct. 11-12 for our annual US Technical Summit. These meetings facilitate the sharing of technical knowledge, annual accomplishments and in-person interactions between RD&I groups spread across the company.

The Cheese Innovation team members included product developers from Appleton, WI and Cheese Technical Services team members from various processing locations. The meeting included teams from our Protein Research Center in Le Sueur, MN, and our Protein Applications Center in Eden Prairie, MN. Dr. Michel Pouliot represented the innovation desk from our Canada Operations.

The first morning was kick-started with an interactive workshop by Michael Haas, Agropur’s Learning & Development Advisor. It addressed this year’s theme of “What if?”, which was meant to promote out-of-the-box thinking in our approach to process and product innovation.

The afternoon was filled with interactive presentations from various teams. The Process Research team discussed and demonstrated the intricacies of membrane technology. They described how Agropur’s manufacturing sites use various membranes and processing methods to produce ingredients from whey.

The Analytical Research team spoke about their 2022 accomplishments and highlighted their innovative approaches to developing new analytical methods.

The Protein Applications Team held an interactive quiz to explain their role in supporting global sales. They explained how their food science knowledge helps them create innovative solutions for our ingredient customers.

The Cheese Product Development team brought a variety of cheeses to help attendees identify flavor characteristics. They discussed how cheese quality and flavor profiles are identified to meet customer needs.

The Nutrition Innovation team conducted sensory evaluations exercise to identify “Super Tasters” among our attendees. They demonstrated how flavor technology and sensory science is critical to product development.

There was plenty of opportunity for individuals to spend time together during the dinner. The next day, the group toured our Lake Norden site to understand the scale and scope of cheese and whey ingredient manufacturing. The summit provided a valuable opportunity to see how the work of our smaller teams contribute to our greater innovation goals.



# Agropur making inroads in Latin America

Agropur continues to make great strides in our efforts to grow in the Latin American market.

Our team continue to educate the region on the nutrition, value and versatility of dairy ingredients. We're also reaching customers through promotion of our award-winning cheeses and innovative capabilities.

Agropur recently debuted a [Spanish-language web page](#) dedicated to the Latin American audience that features monthly articles on Agropur and our products. We've maintained our partnership with Goula, an agency based in Mexico City with expertise in helping

companies bridge culture and language gaps to reach the food and beverage industries in Mexico, Central America and South America.

Agropur has also targeted Latin American audiences through social media – in Spanish, Portuguese and English – with useful information explaining dairy ingredients, their high nutritional value and how they can bring ease and improvements to food and beverage applications.

All those efforts augment the work of our dedicated sales team in Latin America. The team provides service to customers in their native languages and recognizes the tastes, textures and cultural considerations crucial to their success.

Innovation has been key to our efforts. We work with Latin American scientists specializing in dairy and technology. Collaboration with research teams in Argentina, Brazil and Mexico allows us to better support our customers with specific projects.

We will soon open an innovation center in Santiago de Querétaro, Mexico that will include a test kitchen and meeting space. It will provide a setting to discuss needs, exchange ideas and sample prototypes.

Agropur is committed to becoming the key dairy partner to the global food industry. Our efforts to grow in Latin America bring us ever closer to meeting our ambitious goals.





## RECIPE

# NO BAKE MOZZARELLA CHEESECAKE

Agropur's mozzarella offers exceptional flavor and has been consistently honored in some of the world's most prestigious cheese competitions. A favorite on pizzas and pastas, this recipe demonstrates that versatile mozzarella fits just about anywhere – including dessert.



### PREP TIME

2½ hours



### RECIPE INFO

Makes 8 servings

## INGREDIENTS

### CRUST

- 1½ cups graham cracker crumbs (about 12 full sheets)
- 6 tbsp. butter (melted)

### FILLING

- 1½ cups whole milk mozzarella cheese (chopped)
- ½ cup whole milk
- 1 tsp. vanilla
- ½ cup white chocolate chips
- ¼ oz. gelatin
- 1½ cups cream
- 1 cup powdered sugar

## DIRECTIONS

In a food processor, blend together graham crackers and melted butter until well combined. Press crumbs evenly into a 9-inch springform pan, spreading it 1 inch up the sides. Chill crust in freezer until filling is ready. Gently heat the cheese, milk, vanilla and chocolate over low heat. Once cheese and chocolate begin to melt, use an immersion blender to combine the cheese mixture with the gelatin until all the lumps are smooth. Place in the refrigerator to thicken. In the meantime, whip cream and sugar until fluffy. Once mixture in the refrigerator is cool, fold in the whipped cream. Pour cheesecake filling into springform pan evenly over the crust. Chill until fully set and sliceable with a knife. Serve each slice with a topping of seasonal fruit such as a triple berry sauce.

[Download the recipe card here →](#)

# Agropur highlights the value of dairy in new white paper



Agropur's commitment to high-quality dairy also means educating on its importance. We recently highlighted its incomparable nutritional value in our new white paper, "Dairy: No Better Alternative."

The white paper explores the role of dairy in our changing dietary landscape. Today's trips to the grocery store offer more choices than ever before. However, new doesn't always mean improved. The rapid expansion of product options has been accompanied by a significant influx of diet-related health issues.

Dairy products are cost-conscious foods and packed with nutritional value, including complete proteins, bioactive peptides, vitamins and minerals. While dairy alternatives continue to grow, genuine dairy offers greater nutrition at a lower price and contributes significantly toward good health.

[Learn more about the value of dairy →](#)

## Connect with Agropur on your favorite platform

We're so glad you're here and spending a few moments with Agropur's "Quarterly Connection." It's a great chance to catch up with the people, products and solutions that set us apart.

Still, we would love to interact with you more than just four times each year.

Give Agropur a follow on your favorite social media platforms for a regular glimpse into our company and dairy industry trends and

topics. Agropur is active online, offering a variety of content from company happenings to in-depth articles, videos, fact sheets and more. Watch for delicious recipes that feature our award-winning cheese and innovative dairy ingredients.

You can find us on YouTube, LinkedIn, Facebook and Instagram. If you're interested in the dairy industry, it pays to make Agropur part of your social media feed.

**CONNECT WITH US**  
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