

## Case story

Mount Meru Group,  
Zambia, Africa

# New margarine line in Zambia is an African first for Alfa Laval

Processing pioneers Mount Meru Group are opening up yellow fat opportunities in Africa with an investment in a new facility that has been delivered by a powerful technology partnership in a drive to facilitate the sustainable production of safe and affordable food to meet the needs of a growing population.



### Collaboration delivers a first for Africa

Alfa Laval has teamed up with long-time collaborator RONO, the German-based food technology specialists, to build the manufacturing plant in Zambia. It will produce margarine and shortening – also known as yellow fat – and is the first such facility that Alfa Laval has helped complete on the continent.

Alfa Laval has supplied the tanks, pumps and plate heat exchangers for the new line – essentially the fat and water preparation phase – while RONO has provided the core technology in the high-pressure section at the Katuba site. Alfa Laval is also responsible for the control system and utilities.

Claude Adamsson, Regional Sales Manager, Europe, Oils & Fats Systems, says: “This has been a great example of teamwork with a trusted partner delivering a major project. It is a real breakthrough for Alfa Laval, and hopefully the first of many more such success stories in Africa.”

### Long-standing partnerships build confidence

Alfa Laval has a long and positive relationship with Mount Meru, dating back 25 years, which meant Mount Meru had confidence in its project partners when they looked to fill an identified gap in the African margarine and shortening market.

The technical solution for the plant in Katuba was delivered by Alfa Laval’s team based in India – Jitesh Dedhia, Pushpendra Kumar and Sudhir Navkhare. Their management of the project, from design to smooth commissioning, drew praise from the Mount Meru leadership team, including owner and director Mr Atul Mittal, who highlighted their ‘hard work, dedication, managerial skills, professionalism and personal touch’.

Indeed, such was their commitment to the cause, shown by their many visits to the plant, that Mr Mittal expressed in a letter of thanks that, ‘it always seems you are part of the Mount Meru organization’.

Claude says: “We are world-leading in providing solutions for oils and fats processing, but we are not known for our work with yellow fat. Our customers have increasingly been saying

that they want us to do more in this space. By teaming up with RONO, which has specialist margarine and shortening equipment, we see great synergy and have delivered this new production line in a fantastic joint project.”

### Meeting market demand and future trends

The relationship with RONO has been going strong since 2018 and has delivered this key moment at just the right time. As identified by Mount Meru, demand for shortening and margarine (produced when water, salt, flavourings and colourings are added to the shortening) is on the rise.

More developing countries are using spreads, and the rise in veganism means there is a growing market for non-animal fat foodstuffs. As a plant-based product, it can also be a more affordable and lower-calorie alternative, tapping into some key market drivers while being more sustainable to produce in terms of energy and water use. Margarine and shortening also bring an added benefit in that they can use the hard fats by-product of palm oil processing, which would otherwise go unused.

### Supporting African food security and social initiatives

While it is the first involvement in a margarine and shortening line in Africa, Alfa Laval’s Oils & Fats business unit has worked there for decades. It is a crucial moment to be supplying technologies to the continent as the global food supply challenge is felt particularly keenly there. Alfa Laval is proud to play a role in its food production operations, supporting customers such as Mount Meru, which has its own social initiatives, such as ‘Feed the Child’, which provides nutritious meals to underprivileged African children.

### Looking to the future

Claude says: “Alfa Laval is now seeking more opportunities in Africa in this area with our high-performance products that ensure efficient production of margarine and shortening through uniform thermal treatment of the product.”

“All of this is done with equipment that is easy to operate and maintain, and we are confident that our partnership with RONO will go from strength to strength.”



Emulsification, mixing and buffering.

“You truly feel part of the Mount Meru organization. Thanks to your hard work, dedication, professionalism, and personal commitment.”

Atul Mittal, President, Energy, Logistics, Projects, Mount Meru Group



### Contact Alfa Laval

Up-to-date Alfa Laval contact details for all countries are always available on our website at [www.alfalaval.com](http://www.alfalaval.com)