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Report on Industrial Visit to Sangam Milk Factory

Organized by: MBA Department, KL University

Date of Visit: 26th February 2026

Location: Sangam Milk Factory, Vadlamudi, Guntur (District)

Duration: 10:00 a.m. to 2:00 p.m.

**Coordinator: Dr. S. Venkata Ramana, Associate Professor, MBA Department,
KL University**

An industrial visit was organized by the MBA Department of KL University for the first-year MBA students on the 26th of February, 2026. The visit was to the Sangam Milk Factory, located in Vadlamudi, Guntur district. The objective of the visit was to provide students with practical exposure to the manufacturing and processing operations in the dairy industry and to bridge the gap between theoretical learning and practical application. The visit was coordinated by Dr. S. Venkata Ramana, Associate Professor, MBA Department, KL University.

Objectives of the Visit

The primary objectives of the visit were:

- To provide students with hands-on experience in understanding the operations and management practices of a dairy processing unit.
- To familiarize students with the supply chain management, quality control, and production processes in the dairy industry.
- To enable students to interact with professionals and gain insights into the real-world challenges faced by the industry.

Visit Details

The visit commenced at 10:00 a.m., with the students and faculty reaching the Sangam Milk Factory. Upon arrival, they were warmly welcomed by the factory staff and given an overview of the factory's history, operations, and market presence.

The plant manager guided the students through various sections of the factory, including:

Milk Collection and Testing Unit:

A detailed demonstration of how milk is collected from different sources and the initial testing process to ensure quality and safety.

Pasteurization and Homogenization Processes: The students observed the pasteurization and homogenization processes, which are critical to maintaining milk's quality and shelf life.

Packaging and Distribution Area:

The students were shown the automated packaging units, where milk is packed into different sizes and containers for distribution.

Quality Control and Testing Laboratories:

The students were introduced to the rigorous quality control measures and testing procedures implemented to maintain product standards.

The plant tour was followed by an interactive session where students had the opportunity to ask questions and discuss various aspects of production, marketing, and logistics management with the factory's senior executives.

Learning Outcomes

The visit provided students with:

- A comprehensive understanding of the end-to-end process of milk production, from collection to packaging.
- Insight into the importance of quality control and hygiene standards in the dairy industry.
- Exposure to the practical challenges of supply chain management in the perishable goods sector.
- Knowledge about the technological advancements used in dairy processing and their impact on efficiency and quality.

The industrial visit to the Sangam Milk Factory was a fruitful experience for the first-year MBA students, offering them invaluable insights into the dairy industry's operations and management. It helped bridge the gap between classroom learning and practical application, providing a clearer understanding of the challenges and intricacies involved in managing a dairy business.

The visit concluded at 2:00 p.m., with the students returning to the university campus, enriched with practical knowledge and new perspectives on the industry.

The MBA Department extends its gratitude to the management and staff of Sangam Milk Factory for their cooperation and hospitality. Special thanks to Dr. S. Venkata Ramana for coordinating the visit and ensuring it was a successful learning experience for all the students.







