

## ITEM OPPORTUNITY SYNOPSIS

Scouting Number: 2023-175  
Name of the item to be scouted: Kala Namak (Black Salt)  
State item to be used in: Alaska

### Describe the Item:

Please describe the item application/the end use of the item.

Kala Namak, often referred to as Black Salt, is a unique and flavorful ingredient distinct from other varieties of black salt. Originating from the Himalayan region, this salt undergoes a special transformation process. It is heated to a high temperature along with herbs and spices, which imparts a rich, sulfuric flavor and a distinct aroma. This process also gives Kala Namak its characteristic pinkish-brown color, despite its name. Unlike other black salts, such as Hawaiian black lava salt or activated charcoal black salt, Kala Namak is renowned for its eggy, savory flavor profile. This makes it a popular choice in vegan cooking, especially for mimicking the taste of eggs in dishes like tofu scrambles or egg-free salads. Its sulfurous essence adds depth and complexity to a variety of dishes. Kala Namak is also valued for its perceived health benefits, believed to aid in digestion and offer a lower sodium alternative to regular table salt. This makes it an appealing option for health-conscious consumers and those looking to add a unique flavor to their culinary creations.

### Supplier Information:

Type of Supplier Being Sought (select from the list below):

Manufacturer x  
Contract Manufacturer  
Distributor  
Other (Please Specify)

Reason for Scouting Submission (select from the list below)

2nd Supplier  
Price  
Re-Shore  
Past supplier no longer available  
New Product Startup x  
BABA  
Other (Please Specify)

### Summary of Technical Specifications and Performance Requirements:

Describe the manufacturing processes (elaborate to provide as much detail as possible)

Grinding: Kala Namak should be finely ground to ensure uniformity and better integration with other ingredients. This step is crucial for achieving a consistent flavor profile in the final mix. Blending with Base Ingredients: - Homogeneous Mixing: When combining the ground Kala Namak with base ingredients it is important to use precise measurements to maintain consistency in taste and texture. - Quality Control: Regular testing during the blending process ensures that the Kala Namak is evenly distributed throughout the mix. Uneven distribution can effect individual scoops customers use. Flavor and Texture Adjustment: - Sensory Evaluation: Adjust the quantity of Kala Namak to achieve the desired 'eggy' flavor, which is the hallmark of vegan egg substitutes. - Consistency Checks: Conduct tests to ensure that when prepared, the mix replicates the desired texture and mouthfeel of scrambled eggs. Final Product Testing: - Nutritional Analysis: Ensure that the addition of Kala Namak aligns with the nutritional profile of the product, especially focusing on sodium content. - Shelf-life Determination: Evaluate how Kala Namak affects the shelf-life and stability of the product. Packaging Process: - Protection Measures: Ensure that packaging materials safeguard the mix against moisture and other environmental factors that could affect the flavor or efficacy of Kala Namak. Performance Requirements: - Flavor Consistency: Each batch of the mix must deliver the unique taste that Kala Namak brings, which is critical for mimicking the taste of eggs. - Easy Preparation: The mix should be user-friendly, requiring minimal additional ingredients or steps for preparation.

**Provide dimensions / size / tolerances / performance specifications of the item**

Physical Properties: - Granularity/Particle Size: Kala Namak should be finely ground for uniform distribution in the mix. The ideal particle size is typically between 0.1 to .5 mm. This ensures easy blending and consistency in flavor. - Color: Kala Namak usually has a pinkish-brown hue. This color should be consistent, indicating proper processing and purity. Chemical Composition: - Sodium Chloride Content: The sodium chloride content should be within the range of 95-98%. This is crucial for maintaining the balance between flavor and health considerations, like sodium intake. - Sulfur Compounds: The unique flavor of Kala Namak is due to its sulfur compounds. The presence of these compounds should be consistent to ensure the characteristic eggy flavor. Quality Standards: - Purity: The salt should be free from contaminants and impurities. It should meet food safety standards set by relevant food safety authorities. - Moisture Content: Ideally, the moisture content should be below 0.5% to prevent clumping and to ensure a long shelf life. This is especially important as clumping is very common and requires labor to unclump in the ready-mixes. Culinary Performance: - Flavor Profile: The salt should impart a distinctive sulfurous, eggy flavor, which is critical for vegan egg substitutes. This flavor should be consistent across batches. - Solubility: Kala Namak should dissolve easily in water, ensuring it can be well-incorporated in various recipes. Packaging and Storage: - Packaging: Should be moisture-proof to prevent clumping. The packaging size can vary depending on the application and market needs. Again, preventing moisture is extremely important. - Shelf Life: When stored in a cool, dry place, Kala Namak should have a shelf life of at least 2 years. Tolerances: - Flavor and Odor: Variations in the intensity of the sulfuric odor or the eggy flavor should be minimal to ensure product consistency. - Contaminants: The tolerance for contaminants is strictly low, adhering to food safety regulations.

**List required materials needed to make the product, including materials of product components, if applicable**

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**Are there applicable certification requirements?**

Yes

No

x

Please explain:

**Are there any applicable regulations that apply to the production of this item?**

Yes

No

x

Please explain:

**Are there any other standards / requirements?**

Yes

No

x

Please explain:

**Additional Comments:**

**Additional technical comments:**

**Volume and Pricing:**

**Estimated Potential Business Volume (i.e. #units per day, month, year):**

25 -> 50lbs/mo

**Estimated Target Price / Unit Cost Information:**

<\$ .22/oz

**Delivery Requirements:**

**When is it needed by? (Immediate, 30 days, 6 months, etc)**

January '24

**Describe packaging requirements (i.e. individually / group packaging, etc)**

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**Where will this item be shipped?**

Anchorage, Alaska

Additional Comments:

Is there other information you would like to include?

Company has been ordering Kala Namak from Amazon thus far, and it has time not been available in larger sizes and would prefer to have a consistent, direct, relationship with a supplier. [https://www.amazon.com/Rani-Unrefined-Natural-Ingredients-Indian/dp/B08VMZ5B71/ref=sr\\_1\\_4\\_ssps](https://www.amazon.com/Rani-Unrefined-Natural-Ingredients-Indian/dp/B08VMZ5B71/ref=sr_1_4_ssps)