

SALT

(Data in thousand metric tons unless otherwise noted)

Domestic Production and Use: Domestic production of salt decreased slightly in 2007. The total value was estimated to be more than \$1.3 billion. Twenty-nine companies operated 64 plants in 15 States. The estimated percentage of salt sold or used, by type, was salt in brine, 48%; rock salt, 34%; vacuum pan, 10%; and solar salt, 8%.

The chemical industry consumed nearly 39% of total salt sales, with salt in brine representing about 90% of the type of salt used for feedstock. The chlorine and caustic soda manufacturing sector was the main consumer within the chemical industry. Salt for highway deicing accounted for 37% of U.S. demand. The remaining markets for salt, in declining order, were distributors, 8%; industrial, 7%; agricultural, 3%; food, 3%; water treatment, 2%; and other combined with exports, 1%.

<u>Salient Statistics—United States:</u> ¹	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u> ^e
Production	43,700	46,500	45,100	44,300	43,800
Sold or used by producers	41,100	45,000	45,000	42,400	40,900
Imports for consumption	12,900	11,900	12,100	9,490	10,000
Exports	718	1,100	879	973	1,000
Consumption:					
Reported	50,200	50,700	53,100	53,100	49,900
Apparent	53,200	55,800	56,200	50,900	49,900
Price, average value of bulk, pellets and packaged salt, dollars per ton, f.o.b. mine and plant:					
Vacuum and open pan salt	124.24	128.39	130.75	146.97	150.00
Solar salt	53.42	49.25	58.14	46.75	57.00
Rock salt	23.11	25.83	25.84	25.18	25.00
Salt in brine	7.21	7.01	7.03	9.39	10.00
Stocks, producer, yearend ^{e, 2}	NA	NA	NA	NA	NA
Employment, mine and plant, number ^e	4,100	4,100	4,100	4,100	4,100
Net import reliance ³ as a percentage of apparent consumption	17	23	20	17	18

Recycling: None.

Import Sources (2003-06): Canada, 36%; Chile, 29%; The Bahamas, 10%; Mexico, 9%; and other, 16%.

<u>Tariff:</u> Item	Number	Normal Trade Relations
Salt (sodium chloride)	2501.00.0000	<u>12-31-07</u> Free.

Depletion Allowance: 10% (Domestic and foreign).

Government Stockpile: None.

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Events, Trends, and Issues: A major U.S. salt producer announced it would increase annual production capacity by 1 million tons at its rock salt mine in Goderich, Ontario, Canada. Despite fluctuations in the severity of winter weather, the decision to increase capacity was based on the continuing rising demand for deicing salt in the Great Lakes region. The facility, which is the world's largest underground rock salt mine, had raised annual production capacity by 750,000 tons in 2006. The total production capacity of the mine will be 8.25 million tons per year when the expansion is completed.

China surpassed the United States in 2006 as the leading producer of salt in the world. The strong growth of the chemical industry in China caused salt consumption to increase; however, salt supplies from domestic sources and imports have been insufficient to meet regional demand. To alleviate most of the salt shortages, China and Australia have expanded some of their salt operations.

The relatively mild winter of 2006-07 resulted in a decrease in deicing salt consumption, a buildup of rock salt inventories by municipalities, and the furloughing of many salt workers at some of the mines. Changes in global weather may reduce rock salt consumption for road deicing again for the winter of 2007-08.

World Production, Reserves, and Reserve Base:

	Production		Reserves and reserve base ⁴
	2006	2007 ^e	
United States ¹	44,300	43,800	Large. Economic and subeconomic deposits of salt are substantial in principal salt-producing countries. The oceans contain a virtually inexhaustible supply of salt.
Australia	12,000	12,400	
Brazil	7,340	7,300	
Canada	15,000	15,000	
Chile	6,000	6,100	
China	54,030	56,000	
Egypt	2,400	2,400	
France	7,000	7,000	
Germany	17,480	18,000	
India	15,500	15,500	
Iran	2,000	2,000	
Italy	3,000	3,000	
Mexico	8,171	8,200	
Netherlands	5,000	5,000	
Poland	5,000	5,000	
Romania	2,445	2,500	
Russia	2,800	2,800	
Spain	3,850	3,900	
Turkey	2,200	2,200	
Ukraine	3,500	3,500	
United Kingdom	8,000	8,000	
Other countries	<u>24,000</u>	<u>20,000</u>	
World total (rounded)	251,000	250,000	

World Resources: World continental resources of salt are practically unlimited, and the salt content in the oceans is virtually inexhaustible. Domestic resources of rock salt and salt from brine are in the Northeast, Central Western, and southern Gulf Coast States. Saline lakes and solar evaporation salt facilities are near populated regions in the Western United States. Almost every country in the world has salt deposits or solar evaporation operations of various sizes.

Substitutes: There are no economic substitutes or alternates for salt. Calcium chloride and calcium magnesium acetate, hydrochloric acid, and potassium chloride can be substituted for salt in deicing, certain chemical processes, and food flavoring, but at a higher cost.

^eEstimated. NA Not available.

¹Excludes Puerto Rico production.

²Reported stock data are incomplete. For apparent consumption and net import reliance calculations, changes in annual stock totals are assumed to be the difference between salt produced and salt sold or used.

³Defined as imports – exports + adjustments for Government and industry stock changes.

⁴[See Appendix C for definitions.](#)