

SALT

(Data in thousand metric tons unless otherwise noted)

Domestic Production and Use: Domestic production of salt decreased slightly in 2010. The total value was estimated to be more than \$1.8 billion. Twenty-seven companies operated 60 plants in 16 States. The estimated percentage of salt sold or used, by type, was rock salt, 44%; salt in brine, 38%; vacuum pan, 10%; and solar salt, 8%.

The chemical industry consumed about 40% 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 38% of U.S. demand. The remaining markets for salt, in declining order, were distributors, 8%; agricultural, 4%; food, 4%; general industrial, 2%; water treatment, 2%; and other combined with exports, 2%.

Salient Statistics—United States: ¹	2006	2007	2008	2009	2010^e
Production	44,400	44,500	48,000	46,000	45,000
Sold or used by producers ²	40,600	45,500	47,400	43,100	45,000
Imports for consumption	9,490	8,640	13,900	14,700	15,000
Exports	973	833	1,030	1,450	1,000
Consumption:					
Reported	42,400	53,200	53,100	45,000	59,000
Apparent ²	49,100	53,300	60,200	56,400	59,000
Price, average value of bulk, pellets and packaged salt, dollars per ton, f.o.b. mine and plant:					
Vacuum and open pan salt	145.90	154.95	158.59	178.67	170.00
Solar salt	65.06	61.50	64.33	72.09	70.00
Rock salt	24.98	27.84	31.39	36.08	35.00
Salt in brine	6.99	7.11	7.99	7.85	8.00
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	15	21	24	24

Recycling: None.

Import Sources (2006–09): Canada, 41%; Chile, 31%; Mexico, 9%; The Bahamas, 6%; and other, 13%.

Tariff:	Item	Number	Normal Trade Relations
			<u>12-31-10</u>
	Salt (sodium chloride)	2501.00.0000	Free.

Depletion Allowance: 10% (Domestic and foreign).

Government Stockpile: None.

Events, Trends, and Issues: A major U.S. rock salt company in Detroit, MI, was acquired by the leading supplier of ice melting products in North America that is based in Cambridge, Ontario, Canada. The purchase was expected to assure the company a consistent supply of rock salt for its expanding business. The mine opened in 1906 and produces about 1 million tons of rock salt each year.

The New York City Health Department announced that its National Salt Reduction Initiative would encourage packaged food makers and restaurants to reduce salt use by 25% over 5 years for dietary health reasons. The American Heart Association published new guidelines calling for Americans to reduce their daily intake of sodium to 1,500 milligrams (3.8 grams of salt) from 2,300 milligrams (5.8 grams). To avoid the possible passage of any mandatory legislation regulating salt usage, several food processing companies voluntarily began reducing the salt content in the foods.

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Many chefs have advocated using coarse sea salt for cooking and using exotic-flavored sea salts for finishing a dish. To address the concerns about dietary sodium levels, many food processing companies were converting from traditional iodized salt (from vacuum pan salt technology) to sea salt that allegedly contains less sodium. Some groups were concerned that sea salt did not have the quantity of iodine necessary to prevent cretinism, goiters, and mental impairment in young children.

A prolonged rainy season affected salt production in Indonesia. Annual salt production fell by 95%, creating the need for the country to import salt from Australia and India. Indonesia produced only 65,000 tons of salt in 2010 compared with 2009 output of 1.3 million tons. Annual salt demand was 2.9 million tons.

The price of salt in Gujarat, India, increased because the government raised the price of rented land leased for salt production. The rental rate was six times that being paid in a neighboring State. This may affect the future salt-harvesting enhancement projects the salt association planned.

Budget constraints in the United States for local and State governments may affect the availability and consumption of rock salt for highway deicing in 2011. It is anticipated that the domestic salt industry will strive to provide adequate salt supplies from domestic and foreign sources for emergency use in the event of adverse winter weather.

World Production and Reserves:

	Production		Reserves ⁴
	2009	2010 ^e	
United States ¹	46,000	45,000	Large. Economic and subeconomic deposits of salt are substantial in principal salt-producing countries. The oceans contain a virtually inexhaustible supply of salt.
Australia	11,000	11,500	
Brazil	6,900	7,000	
Canada	14,400	14,000	
Chile	6,430	6,500	
China	59,500	60,000	
France	6,100	6,000	
Germany	16,400	16,500	
India	16,000	15,800	
Mexico	8,810	8,800	
Netherlands	5,000	5,000	
Poland	4,390	4,400	
Spain	4,550	4,600	
Ukraine	5,500	5,500	
United Kingdom	5,800	5,800	
Other countries	<u>63,200</u>	<u>53,600</u>	
World total (rounded)	280,000	270,000	

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 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.

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.

⁴See Appendix C for resource/reserve definitions and information concerning data sources.