

SALT

(Data in thousand metric tons unless otherwise specified)

Domestic Production and Use: Domestic production of salt was an estimated 40 million tons in 2024. The quantity of salt sold or used in 2024 was an estimated 39 million tons with a total estimated value of \$2.5 billion. Salt was produced by 26 companies that operated 64 plants in 16 States. The top producing States were Kansas, Louisiana, Michigan, New York, Ohio, Texas, and Utah. These seven States produced about 95% of the salt in the United States in 2024. The estimated percentage of salt sold or used was, by type, salt in brine, 42%; rock salt, 40%; solar salt, 9%; and vacuum pan salt, 9%.

Highway deicing accounted for about 41% of total salt consumed. The chemical industry accounted for about 39% of total salt sales, with salt in brine accounting for 91% of the salt used for chemical feedstock. Chlorine and caustic soda manufacturers were the main consumers within the chemical industry. The remaining markets for salt were distributors, 9%; food processing, 4%; agricultural, 3%; general industrial, 2%; primary water treatment, 1%; and miscellaneous, 1%.

Salient Statistics—United States:¹

	2020	2021	2022	2023	2024^e
Production	42,600	39,300	39,400	^e 42,000	40,000
Sold or used by producers	39,600	39,800	40,600	^e 41,000	39,000
Imports for consumption	15,800	17,700	18,300	15,700	14,000
Exports	1,250	1,010	886	2,260	1,900
Consumption:					
Apparent ²	54,200	56,400	58,000	^e 54,000	51,000
Reported	44,000	47,100	45,300	^e 45,000	43,000
Price, average unit value of bulk, pellets and packaged salt, free on board (f.o.b.) mine and plant, dollars per metric ton:					
Vacuum and open pan salt	212.21	203.72	217.58	^e 220	230
Solar salt	122.77	153.52	128.87	^e 140	140
Rock salt	61.71	59.88	56.86	^e 56	56
Salt in brine	8.36	8.14	9.11	^e 9	10
Employment, mine and plant, number ^e	4,000	4,000	4,100	4,100	4,100
Net import reliance ³ as a percentage of apparent consumption	27	30	30	25	24

Recycling: None.

Import Sources (2020–23): Canada, 29%; Chile, 27%; Mexico, 14%; Egypt, 8%; and other, 22%.

Tariff:	Item	Number	Normal Trade Relations
	Salt (sodium chloride)	2501.00.0000	<u>12-31-24</u> Free.

Depletion Allowance: 10% (domestic and foreign).

Government Stockpile: None.

Events, Trends, and Issues: Consumption of salt in 2024 decreased compared with consumption in recent years as road salt use declined. Increased energy costs resulted in increased processing and especially transportation costs which negatively affected the ability to import and export salt at competitive prices for some international transactions.

For much of the 2023–24 winter, temperatures were near or above average with lower or average precipitation throughout most of the traditional U.S. snowbelt. The number of winter weather events including freezing rain, sleet, and snow is a better predictor of demand for rock salt than total snowfall. Several low snowfall or icing events usually require more salt for highway deicing than a single large snowfall event. Rock salt imports in 2024 were estimated to have decreased compared with those in 2023 because consumption by many local and State transportation departments was slightly less or unchanged from the previous year and stockpiles of domestically sourced salt were sufficient to meet demand in many areas.

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For the 2024–25 winter, the National Oceanic and Atmospheric Administration (NOAA) predicted a developing La Niña weather pattern. This historically favors storm tracks along the northern United States and a warmer-than-average temperature pattern in the southern tier of the continental United States. NOAA forecasted drier-than-average conditions for the Gulf Coast, the Southeast, and the Southwest but wetter-than-average conditions across the Great Lakes and Northwest regions of the United States. Much of the Great Plains, the Middle Atlantic, and the Northeast are expected to experience average precipitation amounts with a slight chance of warmer-than-average conditions. These forecasts indicate that demand for rock salt could increase slightly compared with that in previous season in some locales in the United States.

Demand for salt brine used in the chloralkali industry was expected to increase in 2024 as demand for caustic soda and polyvinyl chloride increases globally, especially in Asia. Salt exports from Australia and India have increased in recent years to meet the increasing demand.

World Production and Reserves:

	Mine production ^e		Reserves ⁴
	2023	2024	
United States ¹	42,000	40,000	
Australia	12,000	13,000	
Belarus	2,000	2,100	
Brazil	6,600	6,600	
Bulgaria	3,000	3,000	
Canada	12,000	12,000	
Chile	10,000	11,000	
China	54,000	55,000	
Egypt	2,300	2,300	
France	4,600	5,000	
Germany	15,000	16,000	
India	27,000	28,000	
Iran	2,700	2,700	
Italy	1,800	1,900	
Mexico	8,700	9,000	
Netherlands	5,300	6,000	
Pakistan	3,100	3,000	
Poland	4,500	4,600	
Russia	8,200	8,000	
Saudi Arabia	2,500	2,400	
Spain	3,900	4,000	
Turkey	9,100	9,000	
United Kingdom	2,700	2,800	
Other countries	<u>27,000</u>	<u>28,000</u>	
World total (rounded)	270,000	280,000	

World Resources:⁴ World continental resources of salt are vast, and the salt content in the oceans is nearly unlimited. Domestic resources of rock salt and salt from brine are primarily in Kansas, Louisiana, Michigan, New York, Ohio, and Texas. Saline lakes and solar evaporation salt facilities are in Arizona, California, Nevada, New Mexico, Oklahoma, and Utah. Almost every country in the world has salt deposits or solar evaporation operations of various sizes.

Substitutes: No economic substitutes or alternatives for salt exist in most applications. 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 production from Puerto Rico.

²Defined as sold or used by producers + imports – exports.

³Defined as imports – exports.

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