

Glossary

The Act	The Enterprise Act 2002.
Akzo or Akzo Nobel	Akzo Nobel Salt BV, a Dutch multinational group producing a wide range of bulk and speciality chemicals and materials.
Albion	Albion Chemicals Group plc and all its subsidiaries. The Albion group manufactures and distributes chemicals.
The Block Salt Company	The Block Salt Company Limited, a company incorporated in England and Wales, is a 49.9/50.1 joint venture between NCSW and Harvey Softeners Limited.
Block salt	Compacted salt formed into blocks for use in specific water softening applications.
Brine	A solution of salt in water.
British Salt	British Salt Limited, a company incorporated in England and Wales. A subsidiary of British Salt Holdings , LLC.
British Salt Holdings	British Salt Holdings, LLC (formerly US Salt Holdings, LLC), a US Delaware limited liability corporation, and its subsidiary companies as the context requires. The immediate parent company of British Salt .
Broste	Broste Limited, a company incorporated in England and Wales. Broste is the UK subsidiary of Brøste A/S, a Danish manufacturing and distribution group.
Brown rock salt	Salt , dry-mined from underground salt deposits, with a typical purity of around 93 per cent. For the purposes of this inquiry, includes all non-white rock salt . See also white rock salt .
Chlor-alkali industry	The chlor-alkali industry produces a range of products with the best known being chlorine.
CIF	Cost, insurance and freight: indicates that the exporter's price includes all charges up to the arrival of the goods at the point of discharge from the vessel including the cost of insuring them against loss or damage whilst in transit.
Climate change levy	The climate change levy is charged on industrial and commercial users of energy in order to stimulate business improvements in energy efficiency.
Compacted salt	For the purposes of this inquiry, vacuum salt (usually PDV salt) that has either been compressed into salt sheets which are broken up to form granules (granular salt) or compressed into tablets or blocks (excluding salt licks for animal feed). Primarily used for water softening.
Controlled brine pumping	A process in which water is pumped into layers of rock containing salt deposits. The water dissolves the salt in the

rock and becomes **brine**. The brine is then pumped back to the surface.

CPT	Freight/carriage paid to: means the seller pays the freight for the carriage of the goods to the named destination. The risk of loss or damage to the goods and any cost increases transfers from the seller to the buyer when the goods have been delivered to the custody of the final carrier, and not at the ship's rail.
DDU	Delivered Duty Unpaid is an international term which indicates that the seller must deliver the goods to the buyer, not cleared for import, and not unloaded at the named place of destination.
Demetree Salt	Demetree Salt, LLC, a US Delaware limited liability corporation which is owned by Mark Demetree. Mark Demetree is also a minority shareholder in British Salt Holdings . Demetree Salt is the parent company of US Salt .
De-icing salt	Low-quality salt used for road and other de-icing purposes. Often rock salt , but can be PDV salt that is unusable in other applications
Distributor	A business that purchases and resells salt products.
EBITDA	Earnings before interest, tax, depreciation and amortisation.
ESCO	European Salt Company GmbH. K+S Aktiengesellschaft and Solvay SA combined their salt business segments to form the joint venture European Salt Company in 2000. Since, June 2004, ESCO has been wholly owned by K+S Aktiengesellschaft.
Fine 50 and Fine 60	Sieved PDV salt produced by British Salt and used mainly in food.
Former shareholders	The shareholders of New Cheshire Salt Works prior to its acquisition in February 2005 by British Salt .
Granular salt	A vacuum salt that is coarse in texture and mostly used for water softening and some food production. It is usually made by compressing vacuum salt into sheets which are broken up to form granules, although Salt Union produces granular salt through an evaporation process rather than through compaction. In this document, the terms ' compacted salt ' and 'granular salt' include the granular salt produced by Salt Union.
HMRC SATU	HM Revenue & Customs Statistics and Analysis of Trade Unit.
Irish Feeds	Irish Feeds Limited, a company incorporated in Northern Ireland. A wholly owned subsidiary of British Salt Ltd . Irish Feeds is active as a distributor of British Salt products in

	Northern Ireland and the Irish Republic.
J C Peacock	J C Peacock & Co Ltd; a salt distributor and provider of allied services incorporated in England and Wales.
Low sodium salt	Salt with a reduced sodium content for health reasons. Typically a combination of potassium chloride and sodium chloride.
1986 MMC report	The Monopolies and Mergers Commission (MMC) report published in 1986 into the existence or possible existence of a monopoly situation in the supply of 'white salt' (which, in that report, was the term used for vacuum salt) in the UK.
NACA PDV	PDV salt produced without an anti-caking agent.
Natural brine pumping	The extraction by pumping of naturally occurring brine deposits. Also referred to as wild brine pumping .
NCSW	New Cheshire Salt Works Limited, a vacuum salt producer incorporated in England and Wales. Uses the natural or wild brine pumping method of extraction. Also produces pharmaceutical salt . A wholly-owned subsidiary of British Salt .
Pharmaceutical salt	A type of vacuum salt of very high purity, suitable for use in the pharmaceutical industry.
PDV	Pure dried vacuum salt . This is a vacuum salt containing less than 1 per cent moisture which has a broad range of applications including water treatment, textiles, food, dyes, and animal nutrition.
Retail salt	Salt packaged for retail sale.
Rock salt	Salt which is dry-mined from the ground. Variable in purity depending on other minerals in the area. In the UK its main use is for de-icing roads. See brown rock salt and white rock salt .
Salins du Midi	Compagnie des Salins du Midi et des Salines is the principal salt manufacturer in France. It owns the only rock salt mine in France which is used for de-icing and produces all solar salt in France. A subsidiary of Rohm and Haas Company a US registered company.
Salt	Sodium chloride.
Salt Union	Salt Union Ltd, a company incorporated in England and Wales. The second largest UK producer of salt and salt products. A subsidiary of Compass Minerals International, Inc., a company incorporated in the USA.
SLC	Substantial lessening of competition.
Solar/sea salt	A salt product produced by solar and wind evaporation of sea water in open basins or pans, with 98 to 99 per cent purity.

Whilst salt is not produced by solar evaporation in the UK, there are some small volumes of sea salt produced in open vessels in the UK by the Maldon Crystal Salt Company and the Anglesey Sea Salt Company. All references to solar/sea salt in this document may be taken to exclude this small scale UK production of salt from sea water.

SSNIP	A small but significant non-transitory increase in price.
Tablet salt/tablets	PDV salt can be compacted into individual tablets for use in water softening applications. See also compacted salt and granular salt .
UV	Undried vacuum salt. A vacuum salt containing 2 to 3 per cent moisture. Used principally by chemical producers as a source of brine. UV salt is also used for water softening and the curing of raw hides and skin.
US Salt	US Salt LLC, a US Delaware limited liability corporation. US Salt, LLC acquired the operating assets of British Salt Holdings before being sold off to Demetree Salt .
Vacuum salt	High purity salt produced by passing brine through a series of enclosed pressure vessel evaporators or 'effects'.
Water conditioning	Used in this report to cover a range of water treatment/purification techniques, both chemical and non-chemical.
Water softening	Water softening is a particular form of water conditioning that involves the removal of hardness from the water.
White salt	Used in this report as the collective term for vacuum salt , solar/sea salt and white rock salt .
White rock salt	Salt dry-mined from underground salt deposits, with at least 96 per cent, and up to 99 per cent, purity. See also rock salt and brown rock salt .
Wild brine pumping	See natural brine pumping .