

## Glossary

<b>The Act</b>	The Enterprise Act 2002.
<b>Akzo or Akzo Nobel</b>	Akzo Nobel Salt BV, a Dutch multinational group producing a wide range of bulk and speciality chemicals and materials.
<b>Albion</b>	Albion Chemicals Group plc and all its subsidiaries. The Albion group manufactures and distributes chemicals.
<b>The Block Salt Company</b>	The Block Salt Company Limited, a company incorporated in England and Wales, is a 49.9/50.1 joint venture between <b>NCSW</b> and Harvey Softeners Limited.
<b>Block salt</b>	Compacted <b>salt</b> formed into blocks for use in specific water softening applications.
<b>Brine</b>	A solution of <b>salt</b> in water.
<b>British Salt</b>	British Salt Limited, a company incorporated in England and Wales. A subsidiary of <b>British Salt Holdings</b> , LLC.
<b>British Salt Holdings</b>	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 <b>British Salt</b> .
<b>Broste</b>	Broste Limited, a company incorporated in England and Wales. <b>Broste</b> is the UK subsidiary of Brøste A/S, a Danish manufacturing and distribution group.
<b>Brown rock salt</b>	<b>Salt</b> , 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 <b>rock salt</b> . See also <b>white rock salt</b> .
<b>Chlor-alkali industry</b>	The chlor-alkali industry produces a range of products with the best known being chlorine.
<b>CIF</b>	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.
<b>Climate change levy</b>	The climate change levy is charged on industrial and commercial users of energy in order to stimulate business improvements in energy efficiency.
<b>Compacted salt</b>	For the purposes of this inquiry, <b>vacuum salt</b> (usually <b>PDV</b> salt) that has either been compressed into salt sheets which are broken up to form granules ( <b>granular salt</b> ) or compressed into tablets or blocks (excluding salt licks for animal feed). Primarily used for water softening.
<b>Controlled brine pumping</b>	A process in which water is pumped into layers of rock containing <b>salt</b> deposits. The water dissolves the salt in the

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

<b>CPT</b>	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.
<b>DDU</b>	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.
<b>Demetree Salt</b>	Demetree Salt, LLC, a US Delaware limited liability corporation which is owned by Mark Demetree. Mark Demetree is also a minority shareholder in <b>British Salt Holdings</b> . Demetree Salt is the parent company of <b>US Salt</b> .
<b>De-icing salt</b>	Low-quality <b>salt</b> used for road and other de-icing purposes. Often <b>rock salt</b> , but can be <b>PDV</b> salt that is unusable in other applications
<b>Distributor</b>	A business that purchases and resells <b>salt</b> products.
<b>EBITDA</b>	Earnings before interest, tax, depreciation and amortisation.
<b>ESCO</b>	European Salt Company GmbH. K+S Aktiengesellschaft and Solvay SA combined their <b>salt</b> business segments to form the joint venture European Salt Company in 2000. Since, June 2004, ESCO has been wholly owned by K+S Aktiengesellschaft.
<b>Fine 50 and Fine 60</b>	Sieved <b>PDV</b> salt produced by British Salt and used mainly in food.
<b>Former shareholders</b>	The shareholders of <b>New Cheshire Salt Works</b> prior to its acquisition in February 2005 by <b>British Salt</b> .
<b>Granular salt</b>	A <b>vacuum salt</b> 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 <b>Salt Union</b> produces granular salt through an evaporation process rather than through compaction. In this document, the terms ' <b>compacted salt</b> ' and 'granular salt' include the granular salt produced by Salt Union.
<b>HMRC SATU</b>	HM Revenue & Customs Statistics and Analysis of Trade Unit.
<b>Irish Feeds</b>	Irish Feeds Limited, a company incorporated in Northern Ireland. A wholly owned subsidiary of <b>British Salt Ltd</b> . Irish Feeds is active as a distributor of <b>British Salt</b> products in

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

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