

To Our Valued Customers,

As you may have heard, there is a road salt shortage in Ontario for the 2018-2019 winter season. The reasons for this inventory shortage, as per the Landscape Ontario Horticultural Trades Association, include:

- An Ice storm just before spring 2018 depleted inventory
- The Compass Minerals mine in Goderich (the worlds largest salt supplier) experienced a 11-week strike this summer. (Please see <https://www.compassminerals.com/info/news/statement-from-compass-minerals-goderich-mine-regarding-strike/>)
This has seriously affected the amount of salt available for shipping and stockpiling. Salt is typically stockpiled during the summer months. It is impossible to replenish the stockpiles before winter
- Another major producer “Cargill” is having difficulty with maintaining supply because of a water leak in their Cleveland mine. Please see: <https://www.news5cleveland.com/news/local-news/cleveland-metro/cleveland-salt-mine-attributes-salt-shortage-to-water-leak-winter-storms>
- Municipalities are ordering more salt due to liability issues and to deal with increasing inclement weather events.
- Municipalities have been given priority because of contractual obligations

Although we have secured some product, its always difficult to estimate quantities required as weather conditions vary from year to year. Unfortunately, this shortage has forced us to limit the number of customers we are able to supply this season.

We will be using last years numbers to allocate salt for this season. We believe this is the fairest and most reasonable way to allocate the limited supply. We have records on many of our customers however, if you do not have a register company with us then you will need to bring in your receipt from last year as proof of purchase. We are still able to supply any customers with bagged Ice Melter or our bulk salt/sand mix.

We are sorry for any inconvenience this may cause you. If you have any questions, please do not hesitate to contact us.

Thank-you for your continued patronage,



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