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August 18, 2026

Ambassador Jamieson Greer
U.S. Trade Representative
Office of the U.S. Trade Representative
600 17th Street NW
Washington, DC 20508

Dear Ambassador Greer,

I write concerning tariffs proposed as part of President Trump's proclamation titled, "*Imposing Additional Duties to Offset Canadian Discrimination Against the Commerce of the United States with Respect to Motor Vehicles*". Specifically, I am concerned that imposing 50% tariffs on imported salt will disadvantage U.S. companies and place an undue burden on state and local governments. This strain will ultimately be felt by local taxpayers, particularly in states like Kansas where de-icing salt is used regularly to travel safely during the winter.

Salt is a commodity well-known to Kansas, with commercial manufacturing beginning as early as 1863 and mining still occurring in Hutchinson, Kanopolis, and Lyons. Despite being the second-largest salt producer in the world, the U.S. still relies on international markets to meet domestic demand. In 2025, the U.S. imported approximately $159 million of salt from Canada, making it our largest country of import, with much of the salt coming in as rock and de-icing salt. Two Kansas-based companies, Morton Salt and Compass Minerals, own and operate Canadian mines and bring the product to the U.S. for distribution.

I ask you to consider that no matter how duties are handled by the importers, the supply of de-icing salt could be impacted, which could in turn affect state and local governments' access to a vital public safety tool. If the cost of the tariffs is passed on, end purchasers may buy less if their budget will not allow higher costs; if the importers instead factor the tariffs into the cost, volume may decrease to maintain the same level of expenditure. As we head into the fall and winter, taxpayers expect the government to be prepared to respond quickly and effectively to keep roads open and the public safe, which requires a reliable supply of de-icing salt.

I believe we should hold our trading partners accountable, including Canada; that is why I have advocated for the renewal of the U.S.-Mexico-Canada Agreement, which gives us the negotiating table we can use to resolve disputes such as these. As you and the administration consider the implementation of the president's proclamation, I hope you will carefully evaluate the impact certain duties may have on U.S. companies, local governments, and taxpayers in Kansas and across the nation.

Sincerely,

Jerry Moran

Jerry Moran
United States Senator