EXPERTISE IN SALT
COMPANY BROCHURE
SÜDWESTDEUTSCHE SALZWERKE AG, BASED IN HEILBRONN, IS ONE OF THE MOST IMPORTANT SALT PRODUCERS IN EUROPE, WITH AROUND 1,000 EMPLOYEES AT FOUR LOCATIONS IN BADEN-WÜRTTEMBERG AND BAVARIA.
IN SALT
BUSINESS AREAS

SALT

WASTE DISPOSAL
AS

LOGISTICS

TOURISM
SHAREHOLDER STRUCTURE

49% City of Heilbronn
49% State of Baden-Württemberg
2% free float

LOCATIONS

LOCATIONS IN BADEN-WÜRTTEMBERG
Salt Mine Heilbronn
Saltworks and Salt Mine Bad Friedrichshall

LOCATIONS IN BAVARIA
Salt Mine Berchtesgaden
Old Saltworks and Saltworks Bad Reichenhall

HEILBRONN, BADEN-WÜRTTEMBERG
BAD REICHENHALL, BAVARIA
BAD FRIEDRICHSHALL-KOCHENDORF, BADEN-WÜRTTEMBERG
BERCHTESGADEN, BAVARIA
SHAREHOLDINGS

AGROSAL
AGROSAL GmbH
Heilbronn

SCHWEIZER SALINEN SALINES SUISSES
Schweizer Salinen AG
Pratteln, Switzerland

rheinsalz
Rheinsalz AG
Pratteln, Switzerland

UEV
Umwelt, Entsorgung und Verwertung GmbH
Heilbronn

Palladio Umwelt S. r. l.
Brendola, Italy

MF Mineralstoff Franken GmbH
Bad Friedrichshall

Reederei Schwaben
Reederei Schwaben GmbH
Heilbronn

ALTE SALINE BAD REICHENHALL

SALZBERGWERK BAD FRIEDRICHSHALL

SÜDWESTDEUTSCHE SALZWERKE AG (SWS)

100 %

55 %

45 %

51 %

100 %

Shareholdings
SALT MINING
MINING AND FURTHER PROCESSING

SALT MINE HEILBRONN

DRILLING AND BLASTING

During the drilling and blasting process, computer-operated drilling rigs are used to create blast holes measuring 7 metres in length.

A special vehicle is then used to blow loose explosives into the drilled holes. Each blast obtains over 1,000 tonnes of salt from the rock.

A clearing device removes loose rock salt from the roof of the blast hole, before electric load haul dumpers transport the salt to the crusher. This crushes the salt, so that it can be transported further on a conveyor belt.

MINING BY CUTTING

Continuous miners are used to cut salt from the rock salt mine in Heilbronn. These are some of the world’s largest pieces of mining machinery. The 7-metre-wide cutting drum is fitted with 94 carbide teeth to extract salt from the salt deposit, which can be up to 40 metres thick. A telescopic truck is then used to transport salt from the continuous miner to the feed conveyor on the conveyor belt.
Mining and further processing

**SALTWORKS BAD REICHENHALL**

**SALT MINE BERCHTESGADEN**

**WET MINING**

Salt has continuously been extracted at the salt mine in Berchtesgaden since 1517 using a so-called “wet mining” method. This involves feeding fresh water into the mountains to dissolve salt from the rock. This produces brine, a concentrated solution with around 26.5% salt content. The brine is extracted in mining boreholes.

The brine obtained in Berchtesgaden is pumped along a 17.2-kilometre double-stranded pipeline to Bad Reichenhall, where it’s processed at the new saltworks.

**BOREHOLE MINING AND THERMAL COMPRESSION**

Brine is pumped to the surface from three boreholes at the Bad Reichenhall basin.

The brine from Bad Reichenhall and Berchtesgaden is then processed to create evaporated salt using a modern thermal compression system in the new saltworks.

**FURTHER PROCESSING INTO EVAPORATED SALT**

Rock salt from Heilbronn is dissolved in water at the nearby saltworks in Bad Friedrichshall. A vacuum evaporation system is used to recrystallise it into evaporated salt and dry it.
IMPRESSIONS OF EVERYDAY WORK
SALT

SALT IS EXTRACTED FROM THE MINES IN HEILBRONN AND BERCHTESGADEN AS WELL AS THE BRINE RESERVES IN THE BAD REICHENHALLER BASIN. IT’S THEN PROCESSED AND REFINED TO PRODUCE EVAPORATED SALT AT THE SALTWORKS IN BAD FRIEDRICHSHALL AND BAD REICHENHALL.

Südwestdeutsche Salzwerke AG produces rock salt and evaporated salts for business and industrial users, winter road maintenance and private households. Bad Reichenhaller is the most famous salt brand in Germany.
DE-ICING SALT

It’s essential for the safety of all road users that streets are free from snow and ice. This means de-icing salt is of vital importance. The physical-chemical transformation of ice and snow into water lowers its freezing point to permanently make roads less slippery.

WINTER ROAD MAINTENANCE EQUIPMENT

Südwestdeutsche Salzwerke AG is an experienced supplier of winter maintenance systems and also offers products like grit containers, snow ploughs, bulk silos and mobile silos.
Industrial salt is a strategic raw material used in the chemical industry. It’s particularly used in large-scale electrolysis to produce intermediates like chlorine, sodium hydroxide and hydrogen with salt, water and electricity. This puts industrial salt right at the beginning of a wide-ranging value chain, as it forms the basis of over 10,000 derivatives in the aluminium, automotive, glass, paint, cosmetics, synthetics, pharmaceutical, cleaning and textiles industries.
Sodium chloride has a very high chemical and bacterial purity, which makes it a high-quality product for chemicals and pharmaceuticals. Salt is constantly produced as an auxiliary and active ingredient and supplied to the pharmaceutical industry throughout the year.
The Wealth of the Alps


HOUSEHOLD TABLE SALT

BAD REICHENHALLER – THE TREASURE OF THE ALPS

Since the 1950s the Bad Reichenhaller brand has been sold in 500 g packs.

The range of products offered by Germany’s most famous salt producer includes classic Alpine salts with and without additives, seasoned salts, grinders and salt specialities.

Pure Alpine brine is the natural source of all Bad Reichenhaller products, which are made in an evaporation process.
Salt

AQUASALE SEA SALT

The Aquasale brand established itself in the mid-1980s and is now the market-leading sea salt in Germany.

This range of products comes in coarse and fine grains, unprocessed or with added iodine, and as the salt speciality Fleur de Sel.

The sea salt is obtained through natural evaporation in the salt marshes of the south (Mediterranean).

SEL, DISAL, SAL COSTA, SAFRISALZ

The range of products offered by Südwestdeutsche Salzwerke AG also includes the brands SEL, Sal Costa, Disal and safrisalz.

All products are vegan, gluten-free and made without preservatives and flavour enhancers.
Table salt is suitable for human consumption and used for cooking. Iodised salt can help prevent thyroid disorders and iodine deficiency. Coarse pretzel salt is mainly used in bakeries. Nitrite curing salt is essential for sausage and meat processing – from small businesses to mass production – and guarantees visual and culinary pleasure.
Just like humans, animals can’t do without sodium in their diet. That’s why sodium chloride (cattle salt) is commonly used to supplement concentrated feed. Animals that predominantly graze outdoors (e.g. cattle, sheep and game) can get the sodium and minerals they need in their natural environment with a wide range of different lick stones.
Regenerating salt is extremely important for households and businesses. It helps remove hardness agents from water. The result is noticeably softer water that doesn’t leave lime scale in things like dishwashers. Regenerating salts are also used to soften water in industrial plants and disinfect water in swimming pools.
Commercial salt is used in various sectors of trade and industry. There’s a wide range of required salts and uses. The commercial salts have been perfectly selected to meet the wants and needs of the customers. They’re used to treat water, preserve hides and skins, and dye fabrics.
Südwestdeutsche Salzwerke AG offers services for the treatment, recycling and disposal of waste. The underground chambers at the mines in Bad Friedrichshall and Heilbronn can also be used to safely store valuable items and archive materials in a stable climate.
If waste can’t be used as underground building material for technical or legal reasons, it can be stored at the underground waste disposal site in Heilbronn.

This waste is treated in a targeted manner, packaged and stored in the underground facilities. Big bags, barrels and containers are suitable forms of packaging.

Storage has been approved for around 500 different types of waste contained in the European Waste Catalogue.
Loose bulk waste can also be taken underground to be used as building materials on their own or in set mixtures. Kilometre-long conveyor systems are used to transport bulk materials to the filling area, where they’re competently placed.

The former mining chambers, located around 200 metres below the ground offer dry and stable conditions for the “UTA” underground archive.

The UTA provides customers with a storage space that isn’t affected by things like: natural disasters, climate fluctuations, water pipe breakages, vermin plagues and electro-smog.

The extraordinary, almost inaccessible location of the chambers makes them burglar-proof.

A wide range of items and documents can be stored in the depths of the salt domes in and around Heilbronn, such as files that are subject to statutory retention periods or special security regulations, X-rays, data carriers, books, all kinds of valuables, and works of art like images, sculptures and furniture.
LOGISTICS

SÜDWESTDEUTSCHE SALZWERKE AG ALSO OFFERS LOGISTICAL SOLUTIONS, HELPING CUSTOMERS TO SAFELY TRANSPORT SALT BY PROVIDING SERVICES LIKE THOSE OFFERED BY REEDEREI SCHWABEN GMBH.
TOURISM
FASCINATING UNDERGROUND WORLD

SÜDWESTDEUTSCHE SALZWERKE AG RUNS TOURIST TRIPS TO ITS SALT MINES IN BERCHTESGADEN AND BAD FRIEDRICHSHALL AND TO ITS OLD SALTWORKS IN BAD REICHENHALL. TAKE A TRIP UNDER GROUND AND EXPERIENCE THE EXCITING HISTORY OF SALT MINING UP CLOSE.
The fascinating world of “white gold” is about 200 metres below ground and captivates around 50,000 visitors every year. Spectacular light and laser installations in imposing salt mine chambers, interactive experiments, impressive exhibits, a spectacular self-triggering rock blasting show, really interesting films, modern presentations and endless fun on the 40-metre slide make a visit to the salt mine a special experience.

The salt mine in Berchtesgaden celebrated its 500th anniversary in 2017, making it the oldest active mine in Germany. The mine captivates around 400,000 visitors every year with its “salt cathedral”, “magical salt room” and “salt laboratory”, where guests can discover more about the history, emergence and significance of “white gold”. The highlight of the tour is the raft ride along an underground salt lake, the “Spiegelsee” (“Mirror Lake”). The salt mine in Berchtesgaden and the “Old Saltworks” in Bad Reichenhall are some of the top tourist attractions in the Berchtesgaden region.

Salt has been mined in Bad Reichenhall for over 4,000 years. The “Old Saltworks” were constructed at the behest of King Ludwig I in 1834 and are now protected as a listed building. The 13-metre-high water wheels, extensive tunnel system and underground saltwater springs are visited by around 50,000 people every year. These springs are still bubbling away today, even though Bad Reichenhaller Alpine salt started to be produced at the modern saltworks in Bad Reichenhall many years ago. The one-hour guided tours of the “Old Saltworks” end at the Salt Museum, where visitors can discover interesting facts about salt mining and its history.
LEADERSHIP
One important leadership goal is to make our staff enthusiastic about our company and its strategic and operational objectives. Our communication and actions are clear, concrete and consistent, and we promote an open and active feedback culture.

STAFF
Our employees are committed, efficient and creative. We recognise their performance and value one another’s work. Our employees are one of our strengths for the structuring of a successful future! Tolerance, diversity and mutual trust form the basis of our working atmosphere.

OCCUPATIONAL SAFETY
We actively assume responsibility for occupational safety in our everyday work. We work together to consistently minimise incidents and pursue the objective of “zero accidents”.

TRADITION & INNOVATION
The combination of tradition and innovation is the basis and driving force behind our goal to constantly improve our high quality and production standards.

CUSTOMERS
We inspire our customers as competent, cooperative and outstanding partners.

PROCESSES
Our processes are a key to success. The quality, speed and flexibility of our requirements are of the highest level.

QUALITY
We strive for the highest quality with all our products to satisfy our customers and improve our competitiveness. Our integrated process management system fully complies with all relevant certification standards.

SUSTAINABILITY
The conservation of our natural environment and the livelihood of future generations is firmly anchored in our daily actions, environmental awareness and energy efficiency.

SHAREHOLDERS
We sustainably increase our corporate value and take our social responsibility very seriously. We comply with all legal regulations.
THE WORLD OF SALT FOR TALENTS

SÜDWESTDEUTSCHE SALZWERKE AG OFFERS A WIDE RANGE OF ATTRACTIVE TRAINING POSITIONS FOR QUALIFIED APPLICANTS FROM THE COMMERCIAL AND TECHNICAL SECTORS IN BADEN-WÜRTTEMBERG AND BAVARIA.

Trainees at Südwestdeutsche Salzwerke AG get the opportunity to work in well-equipped training centres and across several departments, where they’re supervised by qualified instructors.

Südwestdeutsche Salzwerke AG places real value on independent project work. The training activities are founded upon seminars to develop personal skills, as well as subject-specific courses and in-house teaching.

THE FUTURE OF SÜDWESTDEUTSCHE SALZWERKE AG

- Processing Technician specialised in natural rocks
- Mining Technician specialised in civil engineering
- Chemical Laboratory Technician
- Industrial Electrician
- Industrial Manager
- Industrial Maintenance Technician
- Tourism and Leisure Agent
- Mechatronics Engineer for Agricultural and Construction Machinery
- Surveyor
- Bachelor of Arts in Business Administration
- Bachelor of Science in Business Informatics

You can find more information on training positions at Südwestdeutsche Salzwerke AG (e.g. training locations, testimonials, etc.) at www.salzwerke.de/ausbildung
Company History

Timeline

1517
Excavation work begins at the Petersberg Tunnel in 1517, and the Berchtesgaden Salt Mine is subsequently founded by Prince-Provost Gregor Rainer.

1816
The first rock salt deposits in Central Europe are discovered following drilling in Jagstfeld.

1817
The saltwater pipeline is constructed: The first Berchtesgaden brine runs to Reichenhall in wooden “dykes”.

Permits are granted to build the Friedrichshall Saltworks and excavate a shaft. The saltworks begin operating in the same year.

1859
Salt mining begins at the Friedrichshall saltpits.

1881
The first Heilbronn salt, measuring 11.7 metres in thickness, is struck during drilling.

1883
Salzwerk Heilbronn AG is founded.

1885
Rock salt is mined in Heilbronn for the very first time on 4th December, celebrated as St. Barbara’s Day amongst miners.

1899
“King Wilhelm II” shaft: A new salt mine is launched in Kochendorf.

1918
Reederei Schwaben GmbH is founded.

1926
The New Saltworks are constructed in Bad Reichenhall and closed evaporators are used instead of open heating vessels for the first time.

1945
The works of art and valuables, stored during the war, are saved from destruction and deportation and can be returned to their owners.

1955/56
Distribution is expanded to the whole of Germany: Salt from Bad Reichenhall can be bought across the country in 1957 under the brand name “Bad Reichenhall SpezialSalz”.

1970
Bad Reichenhaller is now available in a new form of packaging – a practical, refillable salt shaker.

1971
Südwestdeutsche Salzwerke AG is founded. The brand name “Bad Reichenhaller MarkenSalz” is created.

1972
The “Franken” shaft is excavated in Heilbronn.

1975-1976
The “Franken” shaft is developed into an efficient haulage shaft.

1980-1982
The “Heilbronn” shaft is lined with a special waterproof structure, and a new conveyor system is installed.

1983
100th anniversary of the Heilbronn Saltworks and Salzwerk Heilbronn AG.
1984
The connection passage is knocked through, and the formerly independent salt mines in Heilbronn and Kochendorf are connected on 28th January.

1985
100th anniversary of Heilbronn salt.

1986-1988
The “King Wilhelm II” shaft in Kochendorf is redeveloped and fitted with a new conveyor system.

1987
The underground waste disposal site is launched in Heilbronn to dispose of waste from outside the mine.

1991
175th anniversary of Bad Friedrichshall salt.

1992
UEV GmbH is founded as a subsidiary specialising in environmental conservation, waste disposal and recycling.

1994
Salt is no longer mined in Kochendorf. This is then used as a backfilling mine.

1996
25th anniversary of Südwestdeutsche Salzwerke AG.

1997
The underground archive is launched.

1999
AGROSAL GmbH is founded.

2000
SWS Alpensalz GmbH is founded.

2003-2004
The “Konradsberg” shaft is excavated in Heilbronn-Biberach.

2006
Cutting techniques are introduced at the mine in Heilbronn.

2006-2007
A new visitor centre is built, and the exhibitions and technical facilities at the Berchtesgaden Salt Mine are redesigned.

2008-2010
A second underground passage is excavated to link Heilbronn and Kochendorf.

2017
500th anniversary of the Berchtesgaden Salt Mine: No other active mine in Germany has been in operation for so long.

2017
25th anniversary of UEV GmbH.

2017
30th anniversary of the underground waste disposal site in Heilbronn.

You can read the full company history on the Südwestdeutsche Salzwerke AG website.