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Wholesale trade sales (Preliminary)

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Sales at constant 2019 prices: results for September 2022

Table A – Key growth rates in wholesale trade sales at constant 2019 prices

	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22
Year-on-year % change, unadjusted	-3,8	-1,7	-2,0	1,3	0,4	5,8
Month-on-month % change, seasonally adjusted	-5,3	2,4	-0,8	1,2	-0,5	1,9
3-month % change, seasonally adjusted 1/	0,6	-0,7	-3,7	-1,1	-0,5	1,7

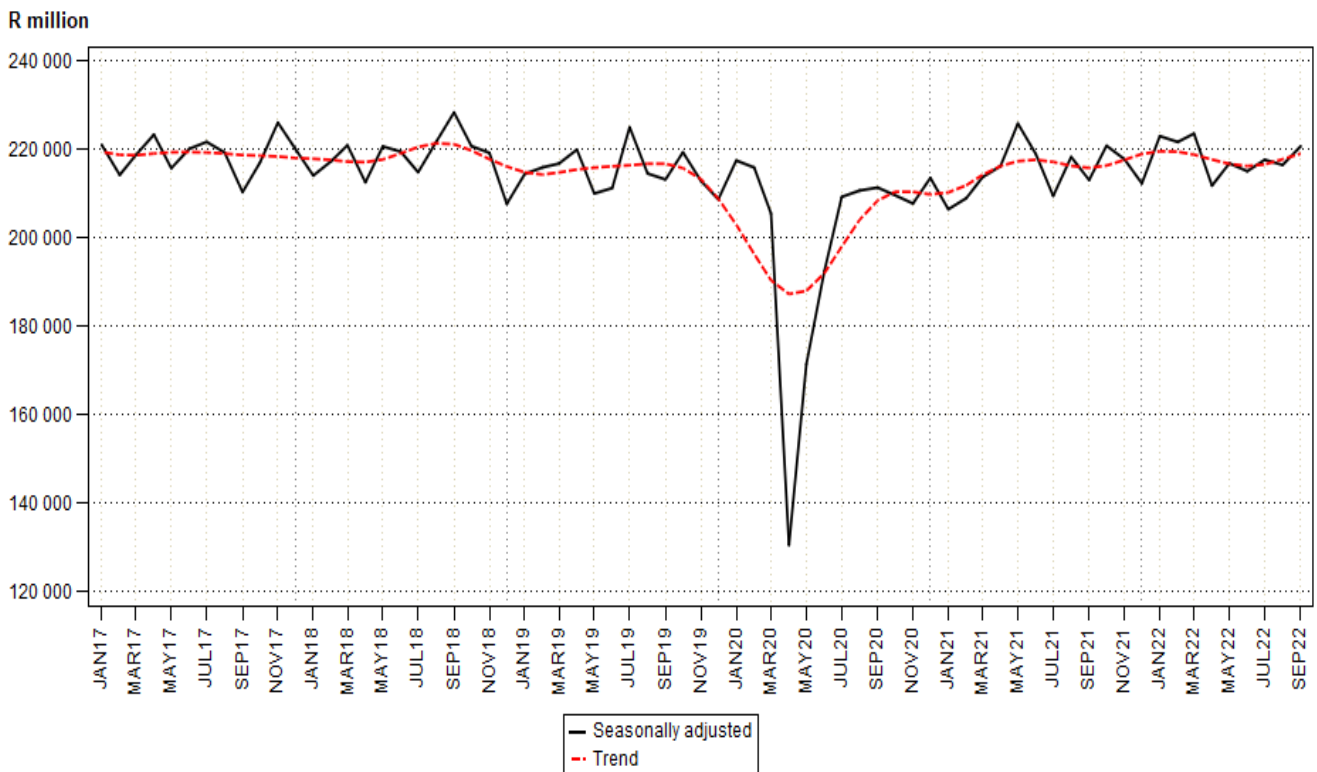
1/ Percentage change between the previous 3 months and the 3 months ending in the month indicated.

Measured in real terms (constant 2019 prices), wholesale trade sales increased by 5,8% in September 2022 compared with September 2021.

Seasonally adjusted wholesale trade sales increased by 1,9% in September 2022 compared with August 2022. This followed month-on-month changes of -0,5% in August 2022 and 1,2% in July 2022.

In the third quarter of 2022, seasonally adjusted wholesale trade sales increased by 1,7% compared with the second quarter of 2022.

Figure 1 – Wholesale trade sales at constant 2019 prices



Sales at current prices: results for September 2022

Table B – Key growth rates in wholesale trade sales at current prices

	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22
Year-on-year % change, unadjusted	12,9	18,1	19,3	25,0	21,6	27,7
Month-on-month % change, seasonally adjusted	-3,4	6,3	0,4	4,2	-0,4	4,0
3-month % change, seasonally adjusted 1/	4,7	4,5	2,8	6,3	6,1	7,7

1/ Percentage change between the previous 3 months and the 3 months ending in the month indicated.

Measured in nominal terms (current prices), wholesale trade sales increased by 27,7% in September 2022 compared with September 2021. The main positive contributors were dealers in:

- solid, liquid and gaseous fuels and related products (66,5% and contributing 14,1 percentage points);
- agricultural raw materials and livestock (50,6% and contributing 3,0 percentage points); and
- 'other' intermediate products, waste and scrap (37,7% and contributing 2,5 percentage points) – see Tables 8 and 9.

Table C – Wholesale trade sales at current prices for the latest three months by type of dealer

Type of dealer	Jul – Sep 2021 (R million)	Weight	Jul – Sep 2022 (R million)	% change between Jul – Sep 2021 and Jul – Sep 2022	Contribution (% points) to the total % change
Fee or contract basis	28 447	3,9	30 605	7,6	0,3
Agricultural raw materials and livestock	45 301	6,3	65 794	45,2	2,8
Food, beverages and tobacco	110 258	15,2	127 188	15,4	2,3
Textiles, clothing and footwear	14 634	2,0	19 919	36,1	0,7
Other household goods except precious stones	82 830	11,4	85 484	3,2	0,4
Precious stones, jewellery and silverware	23 671	3,3	18 003	-23,9	-0,8
Solid, liquid and gaseous fuels and related products	153 118	21,1	248 823	62,5	13,2
Metals and metal ores	22 624	3,1	28 989	28,1	0,9
Construction and building materials	35 163	4,9	42 452	20,7	1,0
Other intermediate products, waste and scrap	45 285	6,3	55 796	23,2	1,5
Machinery, equipment and supplies	108 433	15,0	108 720	0,3	0,0
Other goods	54 651	7,5	72 150	32,0	2,4
Total	724 415	100,0	903 923	24,8	24,8

Wholesale trade sales increased by 24,8% in the third quarter of 2022 compared with the third quarter of 2021. The main positive contributors were dealers in:

- solid, liquid and gaseous fuels and related products (62,5% and contributing 13,2 percentage points);
- agricultural raw materials and livestock (45,2% and contributing 2,8 percentage points);
- 'other' goods (32,0% and contributing 2,4 percentage points); and
- food, beverages and tobacco (15,4% and contributing 2,3 percentage points) – see Table C.

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Statistician-General

Tables

Table 1 – Wholesale trade sales at constant 2019 prices (R million)

Month	2016	2017	2018	2019	2020	2021	2022 1/
Jan	193 958	196 359	191 784	190 022	194 937	179 861	194 441
Feb	229 670	204 200	206 190	204 536	207 027	197 647	209 024
Mar	227 923	226 932	227 707	219 017	210 519	221 554	229 679
Apr	207 206	200 998	194 667	204 372	117 669	197 773	190 186
May	224 952	216 833	221 461	214 021	169 936	224 174	220 463
Jun	226 573	224 709	220 959	206 634	198 698	222 296	217 774
Jul	219 930	215 725	214 670	228 532	213 876	212 647	215 395
Aug	226 844	222 964	227 202	218 154	208 070	220 053	220 999
Sep	237 998	217 809	228 338	218 892	219 828	221 524	234 404
Oct	234 491	234 477	241 801	239 168	229 512	236 243	
Nov	245 083	248 065	245 274	233 031	224 952	241 799	
Dec	229 667	214 175	199 957	205 051	208 940	209 793	
Total	2 704 295	2 623 246	2 620 010	2 581 430	2 403 964	2 585 364	

1/ Figures for latest month are preliminary.

Table 2 – Year-on-year percentage change in wholesale trade sales at constant 2019 prices

Month	2017	2018	2019	2020	2021	2022	2022 year-to-date
Jan	1,2	-2,3	-0,9	2,6	-7,7	8,1	8,1
Feb	-11,1	1,0	-0,8	1,2	-4,5	5,8	6,9
Mar	-0,4	0,3	-3,8	-3,9	5,2	3,7	5,7
Apr	-3,0	-3,1	5,0	-42,4	68,1	-3,8	3,3
May	-3,6	2,1	-3,4	-20,6	31,9	-1,7	2,2
Jun	-0,8	-1,7	-6,5	-3,8	11,9	-2,0	1,5
Jul	-1,9	-0,5	6,5	-6,4	-0,6	1,3	1,4
Aug	-1,7	1,9	-4,0	-4,6	5,8	0,4	1,3
Sep	-8,5	4,8	-4,1	0,4	0,8	5,8	1,8
Oct	0,0	3,1	-1,1	-4,0	2,9		
Nov	1,2	-1,1	-5,0	-3,5	7,5		
Dec	-6,7	-6,6	2,5	1,9	0,4		
Total	-3,0	-0,1	-1,5	-6,9	7,5		

Table 3 – Seasonally adjusted wholesale trade sales at constant 2019 prices

Month	R million				Month-on-month % change			
	2019	2020	2021	2022	2019	2020	2021	2022
Jan	214 490	217 532	206 506	223 038	3,3	4,2	-3,3	5,0
Feb	215 976	215 930	208 996	221 710	0,7	-0,7	1,2	-0,6
Mar	216 824	205 540	213 742	223 615	0,4	-4,8	2,3	0,9
Apr	219 981	130 573	216 248	211 843	1,5	-36,5	1,2	-5,3
May	210 061	171 469	225 895	216 882	-4,5	31,3	4,5	2,4
Jun	211 298	192 466	218 989	215 110	0,6	12,2	-3,1	-0,8
Jul	225 060	209 292	209 512	217 683	6,5	8,7	-4,3	1,2
Aug	214 581	210 735	218 341	216 531	-4,7	0,7	4,2	-0,5
Sep	213 235	211 413	213 113	220 727	-0,6	0,3	-2,4	1,9
Oct	219 383	209 674	220 873		2,9	-0,8	3,6	
Nov	212 932	207 803	217 806		-2,9	-0,9	-1,4	
Dec	208 743	213 585	212 341		-2,0	2,8	-2,5	

Table 4 – Wholesale trade sales at current prices (R million)

Month	2016	2017	2018	2019	2020	2021	2022 1/
Jan	161 071	171 527	178 058	183 631	197 732	185 748	228 997
Feb	192 269	180 829	190 533	197 880	210 007	207 142	249 449
Mar	190 285	201 421	208 035	214 863	212 675	235 239	283 576
Apr	175 961	177 582	180 571	204 583	116 718	212 428	239 766
May	191 328	193 708	208 465	215 628	166 140	241 537	285 346
Jun	195 504	200 003	211 230	209 144	195 987	241 178	287 778
Jul	191 640	191 834	207 460	229 989	214 925	233 100	291 330
Aug	195 117	198 955	220 454	219 608	211 461	243 331	295 960
Sep	203 650	197 100	222 633	220 702	223 402	247 984	316 633
Oct	202 016	214 093	241 135	242 269	234 583	266 917	
Nov	214 268	228 926	245 534	235 480	229 852	278 620	
Dec	200 770	199 775	196 828	207 653	213 581	245 993	
Total	2 313 879	2 355 753	2 510 936	2 581 430	2 427 063	2 839 217	

1/ Figures for latest month are preliminary.

Table 5 – Year-on-year percentage change in wholesale trade sales at current prices

Month	2017	2018	2019	2020	2021	2022	2022 year-to-date
Jan	6,5	3,8	3,1	7,7	-6,1	23,3	23,3
Feb	-5,9	5,4	3,9	6,1	-1,4	20,4	21,8
Mar	5,9	3,3	3,3	-1,0	10,6	20,5	21,3
Apr	0,9	1,7	13,3	-42,9	82,0	12,9	19,2
May	1,2	7,6	3,4	-23,0	45,4	18,1	18,9
Jun	2,3	5,6	-1,0	-6,3	23,1	19,3	19,0
Jul	0,1	8,1	10,9	-6,5	8,5	25,0	19,9
Aug	2,0	10,8	-0,4	-3,7	15,1	21,6	20,1
Sep	-3,2	13,0	-0,9	1,2	11,0	27,7	21,1
Oct	6,0	12,6	0,5	-3,2	13,8		
Nov	6,8	7,3	-4,1	-2,4	21,2		
Dec	-0,5	-1,5	5,5	2,9	15,2		
Total	1,8	6,6	2,8	-6,0	17,0		

Table 6 – Seasonally adjusted wholesale trade sales at current prices

Month	R million				Month-on-month % change			
	2019	2020	2021	2022	2019	2020	2021	2022
Jan	207 642	222 734	214 929	261 360	2,0	4,9	-1,7	4,2
Feb	210 812	222 972	221 433	267 045	1,5	0,1	3,0	2,2
Mar	211 302	206 067	226 879	271 979	0,2	-7,6	2,5	1,8
Apr	222 219	128 388	228 791	262 707	5,2	-37,7	0,8	-3,4
May	212 452	167 931	240 310	279 379	-4,4	30,8	5,0	6,3
Jun	209 765	190 232	236 091	280 474	-1,3	13,3	-1,8	0,4
Jul	226 262	210 720	229 550	292 237	7,9	10,8	-2,8	4,2
Aug	215 206	211 537	241 016	291 026	-4,9	0,4	5,0	-0,4
Sep	214 174	214 508	237 814	302 555	-0,5	1,4	-1,3	4,0
Oct	222 521	215 870	251 474		3,9	0,6	5,7	
Nov	216 189	211 802	253 529		-2,8	-1,9	0,8	
Dec	212 419	218 705	250 786		-1,7	3,3	-1,1	

Table 7 – Wholesale trade sales at current prices by type of dealer (R million)

Type of dealer	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22 1/
Fee or contract basis	7 624	9 312	9 703	9 641	9 146	11 818
Agricultural raw materials and livestock	14 378	22 584	20 708	22 382	21 164	22 248
Food, beverages and tobacco	38 897	40 758	43 244	41 872	42 030	43 286
Textiles, clothing and footwear	5 733	4 851	4 004	4 319	7 392	8 208
Other household goods except precious stones	26 867	27 303	26 348	26 408	29 824	29 252
Precious stones, jewellery and silverware	3 614	4 553	3 433	6 755	4 664	6 584
Solid, liquid and gaseous fuels and related products	62 420	81 446	80 378	80 851	80 576	87 396
Metals and metal ores	7 878	9 114	7 646	8 967	10 546	9 476
Construction and building materials	11 072	12 857	12 843	13 007	14 348	15 097
Other intermediate products, waste and scrap	13 712	14 805	15 436	14 347	18 743	22 706
Machinery, equipment and supplies	28 368	32 516	37 157	37 032	35 468	36 220
Other goods	19 205	25 247	26 879	25 749	22 059	24 342
Total	239 766	285 346	287 778	291 330	295 960	316 633

1/ Figures are preliminary.

Table 8 – Year-on-year percentage change in wholesale trade sales at current prices by type of dealer

Type of dealer	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22
Fee or contract basis	10,2	12,1	12,9	5,1	-1,1	17,8
Agricultural raw materials and livestock	5,2	9,7	27,4	30,6	58,1	50,6
Food, beverages and tobacco	10,5	13,0	14,9	25,7	14,2	7,8
Textiles, clothing and footwear	31,2	-1,5	10,7	23,9	45,1	35,5
Other household goods except precious stones	1,6	4,2	-6,1	0,0	4,4	5,0
Precious stones, jewellery and silverware	-41,1	-17,7	-46,4	6,0	-49,7	-18,0
Solid, liquid and gaseous fuels and related products	33,7	54,7	52,7	63,6	57,4	66,5
Metals and metal ores	10,4	16,8	-5,3	23,3	31,7	29,1
Construction and building materials	4,1	1,4	13,9	17,1	26,6	18,7
Other intermediate products, waste and scrap	44,2	42,8	19,8	3,0	26,1	37,7
Machinery, equipment and supplies	-0,3	-5,2	3,3	-1,8	-6,0	9,8
Other goods	11,3	14,1	36,2	45,0	23,7	27,8
Total	12,9	18,1	19,3	25,0	21,6	27,7

Table 9 – Contribution of type of dealer to the year-on-year percentage change in wholesale trade sales at current prices

Type of dealer	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22
Fee or contract basis	0,3	0,4	0,5	0,2	0,0	0,7
Agricultural raw materials and livestock	0,3	0,8	1,8	2,3	3,2	3,0
Food, beverages and tobacco	1,7	1,9	2,3	3,7	2,1	1,3
Textiles, clothing and footwear	0,7	0,0	0,2	0,4	0,9	0,9
Other household goods except precious stones	0,2	0,5	-0,7	0,0	0,5	0,6
Precious stones, jewellery and silverware	-1,2	-0,4	-1,3	0,2	-1,9	-0,6
Solid, liquid and gaseous fuels and related products	7,4	11,9	11,5	13,5	12,1	14,1
Metals and metal ores	0,4	0,5	-0,2	0,7	1,0	0,9
Construction and building materials	0,2	0,1	0,7	0,8	1,3	1,0
Other intermediate products, waste and scrap	2,0	1,8	1,0	0,2	1,6	2,5
Machinery, equipment and supplies	0,0	-0,7	0,5	-0,3	-0,9	1,3
Other goods	0,9	1,3	3,0	3,4	1,7	2,1
Total	12,9	18,1	19,3	25,0	21,6	27,7

Survey information

- Introduction**
- 1 Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the wholesale trade industry (see point 4 below). This survey is based on a sample drawn from Stats SA's 2022 business sampling frame (BSF) that contains businesses registered at the South African Revenue Service (SARS) for value added tax (VAT) and income tax (IT). Stats SA continuously updates its BSF, which is linked to the SARS administrative data.
 - 2 In order to improve timeliness, some information for the latest month had to be estimated due to late response. These estimates will be revised in future statistical releases as soon as information becomes available. Published wholesale trade sales estimates exclude VAT.
- Purpose of the survey**
- 3 The results of the monthly wholesale trade sales survey are used to compile estimates of the gross domestic product (GDP) and its components, which are used in monitoring the state of the economy and formulation of economic policy. These statistics are also used in the analysis of comparative business and industry performance.
- Scope of the survey**
- 4 This survey covers wholesale enterprises according to the following types of dealers:
 - Wholesale trade on a fee or contract basis – sales by commission agents, commodity brokers, auctioneers and 'other' wholesale trade on a fee or contract basis;
 - Wholesale trade in agricultural raw materials and livestock;
 - Wholesale trade in food, beverages and tobacco;
 - Wholesale trade in textiles, clothing and footwear;
 - Wholesale trade in 'other' household goods except precious stones. This group includes wholesale trade in household furniture, requisites and appliances, wholesale trade in books and stationery, wholesale trade in pharmaceuticals and toiletries and wholesale trade in 'other' household goods not elsewhere classified;
 - Wholesale trade in precious stones, jewellery and silverware;
 - Wholesale trade in solid, liquid and gaseous fuels and related products;
 - Wholesale trade in metals and metal ores;
 - Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies;
 - Wholesale trade in 'other' intermediate products, waste and scrap;
 - Wholesale trade in machinery, equipment and supplies; and
 - Wholesale trade in 'other' goods. This group covers general wholesale trade and 'other' wholesale trade not classified elsewhere.
- Classification**
- 5 The 1993 edition of the *Standard Industrial Classification of all Economic Activities* (SIC), Fifth Edition, Report No. 09-90-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 *International Standard Industrial Classification of all Economic Activities* (ISIC) with suitable adaptations for local conditions. Each enterprise is classified to the industry which reflects its predominant activity. Statistics in this publication are presented at SIC four digit level.
- Collection rate**
- 6 The preliminary collection rate for the survey on wholesale trade sales for September 2022 was 69,2%. The improved collection rate for August 2022 was 72,6%.

Statistical unit	7	The statistical unit for which information is compiled and published is the enterprise, defined as a legal unit or a combination of legal units that includes and directly controls all functions necessary to carry out its sales activities. The statistical units are derived from and linked to the South African Revenue Service (SARS) administrative data.
Revised figures	8	Revised figures are mainly due to late submission of data to Stats SA, or respondents reporting revisions or corrections to their figures. Preliminary figures, as indicated in the relevant tables, are subject to change and when revised will not be indicated as such.
Related publications	9	Users may also refer to the following publication available from Stats SA: <ul style="list-style-type: none">• <i>Stats in Brief</i> issued annually.
Rounding-off of figures	10	Where figures have been rounded off, discrepancies may occur between sums of the component items and the totals.
Historical data	11	Historical wholesale trade sales data are available on the Stats SA website. To access the data electronically, use the following link: Click to download historical data
Past publications	12	Past wholesale trade sales releases are available on the Stats SA website. To access the releases electronically, use the following link: Click to download past releases

Technical notes

Survey methodology and design

- 1 The survey is conducted monthly. Questionnaires are sent to a sample of 1 645 enterprises from a population of 19 390 enterprises. Completed questionnaires are required to be returned to Stats SA within 10 days after the end of the reference month. Email, fax and telephone reminders are used to follow up on non-respondents.
- 2 A stratified random sample was drawn at the SIC four-digit level in April 2022 from Stats SA’s business sampling frame (BSF). Strata were formed using a combination of Standard Industrial Classification and the measure of size classes for enterprises (see point 3 below). The Neyman optimal allocation formula given below was used to allocate samples to each stratum:

$$n_h = n * (N_h * S_h) / [\sum (N_i * S_i)].$$

Neyman allocation formula not only allocates sample sizes to each stratum but also calculates the relative precision for each stratum as well as the relative precision for all strata. The relative precision for these strata was 5,8%.

Class limits

- 3 The wholesale sampling frame is divided into four size groups. All large enterprises (size group one) are completely enumerated. Simple random sampling is applied to the remaining size groups (medium, small and very small). The total value of sales of the large enterprises (size group one) is added to the weighted totals of size group two, three and four to reflect the total value of sales.

Measure of size classes (Rand)

Enterprise size	Size group	Lower limits	Upper limits
Very small	4	3 266 056	27 000 000
Small	3	27 000 001	144 000 000
Medium	2	144 000 001	288 000 000
Large	1	288 000 001	

Sample weighting

- 4 For those strata not completely enumerated, the weights to produce estimates are the inverse ratio of the sampling fraction, modified to take account of non-response in the survey. Stratum estimates are calculated and then aggregated with the completely enumerated stratum to form group estimates. These procedures are consistent with international best practice.

Seasonal adjustment

- 5 Seasonally adjusted estimates are generated each month using the X-12-ARIMA Seasonal Adjustment Program developed by the United States Census Bureau. Seasonal adjustment is a means of removing the estimated effects of normal seasonal variation from the series so that the effects of other influences on the series can be more clearly recognised. Seasonal adjustment does not aim to remove irregular or non-seasonal influences which may be present in any particular month. Influences that are volatile or unsystematic can still make it difficult to interpret the movement of the series even after adjustment for seasonal variations. Therefore, the month-to-month movements of seasonally adjusted estimates may not be reliable indicators of trend behaviour. The X-12-ARIMA procedure for wholesale trade sales is described in more detail on the Stats SA website:
[Click to download seasonal adjustment wholesale trade sales February 2022](#)

- Trend cycle** 6 The trend is the long-term pattern or movement of a time series. The X-12-ARIMA Seasonal Adjustment Program is used for smoothing seasonally adjusted estimates to estimates of the underlying trend cycle.
- Constant prices** 7 Stats SA compiles its monthly estimates of wholesale trade sales at current prices from a survey of wholesalers in the formal sector. For January 1998 to December 2011, wholesale trade sales at constant prices were calculated using the 'all groups' PPI for domestic output, but excluding electricity and other utilities.
- From January 2012, wholesale trade sales at constant prices are compiled as follows:
- (1) Deflate sales of dealers in agricultural raw materials and livestock using the PPI for agriculture.
 - (2) Deflate sales of dealers in food, beverages and tobacco using the final manufacturing PPI for food products, beverages and tobacco.
 - (3) Deflate sales of dealers in textiles, clothing and footwear using the final manufacturing PPI for textiles, clothing and footwear.
 - (4) Deflate sales of dealers in solid, liquid and gaseous fuels and related products using the final manufacturing PPI for coal and petroleum products.
 - (5) Deflate sales of dealers in machinery, equipment and supplies using the final manufacturing PPIs for general and special purpose machinery; household appliances and office machinery; and electrical machinery and communication and metering equipment.
 - (6) Deflate the remaining wholesale trade sales using the headline PPI (final manufacturing) excluding the PPIs for food products, beverages and tobacco; textiles, clothing and footwear; coal and petroleum products; general and special purpose machinery; household appliances and office machinery; electrical machinery and communication and metering equipment; and transport equipment. The PPI for transport equipment is excluded because it measures producer prices of motor vehicles, which are not included in wholesale trade.
- Total wholesale trade sales at constant prices is obtained by aggregating (1) to (6).
- Reliability of estimates** 8 Data presented in this publication are based on information obtained from a sample and are, therefore, subject to sampling variability; that is, they may differ from the figures that would have been produced if the data had been obtained from all enterprises in the wholesale industry in South Africa. Estimates are subject to sampling and non-sampling errors.
- 9 Inaccuracies may occur because of imperfections in reporting by enterprises and errors made in the collection and processing of the data. Inaccuracies of this kind are referred to as non-sampling errors. Every effort is made to minimise non-sampling errors by careful design of questionnaires, testing them in pilot studies, editing reported data and implementing efficient operating procedures. Fluctuations may occur in consecutive months as a result of seasonal and economic factors.
- Month-on-month percentage change** 10 The month-on-month percentage change in a variable for any given month is the change between that month and the previous month, expressed as a percentage of the latter.
- Year-on-year percentage change** 11 The year-on-year percentage change in a variable for any given period is the change between that period and the corresponding period of the previous year, expressed as a percentage of the latter.

Contribution (percentage points) **12** The contribution (percentage points) to the year-on-year percentage change is calculated by multiplying the percentage change of each type of wholesaler by its corresponding weight, divided by 100. The weight is the percentage contribution of each type of wholesaler to total wholesale trade sales in the corresponding period of the previous year.

Glossary

Enterprise An enterprise is a legal entity or a combination of legal units that includes and directly controls all functions necessary to carry out its sales activities.

Industry An industry is made up of enterprises engaged in the same or similar kinds of economic activity. Industries are defined in the *System of National Accounts (SNA)* in the same way as in the *Standard Industrial Classification of All Economic Activities (SIC)*, Fifth Edition, Report No. 09-90-02 of January 1993.

Symbols and abbreviations

BSF	Business sampling frame
GDP	Gross domestic product
ISIC	International Standard Industrial Classification
SIC	Standard Industrial Classification of all Economic Activities
SARS	South African Revenue Service
Stats SA	Statistics South Africa
VAT	Value added tax

Wholesale trade Wholesale trade includes the resale (sale without transformation) of new and used goods and products to other wholesalers, retailers, agricultural, industrial, commercial, institutional and professional users either directly or through agents on a fee or contract basis.

Wholesaler A wholesaler is an enterprise deriving 50% or more of its turnover from sales of goods to other businesses and institutions.

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