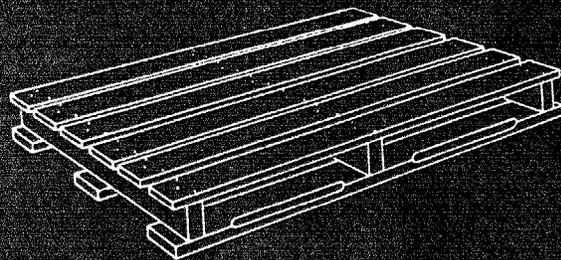


*The*  
*Department of Defense Market*  
for **WOODEN PALLETS:**  
**1966**



by **John T. Lucas**  
and **Walter B. Wallin**

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## **AN ADDENDUM**

**F**OR THE BENEFIT of pallet suppliers and Department of Defense materials-handling personnel, we have prepared this paper to bring the information in THE DEPARTMENT OF DEFENSE MARKET FOR WOODEN PALLETS: 1965<sup>1</sup> up to date for 1966. A study of the market has been made to show what kinds of pallets the Department of Defense (DOD) uses, how DOD purchases pallets, and what the range of pallet prices is. Unless otherwise noted, all information relates to conditions in 1966 and 1967.

### **QUALITY AND QUANTITY REQUIREMENTS**

The list of Department of Defense (DOD) standard pallets includes 24 different pallets. Each one is designated by a Federal Item Identification Number (FIIN). Four of the pallets were not on the list in the original report (see the last four pallets in table 1).<sup>2</sup> The Defense General Supply Center (DGSC), at Richmond, Va., added three of the FIIN's because seasoned hardwood lumber was scarce in 1965 and early 1966.<sup>1</sup> DGSC has also recently waived moisture-content limits on an experimental basis (either by formal amendment or written permission) for stringers and posts of some of the pallets identified by the first FIIN's in table 1. The other FIIN (959-0743) describes a pallet that DOD previously purchased as a non-standard item.

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<sup>1</sup> Lucas, John T., and Walter B. Wallin. THE DEPARTMENT OF DEFENSE MARKET FOR WOODEN PALLETS: 1965. U. S. Forest Serv. Res. Paper NE-117. 42 pp. NE. Forest Exp. Sta., Upper Darby, Pa. 1968.

<sup>2</sup> All tables are in Appendix.

Of the 24 FIIN's, softwood pallets are designated by 6; hard-wood-softwood combination pallets are designated by 2; and hardwood pallets are designated by 16. Nine of the above FIIN's designate knocked-down pallets (table 1).

DOD changed several pallet specifications in 1967. Specifications MIL-P-15011E and MIL-P-26966C were combined to form the new specification MIL-P-15011F. And purchase description USA TRECOM-PD-14 was replaced by specification MIL-P-43465. These modifications are not shown in table 1 because pallets bought in 1966 conformed to the original specifications and FIINs.

In 1966, 20 of the 24 standard pallets, which are described by seven different specifications (table 1), were purchased by DGSC (table 2). Four of the pallets (FIIN's 063-9075, 926-1047, 599-5326, and 141-7261) constituted 82.5 percent of the nearly 3 million wooden pallets purchased by DGSC in 1966. Thirty-five percent of the wooden pallets bought by DGSC were softwood units, and 11 percent were knocked-down units (table 2).

Of the four pallets that were not purchased, three very likely will be eliminated from the standard list—FIIN's 955-9632 and 956-2950—because DGSC finds it increasingly difficult to get firms to bid on preservative-treated pallets and FIIN 141-7262 because DOD no longer has any use for it. Although no purchases were recorded for FIIN 926-3748 (a softwood pallet), the same pallet made of hardwood was very likely purchased under FIIN 222-1053 in 1966.

DOD has not decided whether one primary kind of pallet will be adopted. It appears very likely that both a post pallet (FIIN 141-7261) and a notched-stringer pallet (FIIN 599-5326) will be designated as primary—the post pallet for overseas shipments and a choice of the post or notched-stringer pallet for domestic shipments. In 1966, 15 percent of the wooden pallets purchased by DGSC were post pallets and 85 percent were stringer pallets, principally with notched-stringers (table 2). Both of the proposed primary pallets are wing pallets. Sixteen of the 24 FIIN's designate wing pallets, and 94.4 percent of all pallets purchased by DGSC in 1966 were wing pallets (table 2).

## **PROCUREMENT AND CONTRACT PERFORMANCE**

In 1966, most pallets were purchased by negotiation because requirements could not be met through normal bidding procedures. As DOD pallet demand slackened in 1967, competitive bidding became the primary means of purchasing pallets.

In 1965 and 1966, DGSC entered into definitive contracts (fixed quantity and fixed price) and requirements contracts (open-end quantity and fixed price).<sup>1</sup> In 1967, an additional kind of contract—indefinite quantity contract (indefinite quantity and fixed price)—was adopted. It specifies a guaranteed minimum quantity of pallets DOD is obligated to order at a fixed price during the specified life of the contract. It also specifies a maximum quantity that may, at DOD's option, be ordered during the life of the contract.

As of January 1967, the DGSC wooden pallet mailing lists included 284 firms. In 1966, DGSC bought wooden pallets from 73 different firms (table 3). Twelve firms supplied 51.0 percent of the pallets, and the largest supplier accounted for 5.8 percent.

California was the leading supplier state with 17 firms selling wooden pallets to DGSC. Mississippi, North Carolina, Virginia, and Ohio were the next leading states in that order in terms of number of firms supplying pallets (table 3).

Almost two-thirds of all wooden pallets sold to DGSC in 1966 were produced in four states. California supplied 26.3 percent; Arkansas supplied 14.0 percent; North Carolina supplied 12.6 percent; and Virginia supplied 9.6 percent (table 3).

All the DGSC wooden pallet purchases in 1966 were from small business firms (500 or fewer employees). One-fourth of the purchases were from firms in labor-surplus areas, and three-fourths were from firms in non-labor-surplus areas.

In 1966 forty-five percent of the wooden pallets were purchased f.o.b. origin, and 55 percent were purchased f.o.b. destination (table 4). Two changes were made in mid-1967. The terms f.o.b. origin and f.o.b. designation were replaced respectively by f.o.b. origin (Government bills of lading) and f.o.b.

origin (freight prepaid to destination by contractor). Also in 1967, invitations for bids and requests for proposals for oversea shipments allowed contractors to specify ports in their immediate vicinity for loading if the port had the necessary facilities for handling the shipment.

The method of shipment for different kinds of pallets in 1966 was like that in 1965.<sup>1</sup> DGSC purchased 86.2 percent of the knocked-down pallets, 40.0 percent of the assembled pallets, 16.8 percent of the softwood pallets, and 60.1 percent of the hardwood pallets f.o.b. origin (table 4).

Average prices paid for wooden pallets bought f.o.b. origin in 1966 ranged from 2.1 to 106.4 percent higher than the prices paid in 1965 (table 5). As anticipated, these increases were higher than for any other comparable period since 1962 because pallet demand and lumber scarcities had increased sharply. DOD officials expected average prices to be lower for many of the pallets in 1967. The average prices for the two softwood pallets that were purchased f.o.b. origin in both 1965 and 1966 increased 19.8 and 30.1 percent during the 2 years. In contrast, 1965-66 price increases were greater than 32 percent for all but one of the hardwood pallets purchased f.o.b. origin (table 5).

The percentage range from the low to high f.o.b. origin price (based on the low price) paid for a specific pallet in 1966 varied from a low of 10.3 percent to a high of 171.8 percent (table 6). In 1965 the greatest range was 78 percent. Ranges in 1966 were above 90 percent for 6 of the 18 pallets bought f.o.b. origin. As in 1965, there appears to be no significant relationship between order size and price.

Wooden pallet prices increased during the first three quarters of 1966 and generally decreased in the fourth quarter (table 7). This decrease is probably due to a series of factors: (1) lumber became more readily available to pallet producers; (2) DOD demand for pallets slackened because a change in policy called for goods that formerly were shipped on pallets to be shipped in plywood containers; and (3) new firms entered the market, creating greater competition among pallet suppliers.

In 1965, prices were generally lower for pallets supplied from two regions; but in 1966 prices for pallets supplied from the



Figure 1. — DGSC distribution areas in the United States.

same regions were not consistently lower than prices for the same pallets supplied from other regions (table 8 and fig. 1).

The time required by DOD to pay for pallets has been decreased because: (1) payments are handled by the numerous Defense Contract Administration Services Region offices rather than by one central location; and (2) f.o.b. destination shipments have been replaced by f.o.b. origin (freight prepaid to destination by contractor) shipments, allowing the contractor to be paid as soon as the administrative contracting officer receives evidence that the pallets have been placed in a common carrier rather than when pallets arrive at the destination point.

## **WHERE AND WHEN THE PALLETS ARE NEEDED'**

In 1966, DGSC received requisitions for 3,479,640 wooden pallets from DOD and purchased 2,987,515.

The shipment destinations for pallets were not recorded by state in 1966 as they were in 1965. However, there is no reason to suspect any appreciable change from 1965. California and Virginia very likely were still the leading states in terms of receipt of pallet shipments because a large number of overseas shipments originate from ports in these states.

Nearly 70 percent of the wooden pallets bought by DGSC in 1966 went to the armed forces. Most of the wooden pallets went to the U. S. Army (41.3 percent), followed by the U. S. Navy (25.3 percent), the U. S. Marine Corps (1.9 percent), and the U. S. Air Force (1.3 percent). Thirty percent of the pallets (table 9) went to other recipients—the Coast Guard, General Services Administration, and the Military Assistance Program.

More pallets were required in July (14.5 percent) than in any other month in 1966. And except for July and October, monthly pallet demand was lower in the second half of 1966 than in the first half. As in 1965, more pallets were required in June (10.2 percent) than in any of the other first 6 months. Demand was low in November and December because more plywood containers were used to ship goods that formerly were shipped on pallets (table 10).

Installations in the Tracy region (fig. 1) required 50.8 percent of the pallets. Installations in the Richmond region required 22.9 percent (table 11). As in 1965, most of the softwood and knocked-down pallets were required by the Tracy and Richmond regions (80.3 percent of the softwood pallets and 86.1 percent of the knocked-down pallets) (table 11).

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Table 1.—Standard DOD wooden pallets

Federal Item Identification Number (FIIN) <sup>1</sup>	Specification or purchase description number	Assembled (A) or knocked-down (Kd) <sup>2</sup>	Type of lumber <sup>3</sup>	Dimensions (inches)	Number and type of deck supports	Entry	Sides
063-9075*	NN-P-71b	A	Softwood	40 x 48	3 stringers	2-way	Double wing
063-9076	NN-P-71b	A	Hardwood	40 x 48	3 stringers	2-way	Double wing
141-7237	MIL-P-26966C	A	Softwood	40 x 48	9 posts	4-way	Flush
141-7261*	MIL-P-15011E	A	Hardwood	40 x 48	9 posts	4-way	Double wing
141-7262	MIL-P-4894	A	Softwood	40 x 48	3 stringers	2-way	Flush
202-2217	MIL-P-15943B	A	Hardwood	48 x 72	3 stringers	2-way	Double wing
222-1044	NN-P-71b	A	Hardwood	48 x 60	5 stringers	2-way	Flush
222-1046	NN-P-71b	A	Hardwood	32 x 40	3 stringers	2-way	Flush
222-1048	NN-P-71b	Kd	Hardwood	32 x 40	3 stringers	2-way	Flush
222-1051	NN-P-71b	Kd	Hardwood	48 x 60	5 stringers	2-way	Flush
222-1053	MIL-P-15943B	Kd	Hardwood	48 x 72	3 stringers	2-way	Double wing
223-6529	MIL-P-15011E	Kd	Hardwood <sup>4</sup>	40 x 48	9 posts	4-way	Double wing
291-8717	NN-P-71b	Kd	Hardwood	40 x 48	3 stringers	2-way	Flush
542-3294	MIL-P-22562	A	Hardwood	32 x 40	3 notched stringers	Partial 4-way	Double wing

555-0458	NN-P-71b	A	Hardwood	40 x 48	3 stringers	2-way	Flush
599-5326*	MIL-P-3938B	A	Hardwood	40 x 48	4 notched stringers	Partial 4-way	Double wing
892-4394	USA TRECOM-PD-14	Kd	Softwood	572x232 $\frac{1}{4}$	3 notched stringers	Partial 4-way	Double wing
892-4395	USA TRECOM-PD-14	Kd	Softwood	44 x 31 $\frac{3}{8}$	3 notched stringers	Partial 4-way	Double wing
955-9632	USA MO(AVISCOM) PD-367A	A	Hardwood and Softwood	48 x 72	3 stringers	2-way	Double wing
956-2950	USA MO(AVISCOM) PD-367A	Kd	Hardwood and Softwood	48 x 72	3 stringers	2-way	Double wing
926-1046	MIL-P-15011E	A	Hardwood	40 x 48	9 posts	4-way	Double wing
926-1047*	MIL-P-3938B	A	Hardwood	40 x 48	4 notched stringers	Partial 4-way	Double wing
926-3748	MIL-P-15943B	Kd	Softwood	48 x 72	3 stringers	2-way	Double wing
959-0743	NN-P-71b	A	Hardwood	48 x 48	3 stringers	2-way	Double wing

<sup>1</sup>The four kinds of pallets designated by an asterisk (\*) beside the FIIN's constituted 82 percent of the number of pallets purchased in 1966.

<sup>2</sup>The knocked-down category refers to parts for pallets that are packaged for shipment to a DOD installation, generally overseas, where fabrication takes place. All but three are shipped in bundles containing parts for 20 pallets; FIIN's 222-1053, 956-2950, and 926-3748 require parts banded for one pallet only.

<sup>3</sup>Some DOD specifications and purchase descriptions allow only certain species for pallet construction -- in several instances, low-density broad-leaf species are classified as "softwoods."

Table 2.—Wooden pallets purchased by DGSC in 1966,  
by Federal Item Identification Number

(Numbers in boldface indicate knocked-down pallets)

Federal Item Identification Number (FIIN) <sup>1</sup>	Number of pallets	Percent
†063-9075	875,730	29.31
926-1047	656,485	21.98
599-5326	596,037	19.95
141-7261	337,522	11.30
†892-4394	141,986	4.75
291-8717	66,900	2.24
926-1046	52,315	1.75
223-6529	49,080	1.64
202-2217	34,108	1.14
959-0743	28,634	.96
222-1051	27,620	.93
555-0458	24,691	.83
542-3294	18,879	.63
222-1044	17,209	.58
†892-4395	15,820	.53
222-1046	13,483	.45
222-1053	11,365	.38
†141-7237	10,273	.34
222-1048	6,680	.22
063-9076	2,700	.09
All pallets	2,987,517	100.00

<sup>1</sup> See table 1 for descriptions of the pallets.

† Softwood pallets.

Table 3.—Wooden pallets supplied in 1966, by States and firms

State	Number of firms	Number of pallets	Percent of pallets
California	17	784,555	26.26
Arkansas	3	417,173	13.97
North Carolina	6	575,593	12.57
Virginia	5	286,359	9.59
Mississippi	8	217,947	7.30
Texas	4	149,390	5.00
Alabama	4	135,106	4.52
Colorado	2	117,313	3.93
Washington	4	94,132	3.15
New Jersey	2	89,568	3.00
Maryland	1	80,074	2.68
Ohio	5	54,151	1.81
Georgia	2	40,699	1.36
Pennsylvania	2	39,912	1.34
Oregon	1	38,041	1.27
Tennessee	2	28,504	.96
Iowa	1	18,000	.60
Illinois	1	12,000	.40
Utah	1	7,600	.25
Kentucky	1	1,000	.03
New York	1	400	.01
Total	73	2,987,517	100.00

**Table 4.—Wooden pallets purchased by DGSC in 1966, by type of shipment and Federal Item Identification Number**

(Numbers in boldface indicate knocked-down pallets)

Federal Item Identification Number (FIIN) <sup>1</sup>	F.o.b. origin		F.o.b. destination		Total pallets purchased
	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	
†063-9075	50,150	5.73	825,580	94.27	875,730
926-1047	335,735	51.14	320,750	48.86	656,485
599-5326	315,392	52.91	280,645	47.09	596,037
141-7261	251,438	74.50	86,084	25.50	337,522
†892-4394	107,330	75.59	34,656	24.41	141,986
291-8717	64,600	96.56	2,300	3.44	66,900
926-1046	47,315	90.44	5,000	9.56	52,315
223-6529	49,080	100.00	—	—	49,080
202-2217	29,339	86.02	4,769	13.98	34,108
959-0743	6,000	20.95	22,634	79.05	28,634
222-1051	27,620	100.00	—	—	27,620
555-0458	10,100	40.91	14,591	59.09	24,691
542-3294	9,293	49.22	9,586	50.78	18,879
222-1044	—	—	17,209	100.00	17,209
†892-4395	10,040	63.46	5,780	36.54	15,820
222-1046	4,900	36.34	8,583	63.66	13,483
222-1053	11,365	100.00	—	—	11,365
†141-7237	8,300	80.79	1,973	19.21	10,273
222-1048	5,260	78.74	1,420	21.26	6,680
063-9076	—	—	2,700	100.00	2,700
All FIIN's	1,343,257	44.96	1,644,260	55.04	2,987,517

<sup>1</sup>See table 1 for descriptions of the pallets.

† Softwood pallets.

Table 5.—Average f.o.b. origin wooden pallet prices, 1965-66,  
by pallet Federal Item Identification Number

(Numbers in boldface indicate knocked-down pallets)

Federal Item Identification Number (FIIN) <sup>1</sup>	1965	1966	Change in price 1965-1966
			<i>Percent</i>
†063-9075	\$ 2.06	\$ 2.68	+30.1
063-9076	( <sup>2</sup> )	( <sup>3</sup> )	—
†141-7237	( <sup>3</sup> )	3.58	—
141-7261	3.23	4.51	+34.3
†141-7262	( <sup>2</sup> )	( <sup>2</sup> )	—
202-2217	9.86	16.87	+71.1
222-1044	( <sup>2</sup> )	( <sup>3</sup> )	—
222-1046	1.88	1.92	+2.1
<b>222-1048</b>	2.20	3.37	+53.2
<b>222-1051</b>	4.61	6.86	+48.8
<b>222-1053</b>	12.25	25.30	+106.5
<b>223-6529</b>	4.58	6.06	+32.3
<b>291-8717</b>	2.55	4.97	+94.9
542-3294	( <sup>2</sup> )	2.88	—
555-0458	2.55	3.71	+45.5
599-5326	3.16	4.61	+45.9
†892-4394	( <sup>3</sup> )	3.54	—
†892-4395	2.52	3.02	+19.8
955-9632	( <sup>2</sup> )	( <sup>2</sup> )	—
956-2950	( <sup>2</sup> )	( <sup>2</sup> )	—
926-1046	( <sup>2</sup> )	5.15	—
926-1047	( <sup>2</sup> )	4.31	—
†926-3748	( <sup>2</sup> )	( <sup>2</sup> )	—
959-0743	( <sup>2</sup> )	4.00	—

<sup>1</sup> See table 1 for descriptions of the pallets.

<sup>2</sup> No pallets were purchased.

<sup>3</sup> All pallets were purchased f.o.b. destination.

† Softwood pallets.

**Table 6.—F.o.b. origin wooden pallet prices, 1966, by pallet  
Federal Item Identification Number**

(Numbers in boldface indicate knocked-down pallets)

Federal Item Identification Number (FIIN) <sup>1</sup>	Average price	Price range	Price range <i>Percent</i>
†063-9075	\$ 2.68	\$ 1.68- 3.76	123.8
†141-7237	3.58	2.75- 3.89	41.5
141-7261	4.51	3.02- 6.10	102.0
202-2217	16.87	12.70-21.80	71.7
222-1046	1.92	1.85- 2.04	10.3
<b>222-1048</b>	3.37	3.25- 3.80	16.9
<b>222-1051</b>	6.86	6.23- 7.10	14.0
<b>222-1053</b>	25.30	24.81-28.89	16.4
223-6529	6.06	4.64- 6.49	39.9
291-8717	4.97	2.45- 6.66	171.8
542-3294	2.88	2.88- 3.25	12.8
555-0458	3.71	3.33- 4.41	32.4
599-5326	4.61	2.73- 6.00	119.8
†892-4394	3.54	2.79- 5.40	93.5
†892-4395	3.02	2.06- 4.00	94.2
926-1046	5.15	4.65- 5.50	18.3
926-1047	4.31	4.05- 4.55	12.3
959-0743	4.00	3.58- 4.75	32.7

<sup>1</sup> See table 1 for descriptions of the pallets.

† Softwood pallets.

Table 7.—Average f.o.b. origin wooden pallet prices, 1966, by quarter of the year and pallet Federal Item Identification Number

(Numbers in boldface indicate knocked-down pallets)

Federal Item Identification Number (FIIN) <sup>1</sup>	1 January-March	2 April-June	3 July-September	4 October-December	Average
†063-9075	\$1.88	<b>\$ 3.28</b>	<b>\$ 3.45</b>	—	<b>\$ 2.68</b>
†141-7237	—	3.72	—	<b>\$ 3.58</b>	3.58
141-7261	4.16	<b>4.68</b>	5.03	—	4.51
202-2217	—	<b>16.53</b>	17.22	20.29	16.87
222-1046	1.93	1.85	1.93	—	1.92
<b>222-1048</b>	3.50	—	3.80	3.30	3.37
<b>222-1051</b>	6.23	7.00	7.10	—	6.86
<b>222-1053</b>	—	—	37.27	24.81	25.30
<b>223-6529</b>	6.47	4.64	6.48	6.56	6.06
<b>291-8717</b>	3.22	3.77	5.78	4.36	4.97
542-3294	3.25	—	—	2.88	2.88
555-0458	3.33	3.62	4.20	—	3.71
599-5326	3.60	4.42	5.61	4.29	4.61
†892-4394	2.89	3.14	3.32	3.98	3.54
†892-4395	2.06	—	2.96	3.30	3.02
926-1046	—	—	5.37	5.12	5.15
926-1047	—	—	4.28	4.35	4.31
959-0743	—	3.82	—	4.02	4.00

<sup>1</sup>See table 1 for descriptions of the pallets.

† Softwood pallets.

Table 8.—Average f.o.b. origin wooden pallet prices, 1966, by geographical region of the suppliers and pallet Federal Item Identification Number

(Numbers in boldface indicate knocked-down pallets)

Federal Item Identification Number (FIIN) <sup>1</sup>	Region <sup>2</sup>						Average
	Richmond	Atlanta	Memphis	Columbus	Ogden	Tracy	
†063-9075	\$ 3.68	—	\$ 3.42	—	—	\$ 2.19	\$ 2.68
†141-7237	3.08	—	—	—	—	3.84	3.58
141-7261	4.30	—	4.50	\$ 5.37	—	—	4.51
202-2217	16.89	—	21.80	12.70	—	—	16.87
222-1046	2.04	—	1.88	—	—	—	1.92
<b>222-1048</b>	3.34	—	—	—	—	3.75	3.37
<b>222-1051</b>	7.04	\$ 6.23	—	—	—	—	6.86
<b>222-1053</b>	24.81	—	—	—	—	28.89	25.30
223-6529	5.97	—	4.64	—	—	6.48	6.06
291-8717	4.89	3.50	3.85	—	—	5.58	4.97
542-3294	2.88	3.25	—	—	—	—	2.88
555-0458	3.75	—	3.75	3.64	—	—	3.71
599-5326	4.70	4.60	4.49	4.41	—	—	4.61
†892-4394	4.16	—	—	—	—	3.52	3.54
†892-4395	4.00	—	—	—	—	2.97	3.02
926-1046	5.30	5.50	5.02	5.44	—	—	5.15
926-1047	4.47	—	4.29	—	—	—	4.31
959-0743	4.01	4.00	—	—	—	—	4.00

<sup>1</sup>See table 1 for descriptions of the pallets.

<sup>2</sup>See figure 1 for regional boundaries.

† Softwood pallets.

Table 9.—Wooden pallet demand in 1966, by service branch and pallet Federal Item Identification Number

(Numbers in boldface indicate knocked-down pallets)

Federal Item Identification Number (FIIN) <sup>1</sup>	Service branch					Total	Percent
	Army	Navy	Air Force	Marine Corps	Other <sup>2</sup>		
†063-9075	132,900	392,043	6,393	18,153	427,130	976,619	28.07
063-9076	100	100	—	—	—	200	—
†141-7237	—	—	17,667	—	—	17,667	.51
141-7261	302,548	111,058	16,498	4,000	337,135	771,239	22.17
202-2217	37,031	950	875	—	—	38,856	1.12
222-1044	15,734	—	—	—	16,800	32,534	.93
222-1046	22,006	—	630	—	—	22,636	.65
222-1048	8,520	—	—	—	—	8,520	.24
222-1051	17,520	—	—	—	—	17,520	.50
222-1053	33,199	10	336	—	—	33,545 <sup>3</sup>	.96 <sup>3</sup>
223-6529	192,620	—	—	—	—	192,620	5.54
291-8717	83,760	—	540	—	—	84,300	2.43
542-3294	—	597	3,499	15,842	—	19,938	.58
555-0458	138,268	—	—	—	—	138,268	3.97
599-5326	229,774	298,095	60	26,673	227,458	782,060	22.48
†892-4394	169,960	—	—	—	3,040	173,000	4.97
†892-4395	15,760	—	—	—	3,820	19,580	.56
955-9632	3,000	—	—	—	—	3,000	.09
956-2950	40	—	—	—	—	40	—
926-1046	21,000	28,778	—	—	—	49,778	1.43
926-1047	15,000	48,640	—	—	33,900	97,540	2.80
Total	1,438,740	880,271	46,498	64,668	1,049,283	3,479,460 <sup>4</sup>	—
Percent	41.32	25.31	1.34	1.87	30.16	100.00	—

<sup>1</sup> See table 1 for descriptions of the pallets.

<sup>2</sup> Coast Guard, Military Assistance Program, GSA, and others.

<sup>3</sup> Twenty-seven thousand of the pallets recorded under FIIN 222-1053 by DGSC actually conformed to FIIN 926-3748.

<sup>4</sup> Does not include 16,066 pallets conforming to FIIN 959-0743 that were demanded in 1966.

<sup>†</sup> Softwood pallets.

Table 10.—Wooden pallet demand in 1966, by month and pallet Federal Item Identification Number  
(Numbers in boldface indicate knocked-down pallets)

Federal Item Identification Number (FIIN) <sup>1</sup>	January	February	March	April	May	June	July	August	September	October	November	December	Total	Percent
1063-9075	153,392	111,770	94,750	20,659	193,650	145,819	123,140	14,934	4,929	113,414	544	18	976,619	28.07
063-9076	—	—	100	—	—	100	—	—	—	—	—	—	200	—
1141-7237	50	—	—	500	1,010	3,200	702	1,080	400	3,125	—	7,600	17,667	51
141-7261	17,800	64,553	78,698	89,795	42,676	88,712	220,451	66,271	47,465	25,243	27,600	2,595	771,239	22.17
202-2217	—	6,900	—	2,531	508	15,026	423	8,822	1,100	1,002	2,500	—	38,856	66
222-1044	450	1,255	—	1,511	4,050	1,510	15,555	1,625	—	700	1,799	4,081	32,534	1.11
222-1046	725	2,550	1,804	1,245	3,074	1,380	1,300	2,385	2,270	3,759	700	1,444	22,636	94
222-1048	300	—	—	500	—	600	2,300	2,260	—	460	1,700	400	8,520	24
222-1051	6,000	—	—	—	4,680	—	—	4,600	80	1,660	500	—	17,520	49
222-1053	101	46	—	36	2,735	8	11,443	18,126	—	250	—	800	33,545 <sup>2</sup>	96 <sup>2</sup>
223-6529	10,000	100	100	—	1,000	8,200	1,540	29,260	1,600	140,360	—	400	192,620	5.54
291-8717	600	800	400	6,760	—	—	2,500	55,980	1,040	3,440	10,780	2,000	84,300	2.42
832-1394	60	—	—	—	3,599	2,793	2,521	10,308	200	320	37	100	19,938	57
555-0498	2,000	40	3,710	2,075	4,650	1,725	8,000	5,600	96,700	7,866	2,496	3,465	138,268	3.98
599-5326	74,260	115,613	157,940	77,003	58,517	66,652	47,089	47,824	49,760	19,176	19,162	48,584	782,060	22.42
1892-4394	1,720	5,480	1,760	2,200	6,460	16,760	60,480	29,700	13,840	12,900	12,920	8,780	175,000	4.97
1892-4395	60	2,560	980	40	1,500	640	6,480	3,700	1,680	700	900	400	19,580	57
955-0632	—	—	3,000	—	—	—	—	—	—	—	—	—	3,000	99
956-2950	—	—	—	—	—	40	—	—	—	—	—	—	40	—
926-1046	—	—	—	—	—	—	—	—	—	—	2,371	47,407	49,778	1.43
926-1047	—	—	—	—	—	—	—	—	—	25,400	31,340	20,800	97,540	2.81
<b>Total</b>	<b>268,218</b>	<b>311,607</b>	<b>343,242</b>	<b>204,855</b>	<b>322,359</b>	<b>353,139</b>	<b>503,904</b>	<b>302,523</b>	<b>220,664</b>	<b>359,175</b>	<b>135,349</b>	<b>148,815</b>	<b>3,479,460<sup>3</sup></b>	<b>100.00</b>
Percent	7.70	8.95	9.86	5.87	9.41	10.15	14.50	8.70	6.35	10.35	3.89	4.27		

<sup>1</sup>See table 1 for descriptions of the pallets.

<sup>2</sup>Twenty-seven thousand of the pallets recorded under FIIN 222-1053 by DGSC actually conformed to FIIN 926-3748.

<sup>3</sup>Does not include 16,056 pallets conforming to FIIN 959-0743 that were demanded in 1966.

<sup>4</sup>Softwood pallets.

Table 11.—Wooden pallet demand in 1966, by location and pallet Federal Item Identification Number  
(Numbers in boldface indicate knocked-down pallets)

Federal Item Identification Number (FIIN) <sup>1</sup>	Location <sup>2</sup>								Total	Percent
	Atlanta <sup>3</sup>	Norfolk <sup>4</sup>	Oakland <sup>5</sup>	Tracy <sup>6</sup>	Columbus <sup>7</sup>	Memphis <sup>8</sup>	Richmond <sup>9</sup>	Ogden <sup>10</sup>		
†063-9075	5,062	95,137	274,374	436,754	1,500	618	15,044	148,130	976,619	28.10
063-9076	—	—	—	—	100	—	100	—	200	.02
†141-7237	3,350	—	—	11,552	635	1,800	—	430	17,667	.52
141-7261	49,505	27,815	33,080	289,260	80,738	110,201	107,676	72,964	771,239	22.18
202-2217	180	—	—	14,242	50	505	23,879	—	38,856	1.13
222-1044	4,200	—	—	3,373	—	20,724	1,637	2,600	32,534	.95
222-1046	345	—	—	1,882	400	13,990	5,569	450	22,656	.66
†222-1048	—	—	—	60	500	—	7,960	—	8,520	.25
†222-1051	—	—	—	—	—	—	17,520	—	17,520	.51
†222-1053	—	—	10	32,191	—	308	1,036	—	33,545 <sup>11</sup>	.97 <sup>11</sup>
†223-6529	100	—	—	186,920	—	200	5,400	—	192,620	5.54
†291-8717	—	—	—	73,200	100	600	10,400	—	84,300	2.43
542-3294	3,536	—	160	15,522	—	—	720	—	19,938	.58
555-0458	790	—	—	112,861	3,000	2,025	19,592	—	138,268	3.99
599-5326	91,246	5,400	7,620	224,766	55,414	70,900	271,958	54,756	782,060	22.48
†892-4394	7,560	—	—	35,240	10,200	45,180	74,820	—	173,000	4.78
†892-4395	3,520	—	—	—	8,760	1,640	10,660	—	19,580	.57
955-9632	—	—	—	—	—	1,640	—	—	3,000	.09
956-2950	—	—	—	40	—	—	—	—	40	—
926-1046	—	3,800	4,500	8,186	—	—	33,292	—	49,778	1.44
926-1047	11,340	—	—	—	5,500	26,800	53,900	—	97,540	2.81
Total	180,734	132,152	319,744	1,446,049	161,797	298,481	661,163	279,330	3,479,460 <sup>12</sup>	—
Percent	6.00	3.81	9.20	41.61	4.68	8.62	19.05	8.03	100.00	—

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<sup>1</sup> See table 1 for descriptions of the pallets.

<sup>2</sup> See figure 1 for the regional boundaries.

<sup>3</sup> Atlanta Army Depot, Forest Park, Ga.

<sup>4</sup> Naval Supply Center, Norfolk, Va.

<sup>5</sup> Naval Supply Center, Oakland, Calif.

<sup>6</sup> Defense Depot Tracy, Tracy, Calif.

<sup>7</sup> Defense Construction Supply Center, Columbus, Ohio.

<sup>8</sup> Defense Depot Memphis, Memphis, Tenn.

<sup>9</sup> Defense General Supply Center, Richmond, Va.

<sup>10</sup> Defense Depot Ogden, Ogden, Utah.

<sup>11</sup> Twenty-seven thousand of the pallets recorded under FIIN 222-1053 by DGSC actually conformed to FIIN 926-3748.

<sup>12</sup> Does not include 16,066 pallets conforming to FIIN 959-0743 that were demanded in 1966.