



UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-Q

☒ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended July 1, 2006

OR

☐ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Commission File Number 0-22684

UNIVERSAL FOREST PRODUCTS, INC.

(Exact name of registrant as specified in its charter)

Michigan

(State or other jurisdiction of  
incorporation or organization)

38-1465835

(I.R.S. Employer  
Identification Number)

2801 East Beltline NE, Grand Rapids, Michigan

(Address of principal executive offices)

49525

(Zip Code)

Registrant's telephone number, including area code (616) 364-6161

NONE

(Former name or former address, if changed since last report.)

Indicate by checkmark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Indicate by checkmark whether the registrant is a large accelerated filer, an accelerated filer or a non-accelerated filer. (See definition of "accelerated filer and large accelerated filer" in Rule 12b-2 of the Exchange Act).

Large Accelerated Filer ☒ Accelerated Filer ☐ Non-Accelerated Filer ☐

Indicate by checkmark whether the registrant is a shell company (as defined by Rule 12b-2 of the Exchange Act). Yes ☐ No ☒

Indicate the number of shares of each of the issuer's classes of common stock, as of the latest practicable date:

Class

Common stock, no par value

Outstanding as of July 1, 2006

18,836,034

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**UNIVERSAL FOREST PRODUCTS, INC.**  
**CONSOLIDATED CONDENSED BALANCE SHEETS**  
(Unaudited)

(in thousands, except share data)

	July 1, 2006	December 31, 2005	June 25, 2005
<b>ASSETS</b>			
<b>CURRENT ASSETS:</b>			
Cash and cash equivalents	\$ 43,309	\$ 46,215	\$ 27,586
Accounts receivable, net	242,829	185,080	232,600
Inventories:			
Raw materials	139,250	144,361	134,699
Finished goods	107,560	109,408	113,130
	246,810	253,769	247,829
Other current assets	22,495	17,114	13,114
<b>TOTAL CURRENT ASSETS</b>	<b>555,443</b>	<b>502,178</b>	<b>521,129</b>
OTHER ASSETS	8,003	7,887	8,056
GOODWILL	132,588	131,556	127,756
OTHER INTANGIBLE ASSETS, net	15,313	10,966	6,617
<b>PROPERTY, PLANT AND EQUIPMENT:</b>			
Property, plant and equipment	430,933	412,475	398,729
Accumulated depreciation and amortization	(202,938)	(188,142)	(176,425)
<b>PROPERTY, PLANT AND EQUIPMENT, NET</b>	<b>227,995</b>	<b>224,333</b>	<b>222,304</b>
<b>TOTAL ASSETS</b>	<b>\$ 939,342</b>	<b>\$ 876,920</b>	<b>\$ 885,862</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>			
<b>CURRENT LIABILITIES:</b>			
Accounts payable	\$ 146,409	\$ 106,716	\$ 139,393
Accrued liabilities:			
Compensation and benefits	66,750	69,528	58,746
Other	34,365	27,449	31,696
Current portion of long-term debt and capital lease obligations	902	458	21,937
<b>TOTAL CURRENT LIABILITIES</b>	<b>248,426</b>	<b>204,151</b>	<b>251,772</b>
LONG-TERM DEBT AND CAPITAL LEASE OBLIGATIONS, less current portion	170,192	209,039	206,000
DEFERRED INCOME TAXES	13,067	12,914	18,061
MINORITY INTEREST	8,908	8,577	8,662
OTHER LIABILITIES	11,075	10,387	9,994
<b>TOTAL LIABILITIES</b>	<b>451,668</b>	<b>445,068</b>	<b>494,489</b>

**UNIVERSAL FOREST PRODUCTS, INC.**  
**CONSOLIDATED CONDENSED BALANCE SHEETS — CONTINUED**

	July 1, 2006	December 31, 2005	June 25, 2005
<b>SHAREHOLDERS' EQUITY:</b>			
Preferred stock, no par value; shares authorized 1,000,000; issued and outstanding, none			
Common stock, no par value; shares authorized 40,000,000; issued and outstanding, 18,836,034, 18,402,648 and 18,286,385	\$ 18,836	\$ 18,403	\$ 18,286
Additional paid-in capital	112,488	97,372	92,190
Deferred stock compensation		4,212	4,257
Deferred stock compensation in rabbi trust		(2,117)	(2,087)
Retained earnings	355,023	312,878	278,536
Accumulated other comprehensive earnings	2,593	2,408	1,622
	488,940	433,156	392,804
Employee stock notes receivable	(1,266)	(1,304)	(1,431)
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>487,674</b>	<b>431,852</b>	<b>391,373</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>\$ 939,342</b>	<b>\$ 876,920</b>	<b>\$ 885,862</b>

See notes to consolidated condensed financial statements.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**CONSOLIDATED CONDENSED STATEMENTS OF EARNINGS**  
(Unaudited)

(in thousands, except per share data)

	Three Months Ended		Six Months Ended	
	July 1, 2006	June 25, 2005	July 1, 2006	June 25, 2005
NET SALES	\$ 826,847	\$ 779,552	\$ 1,492,456	\$ 1,316,712
COST OF GOODS SOLD	706,429	678,310	1,277,727	1,148,241
GROSS PROFIT	120,418	101,242	214,729	168,471
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES	70,773	59,505	135,302	109,356
EARNINGS FROM OPERATIONS	49,645	41,737	79,427	59,115
OTHER EXPENSE (INCOME):				
Interest expense	3,744	4,266	7,543	8,041
Interest income	(352)	(270)	(781)	(419)
Net (gain) loss on sale of real estate	(63)	32	(63)	(1,240)
	3,329	4,028	6,699	6,382
EARNINGS BEFORE INCOME TAXES AND MINORITY INTEREST	46,316	37,709	72,728	52,733
INCOME TAXES	17,885	14,237	27,641	19,996
EARNINGS BEFORE MINORITY INTEREST	28,431	23,472	45,087	32,737
MINORITY INTEREST	(1,117)	(682)	(1,907)	(718)
NET EARNINGS	\$ 27,314	\$ 22,790	\$ 43,180	\$ 32,019
EARNINGS PER SHARE — BASIC	\$ 1.45	\$ 1.24	\$ 2.31	\$ 1.75
EARNINGS PER SHARE — DILUTED	\$ 1.41	\$ 1.20	\$ 2.23	\$ 1.69
WEIGHTED AVERAGE SHARES OUTSTANDING	18,851	18,323	18,729	18,255
WEIGHTED AVERAGE SHARES OUTSTANDING WITH COMMON STOCK EQUIVALENTS	19,432	18,984	19,355	18,978

See notes to consolidated condensed financial statements.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY**  
(Unaudited)

(in thousands, except share and per share data)

	Common Stock	Additional Paid-In Capital	Deferred Stock Compen- sation	Deferred Compen- sation Rabbi Trust	Retained Earnings	Accumulated Other Comprehensive Earnings	Employees Stock Notes Receivable	Total
<b>Balance at December 25,</b>								
<b>2004</b>	<b>\$ 18,002</b>	<b>\$ 89,269</b>	<b>\$ 3,423</b>	<b>(\$1,331)</b>	<b>\$ 247,427</b>	<b>\$ 1,525</b>	<b>(\$1,546)</b>	<b>\$ 356,769</b>
Comprehensive earnings:								
Net earnings					32,019			
Foreign currency translation adjustment						97		
Total comprehensive earnings								32,116
Cash dividends — \$.050 per share					(910)			(910)
Issuance of 315,418 shares under employee stock plans	315	3,182						3,497
Issuance of 3,170 shares under stock grant programs	3	130						133
Issuance of 21,144 shares under deferred compensation plans	21	765	(30)	(756)				0
Received 57,207 shares for the exercise of stock options	(57)	(2,137)						(2,194)
Tax benefits from non- qualified stock options exercised		921						921
Accrued expense under deferred compensation plans			864					864
Issuance of 1,605 shares in exchange for employee stock notes receivable	2	60					(62)	0
Payments received on employee stock notes receivable							177	177
<b>Balance at June 25, 2005</b>	<b>\$ 18,286</b>	<b>\$ 92,190</b>	<b>\$ 4,257</b>	<b>(\$2,087)</b>	<b>\$ 278,536</b>	<b>\$ 1,622</b>	<b>(\$1,431)</b>	<b>\$ 391,373</b>

**UNIVERSAL FOREST PRODUCTS, INC.**  
**CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY —**  
**CONTINUED**

	Common Stock	Additional Paid-In Capital	Deferred Stock Compen- sation	Deferred Compen- sation Rabbi Trust	Retained Earnings	Accumulated Other Comprehensive Earnings	Employees Stock Notes Receivable	Total
<b>Balance at December 31, 2005</b>	<b>\$ 18,403</b>	<b>\$ 97,372</b>	<b>\$ 4,212</b>	<b>(\$2,117)</b>	<b>\$ 312,878</b>	<b>\$ 2,408</b>	<b>(\$1,304)</b>	<b>\$ 431,852</b>
Comprehensive earnings:								
Net earnings					43,180			
Foreign currency translation adjustment						185		
Total comprehensive earnings								43,365
Cash dividends — \$.055 per share					(1,035)			(1,035)
Reversal of deferred compensation upon adoption of SFAS 123(R)		2,095	(4,212)	2,117				0
Issuance of 327,195 shares under employee stock plans	327	5,151						5,478
Issuance of 3,058 shares under stock grant programs	3	173						176
Issuance of 101,278 shares under deferred compensation plans	101	(101)						0
Received 1,367 shares for the exercise of stock options	(1)	(89)						(90)
Tax benefits from non-qualified stock options exercised		4,247						4,247
Expense associated with share-based compensation arrangements		522						522
Accrued expense under deferred compensation plans		2,917						2,917
Issuance of 3,222 shares in exchange for employee stock notes receivable	3	201					(204)	0
Payments received on employee stock notes receivable							242	242
<b>Balance at July 1, 2006</b>	<b>\$ 18,836</b>	<b>\$ 112,488</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 355,023</b>	<b>\$ 2,593</b>	<b>(\$1,266)</b>	<b>\$ 487,674</b>

See notes to consolidated condensed financial statements.



**UNIVERSAL FOREST PRODUCTS, INC.**  
**CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS**  
(Unaudited)

(in thousands)

	Six Months Ended	
	July 1, 2006	June 25, 2005
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Net earnings	\$ 43,180	\$ 32,019
Adjustments to reconcile net earnings to net cash from operating activities:		
Depreciation	16,730	15,200
Amortization of intangibles	2,151	1,190
Expense associated with share-based compensation arrangements	522	
Expense associated with stock grant plans	177	133
Deferred income taxes	(867)	(516)
Minority interest	1,907	718
Net gain on sale or impairment of property, plant, and equipment	(183)	(1,133)
Changes in:		
Accounts receivable	(57,246)	(80,206)
Inventories	7,768	(31,838)
Accounts payable	39,426	50,881
Accrued liabilities and other	8,237	17,131
Excess tax benefits from share-based compensation arrangements	(3,866)	
<b>NET CASH FROM OPERATING ACTIVITIES</b>	<b>57,936</b>	<b>3,579</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Purchase of property, plant and equipment	(16,234)	(21,985)
Acquisitions, net of cash received	(11,298)	(7,500)
Proceeds from sale of property, plant and equipment	565	2,318
Insurance proceeds	38	3,013
Collections of notes receivable	1,600	
Advances on notes receivable	(2,473)	
Other assets, net		458
<b>NET CASH FROM INVESTING ACTIVITIES</b>	<b>(27,802)</b>	<b>(23,696)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Net (repayments) borrowings under revolving credit facilities	(40,000)	21,140
Repayment of long-term debt	(325)	(454)
Proceeds from issuance of common stock	5,389	2,865
Distributions to minority shareholder	(930)	(369)
Dividends paid to shareholders	(1,035)	(910)
Repurchase of common stock		
Excess tax benefits from share-based compensation arrangements	3,866	
Other	(5)	157
<b>NET CASH FROM FINANCING ACTIVITIES</b>	<b>(33,040)</b>	<b>22,429</b>
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS</b>	<b>(2,906)</b>	<b>2,312</b>
<b>CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR</b>	<b>46,215</b>	<b>25,274</b>
<b>CASH AND CASH EQUIVALENTS, END OF PERIOD</b>	<b>\$ 43,309</b>	<b>\$ 27,586</b>
<b>SUPPLEMENTAL SCHEDULE OF CASH FLOW INFORMATION:</b>		
Cash paid during the period for:		
Interest	\$ 8,292	\$ 7,851
Income taxes	24,824	8,438

**UNIVERSAL FOREST PRODUCTS, INC.**  
**CONSOLIDATED CONDENSED STATEMENT OF CASH FLOWS — CONTINUED**

	Six Months Ended	
	July 1, 2006	June 25, 2005
<b>NON-CASH OPERATING ACTIVITIES:</b>		
Accounts receivable exchanged for note receivable	\$ 431	\$ 765
Deferred purchase price of acquisition exchanged for current payable	53	994
Deferred purchase price of acquisition exchanged for long-term liability	721	
<b>NON-CASH INVESTING ACTIVITIES:</b>		
Property, plant & equipment exchanged for debt	\$ 1,303	
<b>NON-CASH FINANCING ACTIVITIES:</b>		
Common stock issued under deferred compensation plans	\$ 2,917	\$ 761
See notes to consolidated condensed financial statements.		

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS**

**A. BASIS OF PRESENTATION**

The accompanying unaudited, interim, consolidated, condensed financial statements (the “Financial Statements”) include our accounts and those of our wholly-owned and majority-owned subsidiaries and partnerships, and have been prepared pursuant to the rules and regulations of the Securities and Exchange Commission. Accordingly, the Financial Statements do not include all of the information and footnotes normally included in the annual consolidated financial statements prepared in accordance with accounting principles generally accepted in the United States. All significant intercompany transactions and balances have been eliminated.

In our opinion, the Financial Statements contain all material adjustments necessary to present fairly our consolidated financial position, results of operations and cash flows for the interim periods presented. All such adjustments are of a normal recurring nature. These Financial Statements should be read in conjunction with the annual consolidated financial statements, and footnotes thereto, included in our Annual Report to Shareholders on Form 10-K for the fiscal year ended December 31, 2005.

Certain reclassifications have been made to the Financial Statements for 2005 to conform to the classifications used in 2006.

**B. REVENUE RECOGNITION**

Earnings on construction contracts are reflected in operations using either percentage-of-completion accounting, which includes the cost to cost and units of delivery methods, or completed contract accounting, depending on the nature of the business at individual operations. Under percentage-of-completion using the cost to cost method, revenues and related earnings on construction contracts are measured by the relationships of actual costs incurred related to the total estimated costs. Under percentage-of-completion using the units of delivery method, revenues and related earnings on construction contracts are measured by the relationships of actual units produced related to the total number of units. Revisions in earnings estimates on the construction contracts are recorded in the accounting period in which the basis for such revisions becomes known. Projected losses on individual contracts are charged to operations in their entirety when such losses become apparent. Under the completed contract method, revenues and related earnings are recorded when the contracted work is complete and losses are charged to operations in their entirety when such losses become apparent.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

The following table presents the balances of percentage-of-completion accounts:

	July 1, 2006	June 25, 2005
Cost and Earnings in Excess of Billings	\$ 7,454	\$ 2,386
Billings in Excess of Cost and Earnings	8,412	2,539

**C. EARNINGS PER COMMON SHARE**

A reconciliation of the changes in the numerator and the denominator from the calculation of basic EPS to the calculation of diluted EPS follows (in thousands, except per share data):

	Three Months Ended 07/01/06			Three Months Ended 06/25/05		
	Income (Numerator)	Shares (Denominator)	Per Share Amount	Income (Numerator)	Shares (Denominator)	Per Share Amount
<b>Net Earnings</b>	\$ 27,314			\$ 22,790		
<b>EPS — Basic</b>						
Income available to common stockholders	27,314	18,851	\$ 1.45	22,790	18,323	\$ 1.24
<b>Effect of dilutive securities</b>						
Options		581			661	
<b>EPS — Diluted</b>						
Income available to common stockholders and assumed options exercised	\$ 27,314	19,432	\$ 1.41	\$ 22,790	18,984	\$ 1.20

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

	Six Months Ended 07/01/06			Six Months Ended 06/25/05		
	Income (Numerator)	Shares (Denominator)	Per Share Amount	Income (Numerator)	Shares (Denominator)	Per Share Amount
<b>Net Earnings</b>	\$ 43,180			\$ 32,019		
<b>EPS — Basic</b>						
Income available to common stockholders	43,180	18,729	\$ 2.31	32,019	18,255	\$ 1.75
<b>Effect of dilutive securities</b>						
Options		626			723	
<b>EPS — Diluted</b>						
Income available to common stockholders and assumed options exercised	\$ 43,180	19,355	\$ 2.23	\$ 32,019	18,978	\$ 1.69

No outstanding options were excluded from the computation of diluted EPS for the quarters and six months ended July 1, 2006 or June 25, 2005.

**D. SALE OF ACCOUNTS RECEIVABLE**

On March 8, 2006 we entered into a new accounts receivable sale agreement with a bank. The terms of this new agreement are substantially the same as the agreement that was in place in the first six months of 2005 and subsequently cancelled on October 25, 2005. Under the terms of these agreements:

- We sell specific receivables to the bank at an agreed-upon price at terms ranging from one month to one year.
- We service the receivables sold and outstanding on behalf of the bank at a rate of 0.50% per annum.
- We receive an incentive servicing fee, which we account for as a retained interest in the receivables sold. Our retained interest is determined based on the fair market value of anticipated collections in excess of the Agreed Base Value of the receivables sold. Appropriate valuation allowances are recorded against the retained interest.
- The maximum amount of receivables, net of retained interest, which may be sold and outstanding at any point in time under this arrangement is \$50 million.

On July 1, 2006 and June 25, 2005, \$54.1 million of receivables were sold and outstanding, and we recorded \$4.1 million of retained interest in other current assets. A summary of the transactions we completed for the first six months of 2006 and 2005 are presented below (in thousands).

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

	Six Months Ended July 1, 2006	Six Months Ended June 25, 2005
Accounts receivable sold	\$ 270,474	\$ 230,200
Retained interest in receivables	(4,054)	(2,595)
Expense from sale	(1,190)	(809)
Servicing fee received	99	95
Discounts and sales allowances	0	(1,926)
Net cash received from sale	<u>\$ 265,329</u>	<u>\$ 224,965</u>

**E. GOODWILL AND OTHER INTANGIBLE ASSETS**

The following amounts were included in other intangible assets, net (in thousands):

	July 1, 2006		June 25, 2005	
	Assets	Accumulated Amortization	Assets	Accumulated Amortization
Non-compete agreements	\$ 15,511	(\$7,401)	\$ 9,806	(\$4,997)
Licensing agreements	2,510	(2,223)	2,760	(1,936)
Trade name	2,340			
Customer relationships	5,927	(1,380)	1,285	(301)
Backlog	644	(615)	190	(190)
Total	<u>\$ 26,932</u>	<u>(\$11,619)</u>	<u>\$ 14,041</u>	<u>(\$7,424)</u>

Estimated amortization expense for intangible assets as of July 1, 2006 for each of the five succeeding fiscal years is as follows (in thousands):

2006	\$ 2,459
2007	3,635
2008	3,178
2009	2,119
2010	1,155
Thereafter	2,767

The changes in the net carrying amount of goodwill for the six months ended July 1, 2006 and June 25, 2005 are as follows (in thousands):

Balance as of December 31, 2005	\$ 131,556
Acquisitions	6,701
Final purchase price allocation of DecKorators	(5,925)
Other, net	256
Balance as of July 1, 2006	<u>\$ 132,588</u>

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

Balance as of December 25, 2004	\$ 123,845
Acquisition	3,931
Other, net	(20)
Balance as of June 25, 2005	<u>\$ 127,756</u>

**F. BUSINESS COMBINATIONS**

On June 5, 2006, one of our subsidiaries acquired the assets of Dura-Bilt Mfg. Co. (“Dura-Bilt”) located in Riverbank, CA, a roof and floor truss manufacturer for the site-built construction market in Northern California. The purchase price was approximately \$9.2 million, consisting of \$8.4 million paid on the date we closed the transaction and \$0.8 million to be paid in the future, allocating \$2.6 million to tangible net assets and \$6.6 million to goodwill. The purchase price allocation for this acquisition is preliminary and will be revised as final estimates of intangible asset values are made in accordance with Statement of Financial Accounting Standards (“SFAS”) No. 141, *Business Combinations*. Dura-Bilt had net sales in fiscal 2005 totaling approximately \$16 million.

On April 3, 2006, one of our subsidiaries, which at the time owned a 75% interest in Shawnlee Construction, LLC (“Shawnlee”), acquired an additional 5% interest for approximately \$0.8 million, allocating \$0.5 million to tangible assets, \$0.1 million to customer relationship related intangibles, \$0.1 million to a non-compete agreement and \$0.1 million to goodwill. In addition, as previously agreed, we will purchase the remaining 20% in 5% increments over the next four years.

On January 9, 2006, one of our subsidiaries acquired the assets of Classic Truss Company, Inc. (“Classic”), a facility which supplies the site-built construction market in Fort Pierce, FL. The purchase price was approximately \$2.1 million, allocating \$1.7 million to tangible net assets and \$0.4 million to a non-compete agreement. Classic had net sales in fiscal 2005 totaling approximately \$6.0 million.

On November 14, 2005, one of our subsidiaries acquired the assets of DecKorators, Inc. (“DecKorators”) which designs, imports, markets and distributes decorative balusters and accessories for residential decks and porches, and is located in Crestwood and St. Louis, MO. The purchase price was approximately \$7.7 million, consisting of \$7.0 million paid on the date we closed the transaction and \$0.7 million paid in January 2006, allocating \$0.8 million to tangible net assets, \$2.9 million to non-compete agreements, \$0.9 million to customer relationship related intangibles, \$2.3 million to trade name and related intangibles and \$0.8 to goodwill. DecKorators had net sales in fiscal 2004 totaling approximately \$9.1 million.

On June 27, 2005, one of our subsidiaries, which at the time owned a 50% interest in Shawnlee, acquired an additional 25% interest for approximately \$3.5 million, allocating \$1.2 million to tangible assets, \$0.8 million to customer relationship related intangibles, \$0.7 million to a non-compete agreement, \$0.2 million to backlog and \$0.6 million to goodwill. In addition, we agreed to purchase the remaining 25% in 5% increments over the

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

next five years. In addition, Shawnlee acquired the assets of Shepardville Construction, Inc. (“Shepardville”) and AW Construction, LLC (“AW”), which install interior products for commercial and multi-family construction. The purchase price was approximately \$2.0 million, allocating \$0.9 million to tangible assets, \$0.8 million to customer relationship related intangibles, and \$0.3 million to backlog. Shepardville had net sales in fiscal 2004 totaling approximately \$4.8 million. AW had net sales in 2004 totaling approximately \$7.9 million.

On June 2, 2005, one of our subsidiaries acquired the assets of Maine Ornamental Woodworkers, Inc. (“Maine Ornamental”), which manufactures, imports and distributes decorative caps used on decking and fence posts, and is based in Winthrop, ME and Bainbridge Island, WA. The purchase price was approximately \$8.4 million, consisting of \$7.5 million paid on the date we closed the transaction and \$0.9 million paid in August 2005, allocating \$4.4 million to tangible net assets, \$1.7 million to non-compete agreements, \$2.1 million to customer relationship related intangibles and \$0.2 million to goodwill. Maine Ornamental had net sales in fiscal 2004 totaling approximately \$12.4 million.

The business combinations mentioned above were not significant to our operating results individually or in aggregate, and thus pro forma results are not presented.

**G. EMPLOYEE STOCK NOTES RECEIVABLE**

Employee stock notes receivable represents notes issued to us by certain employees and officers to finance the purchase of our common stock. Directors and executive officers do not, and are not allowed to, participate in this program.

**H. STOCK-BASED COMPENSATION**

Prior to January 1, 2006, we accounted for our stock option plans and our Employee Stock Purchase Plan using the intrinsic value method of accounting provided under the recognition and measurement provisions of Accounting Principles Board (“APB”) Opinion No. 25, *Accounting for Stock Issued to Employees*, (“APB 25”) and related Interpretations, as permitted by Financial Accounting Standards Board (“FASB”) Statement No. 123, *Accounting for Stock-Based Compensation*, (“SFAS 123”) under which no compensation expense was recognized for stock option grants and issuance of stock pursuant to the Employee Stock Purchase Plan. Accordingly, share-based compensation was included as a pro forma disclosure in the financial statement footnotes and continues to be provided for periods prior to fiscal 2006.

Effective January 1, 2006, we adopted the fair value recognition provisions of FASB Statement No. 123(R), *Share-Based Payment*, (“SFAS 123(R)”) using the modified-prospective-transition method. Under that transition method, compensation cost recognized in the first six months of 2006 includes: a) compensation cost for all share-based payments granted through December 31, 2005, but for which the requisite service period had not been completed as of December 31, 2005, based on the grant date fair market value estimated in accordance with the original provisions of SFAS 123, and b) compensation cost for all share-based payments granted



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subsequent to December 31, 2005, based on the grant date fair value estimated in accordance with the provisions of SFAS 123(R). Results for prior periods have not been restated.

As a result of adopting SFAS 123(R) on January 1, 2006, our earnings before income taxes and net earnings for the second quarter of 2006, are \$307,000 and \$204,000 lower, respectively, than if we had continued to account for share-based compensation under APB 25. Basic and diluted earnings per share for the second quarter of 2006 are \$0.01 and \$0.01 lower, respectively, than if we had continued to account for share-based compensation under APB 25.

As a result of adopting SFAS 123(R) on January 1, 2006, our earnings before income taxes and net earnings for the first six months of 2006, are \$522,000 and \$355,000 lower, respectively, than if we had continued to account for share-based compensation under APB 25. Basic and diluted earnings per share for the first six months of 2006 are \$0.02 and \$0.02 lower, respectively, than if we had continued to account for share-based compensation under APB 25.

Prior to the adoption of SFAS 123(R), we presented all tax benefits of deductions resulting from the exercise of stock options as operating cash flows in the Consolidated Condensed Statement of Cash Flows. SFAS 123(R) requires the cash flows resulting from the tax benefits resulting from the tax deductions in excess of the compensation cost recognized for those options (“excess tax benefits from share-based compensation arrangements”) to be classified as financing cash flows. The \$3,866,000 excess tax benefit from share-based compensation arrangements classified as a financing cash inflow for the first six months of 2006 would have been classified as an operating cash inflow if we had not adopted SFAS 123(R).

We provide compensation benefits to employees and non-employee directors under several share-based payment arrangements including various employee stock option plans, the Employee Stock Purchase Plan, the Director Retainer Stock Plan, the Directors’ Stock Grant Plan, and the Conditional Share Grant Agreement.

*Stock Option Plans*

On April 28, 1999, our shareholders approved the Long Term Stock Incentive Plan (the “1999 Plan”) to succeed the 1997 Long Term Stock Incentive Plan (the “1997 Plan”). The 1999 Plan reserves a maximum of 1,000,000 shares, plus 406,029 shares remaining under the 1997 Plan, plus an annual increase of no more than 200,000 shares which may be added on the date of the annual meeting of shareholders each year. The term of the 1999 Plan is ten years. The 1999 Plan provides for the granting of stock options, reload options, stock appreciation rights, restricted stock, performance shares and other stock-based rewards. To date, we have only issued options under this plan. Vesting requirements for awards under this plan will vary by individual grant and are time-based vesting. The contractual life of all of the options granted under this plan will be no greater than 15 years.

The fair value of each option award is estimated as of the date of grant using the Black-Scholes option pricing model. Expected volatility assumptions used were based on historical volatility

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**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

of our stock. We utilize historical data to estimate option exercise and employee termination behavior within the valuation model; separate groups of employees that have similar historical exercise behavior are considered separately for valuation purposes. The risk-free rate for the expected term of the option award was based on the U.S. Treasury yield curve in effect at the time of the grant. No new option awards were granted in the first six months of 2006 and therefore no specific valuation assumptions are presented.

The following summary presents information regarding outstanding options as of July 1, 2006 and changes during the six months then ended with regard to options under all stock option plans:

	Stock Under Option	Weighted Average Exercise Price Per Share	Weighted Average Remaining Contractual Term	Aggregate Intrinsic Value
Outstanding at January 1, 2006	1,384,879	\$ 19.08		
Exercised	(317,867)	\$ 15.66		
Forfeited or expired	(10,031)	\$ 21.22		
Outstanding at July 1, 2006	<u>1,056,981</u>	<u>\$ 20.08</u>	<u>5.22</u>	<u>\$45,088,000</u>
Vested or expected to vest at July 1, 2006	<u>819,633</u>	<u>\$ 20.07</u>	<u>5.57</u>	<u>\$34,993,000</u>
Exercisable at July 1, 2006	<u>224,500</u>	<u>\$ 15.63</u>	<u>3.96</u>	<u>\$10,574,000</u>

The total intrinsic value of options exercised during the first six months of 2006 was \$16,354,000.

*Employee Stock Purchase Plan*

In April 1994, our shareholders approved the Employee Stock Purchase Plan ("Stock Purchase Plan") and Director Retainer Stock Plan ("Stock Retainer Plan"). In April 2002, our shareholders approved the 2002 Employee Stock Purchase Plan ("2002 Stock Purchase Plan") to succeed the Stock Purchase Plan. The plans allow eligible employees to purchase shares of our stock at a share price equal to 85% of fair market value on the purchase date.

For the six months ending July 1, 2006, 9,328 shares were issued under this plan. The weighted average fair value of employee stock purchase rights pursuant to this plan was \$9.13 per share. The fair value of the stock purchase rights was calculated as the difference between the stock price and the employee purchase price.

*Director Retainer Stock Plan*

The Stock Retainer Plan allows eligible members of the Board of Directors to defer their retainer fees and receive shares of our stock at the time of their retirement, disability or death. The number of shares to be received is equal to the amount of the retainer fee deferred multiplied by 110% divided by the fair market value of a share of our stock at the time of

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deferral, is increased for dividends declared and may only be distributed in kind. We recognized the fair market value of the shares issued under this plan, calculated using the number of shares issued and the stock price on the issuance date, as expense and recorded the related obligation in shareholders' equity. We recognized approximately \$117,000 in expense for shares issued under this program in the first six months of 2006.

*Directors' Stock Grant Program*

In January 1997, we instituted a Directors' Stock Grant Program. In lieu of a cash increase in the amount of Director fees, each outside Director receives 100 shares of stock for each board meeting attended up to a maximum of 400 shares per year. In the first six months of 2006, we recognized the fair market value of the shares issued under this plan, calculated using the number of shares issued and the stock price on the issuance date, as an expense totaling approximately \$142,000.

*Conditional Share Grant Agreement*

On April 17, 2002, under the 1999 Plan, a Conditional Share Grant Agreement was executed which will grant our Chief Executive Officer 10,000 shares of common stock immediately upon the satisfaction of the terms and conditions set forth in the Agreement. We recognize the fair value of the award estimated as of the date of grant using the Black-Scholes option pricing model. We recognized approximately \$100,000 in expense for shares issuable under this program in the first six months of 2006.

*All Share-Based Payment Arrangements*

The total share-based compensation cost and the related total income tax benefit that has been recognized in results of operations was approximately \$781,000 and \$266,000, respectively for the first six months of 2006.

As of July 1, 2006, there was \$1.8 million of total unrecognized compensation cost related to share-based compensation arrangements. That cost is expected to be recognized over a weighted average period of 2.59 years.

Cash received from option exercises and share issuances under the Stock Purchase Plan was \$5,389,000 during the first six months of fiscal 2006. The actual tax benefit realized for the tax deductions from option exercises totaled \$4,247,000 during that period.

*Pro Forma Net Earnings*

The following table provides pro forma net earnings and earnings per share had we applied the fair value method of SFAS 123 for the second quarter and first six months of 2005 (in thousands, except per share data):

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	Three Months Ended June 25, 2005	Six Months Ended June 25, 2005
<b>Net Earnings:</b>		
As reported	\$ 22,790	\$ 32,019
Deduct: Stock-based employee compensation expense determined under fair value based method for all awards, net of related tax effects	(161)	(400)
Pro Forma	<u>\$ 22,629</u>	<u>\$ 31,619</u>
<b>EPS — Basic:</b>		
As reported	\$ 1.24	\$ 1.75
Pro forma	\$ 1.24	\$ 1.73
<b>EPS — Diluted:</b>		
As reported	\$ 1.20	\$ 1.69
Pro forma	\$ 1.19	\$ 1.68

**I. COMMITMENTS, CONTINGENCIES, AND GUARANTEES**

We are self-insured for environmental impairment liability through a wholly owned subsidiary, UFP Insurance Ltd., a licensed captive insurance company. We own and operate a number of facilities throughout the United States that chemically treat lumber products. In connection with the ownership and operation of these and other real properties, and the disposal or treatment of hazardous or toxic substances, we may, under various federal, state, and local environmental laws, ordinances, and regulations, be potentially liable for removal and remediation costs, as well as other potential costs, damages, and expenses. Insurance reserves, calculated with no discount rate, have been established to cover remediation activities at our Union City, GA; Stockertown, PA; Elizabeth City, NC; Auburndale, FL; Schertz, TX; and Janesville, WI wood preservation facilities. In addition, a small reserve was established for our Thornton, CA property to remove asbestos and certain lead containing materials which existed on the property at the time of purchase.

Including amounts from our wholly owned captive insurance company, we have reserved approximately \$1.7 million on July 1, 2006 and \$1.8 million on June 25, 2005, representing the estimated costs to complete future remediation efforts without reduction for an insurance receivable.

The manufacturers of CCA preservative voluntarily discontinued the registration of CCA for certain residential applications as of December 31, 2003. Our wood preservation facilities

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**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

have been converted to alternate preservatives, either ACQ or borates. In March 2005, one facility began using CCA to treat certain marine products and panel goods for which ACQ is not a suitable preservative.

In November 2003, the EPA published its report on the risks associated with the use of CCA in children's playsets. While the study observed that the range of potential exposure to CCA increased by the continuous use of playsets, the EPA concluded that the risks were not sufficient to require removal or replacement of any CCA treated structures. The EPA did refer a question on the use of sealants to a scientific advisory panel. The panel issued a report which provides guidance to the EPA on the use of various sealants but does not mandate their use. The results of the EPA study are consistent with a prior Consumer Products Safety Commission (CPSC) study which reached a similar conclusion. The EPA and CPSC studies with respect to sealants are ongoing, and additional reports are expected in the near future.

In addition, various special interest environmental groups have petitioned certain states requesting restrictions on the use or disposal of CCA treated products. The wood preservation industry trade groups are working with the individual states and their regulatory agencies to provide an accurate, factual background which demonstrates that the present method of uses and disposal is scientifically supported.

We have been requested by a customer to defend it from purported class action lawsuits. One such lawsuit is currently pending in Illinois. The purported class action lawsuit seeks unspecified damages from this customer, based on generalized claims under a purported theory of violation of individual state Consumer Protection Act statutes. To date, none of these cases have been certified as a class action. The Illinois case was previously dismissed without prejudice. Based on an alleged violation of the Consumer Protection Act, the claim has been restated and filed. The case does not allege personal injury or property damage. The judge in this case denied class certification for this case in December 2005. As previously stated, our vendors believe and scientific studies support the fact that CCA treated lumber poses no unreasonable risks, and we intend to vigorously defend this position. While our customer has charged us for certain costs incurred in the defense of these claims and we have expensed them accordingly, we have not formally accepted liability of these costs.

We believe that based on current facts, laws, and existing scientific evidence, as well as the favorable disposition of the above referenced lawsuits, that the likelihood of a material adverse financial impact from the remaining claims is remote. Therefore, we have not accrued for any potential loss related to the contingencies above. However, potential liabilities of this nature are not conducive to precise estimates and are subject to change. To the extent we are required to defend these actions, we intend to do so vigorously and will monitor these facts on an ongoing basis.

In addition, on July 1, 2006, we were parties either as plaintiff or a defendant to a number of lawsuits and claims arising through the normal course of our business. In the opinion of

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

management, our consolidated financial statements will not be materially affected by the outcome of these contingencies and claims.

On July 1, 2006, we had outstanding purchase commitments on capital projects of approximately \$13.2 million.

We provide a variety of warranties for products we manufacture. Historically, warranty claims have not been material.

In certain cases we jointly bid on contracts with framing companies to supply building materials to site-built construction projects. In some of these instances we are required to post payment and performance bonds to insure the owner that the products and installation services are completed in accordance with our contractual obligations. We have agreed to indemnify the surety for claims made against the bonds. Historically, we have not had any claims for indemnity from our sureties. As of July 1, 2006, we had approximately \$25.3 million in outstanding payment and performance bonds, which expire during the next two years. In addition, approximately \$16.3 million in payment and performance bonds are outstanding for completed projects which are still under warranty.

We have entered into operating leases for certain assets that include a guarantee of a portion of the residual value of the leased assets. If at the expiration of the initial lease term we do not exercise our option to purchase the leased assets and these assets are sold by the lessor for a price below a predetermined amount, we will reimburse the lessor for a certain portion of the shortfall. These operating leases will expire periodically over the next five years. The estimated maximum aggregate exposure of these guarantees is approximately \$2.1 million.

Under our sale of accounts receivable agreement, we guarantee that Universal Forest Products RMS, LLC, as accounts servicer, will remit collections on receivables sold to the bank. (See Note D, "Sale of Accounts Receivable.")

On July 1, 2006, we had outstanding letters of credit totaling \$39.2 million, primarily related to certain insurance contracts and industrial development revenue bonds, as further described below.

In lieu of cash deposits, we provide irrevocable letters of credit in favor of our insurers to guarantee our performance under certain insurance contracts. We currently have irrevocable letters of credit outstanding totaling approximately \$20.4 million for these types of insurance arrangements. We have reserves recorded on our balance sheet, in accrued liabilities, that reflect our expected future liabilities under these insurance arrangements.

We are required to provide irrevocable letters of credit in favor of the bond trustees for all of the industrial development revenue bonds that we have issued. These letters of credit guarantee principal and interest payments to the bondholders. We currently have irrevocable letters of credit outstanding totaling approximately \$18.5 million related to our outstanding

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industrial development revenue bonds. These letters of credit have varying terms but may be renewed at the option of the issuing banks.

Certain wholly owned domestic subsidiaries have guaranteed the indebtedness of Universal Forest Products, Inc. in certain debt agreements, including the Series 1998-A Senior Notes, Series 2002-A Senior Notes and our revolving credit facility. The maximum exposure of these guarantees is limited to the indebtedness outstanding under these debt arrangements and this exposure will expire concurrent with the expiration of the debt agreements.

Our treating operations utilize “Subpart W” drip pads, defined as hazardous waste management units by the EPA. The rules regulating drip pads require that the pad be “closed” at the point that it is no longer used to manage hazardous waste. Closure involves identification and disposal of all contamination from the wood treating operations. The ultimate cost of closure is dependent upon a number of factors including, but not limited to, identification and removal of contamination, cleanup standards that vary from state to state, and the time period over which the cleanup would be completed. Based on our knowledge of existing circumstances, it is considered probable that these costs will approximate \$465,000. As a result, this amount is recorded in other long-term liabilities on July 1, 2006.

We did not enter into any new guarantee arrangements during the second quarter of 2006 which would require us to recognize a liability on our balance sheet.

**J. SALE OF REAL ESTATE**

On January 3, 2005, we sold real estate located in Stockton, CA for \$2.3 million and recorded a pre-tax gain totaling approximately \$1.2 million.

**K. SUBSEQUENT EVENT**

On July 10, 2006, one of our subsidiaries acquired a 50% interest in United Lumber & Reman LLC (“United”), an industrial wood manufacturing plant located in Muscle Shoals, Alabama. The purchase price was approximately \$4.9 million. United had net sales totaling approximately \$26 million in 2005.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
**AND RESULTS OF OPERATIONS**

Included in this report are certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. The forward-looking statements are based on the beliefs and assumptions of management, together with information available to us when the statements were made. Future results could differ materially from those included in such forward-looking statements as a result of, among other things, the factors set forth below and certain economic and business factors which may be beyond our control. Investors are cautioned that all forward-looking statements involve risks and uncertainty.

**OVERVIEW**

We are pleased to report strong results for the second quarter of 2006, which was highlighted by:

- Strong organic sales growth in our site-built and industrial markets.
- Flat unit sales to the manufactured housing market as sales and market share increases with HUD code producers were offset by a soft modular market.
- A 1% unit sales increase to the DIY/retail market as sales increases and market share gains by our Consumer Products and Western divisions were offset by a decline in sales in our Northeast and Midwest regions.
- A 19.9% increase in net earnings over the second quarter of 2005, which exceeded our 8% unit sales increase, primarily due to:
  - § An increase in sales of higher-margin, value-added products to 55.6% of total sales from 49.9% of total sales last year
  - § Economies of scale related to strong organic growth
  - § Cost reductions achieved through our company-wide innovation program.
- Improved cash flows from operating activities due to a combination of strong earnings growth, effective working capital management, and a new sale of receivables program which was completed on March 8, 2006.
- A reduction in interest-bearing debt to \$171.1 million from \$227.9 million due to strong cash flows.
- Our purchase of Dura-Bilt Mfg. Co. in Riverbank, CA in June 2006.



**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
**AND RESULTS OF OPERATIONS — CONTINUED**

In summary, we remain optimistic about the future of our business, markets and strategies, and our employees remain focused on adding value for our customers, executing our strategies and meeting our goals. We continue to target a range for annual net earnings growth of 15% — 20% and a range for annual sales growth of 10% – 15% for 2006 subject to the following key assumptions:

- Stable housing markets where we have a strong site-built presence and continued opportunities for market share gains.
- Stability in our D-I-Y/retail and manufacturing housing markets, as well as in lumber prices.
- Favorable weather conditions for building and home improvement activities, particularly in the fourth quarter.
- Continuing to gain market share and realize strong unit sales growth in the industrial market.
- The completion of strategic business acquisitions.

We continue to pursue acquisition opportunities and believe that acquisitions will, as they have in the past, play an important role in our long-term growth strategy.

**HISTORICAL LUMBER PRICES**

The following table presents the Random Lengths framing lumber composite price for the three months ended July 1, 2006 and June 25, 2005:

	Random Lengths Composite Average \$/MBF	
	2006	2005
January	\$ 382	\$381
February	377	420
March	368	422
April	369	407
May	341	386
June	326	405
Second quarter average	\$ 345	\$399
Year-to-date average	\$ 361	\$404
Second quarter percentage change from 2005	(13.5%)	
Year-to-date percentage change from 2005	(10.6%)	

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In addition, a Southern Yellow Pine ("SYP") composite price, which we prepare and use, is presented below. Sales of products produced using this species, which primarily consists of our preservative-treated products, may comprise up to 50% of our sales volume.

	Random Lengths SYP Average \$/MBF	
	2006	2005
January	\$ 496	\$446
February	503	489
March	514	501
April	510	511
May	488	500
June	444	538
Second quarter average	\$ 481	\$516
Year-to-date average	\$ 493	\$498
Second quarter percentage change from 2005	(6.8%)	
Year-to-date percentage change from 2005	(1.0%)	

**IMPACT OF THE LUMBER MARKET ON OUR OPERATING RESULTS**

We experience significant fluctuations in the cost of commodity lumber products from primary producers ("Lumber Market"). We generally price our products to pass lumber costs through to our customers so that our profitability is based on the value-added manufacturing, distribution, engineering, and other services we provide. As a result, our sales levels (and working capital requirements) are impacted by the lumber costs of our products. Lumber costs generally comprise up to 80% of our cost of goods sold.

Our gross margins are impacted by both (1) the relative level of the Lumber Market (i.e. whether prices are higher or lower from comparative periods), and (2) the trend in the market price of lumber (i.e. whether the price of lumber is increasing or decreasing within a period or from period to period). Moreover, as explained below, our products are priced differently. Some of our products have fixed selling prices, while the selling prices of other products are indexed to the reported Lumber Market with a fixed dollar adder to cover conversion costs and profits. Consequently, the level and trend of the Lumber Market impact our products differently.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
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Below is a general description of the primary ways in which our products are priced.

- Products with fixed selling prices. These products include value-added products such as decking and fencing sold to DIY/retail customers, as well as trusses, wall panels and other components sold to the site-built construction market, and most industrial packaging products. Prices for these products are generally fixed at the time of the sales quotation for a specified period of time or are based upon a specific quantity. In order to maintain margins and reduce any exposure to adverse trends in the price of component lumber products, we attempt to lock in costs for these sales commitments with our suppliers. Also, the time period and quantity limitations generally allow us to re-price our products for changes in lumber costs from our suppliers.
- Products with selling prices indexed to the reported Lumber Market with a fixed dollar “adder” to cover conversion costs and profits. These products primarily include treated lumber, remanufactured lumber, and trusses sold to the manufactured housing industry. For these products, we estimate the customers' needs and carry anticipated levels of inventory. Because lumber costs are incurred in advance of final sale prices, subsequent increases or decreases in the market price of lumber impact our gross margins. For these products, our margins are exposed to changes in the trend of lumber prices.

Changes in the trend of lumber prices have their greatest impact on the following products:

- Products with significant inventory levels with low turnover rates, whose selling prices are indexed to the Lumber Market. In other words, the longer the period of time these products remain in inventory, the greater the exposure to changes in the price of lumber. This would include treated lumber, which comprises almost eighteen percent of our total sales. This exposure is less significant with remanufactured lumber, trusses sold to the manufactured housing market, and other similar products, due to the higher rate of inventory turnover. We attempt to mitigate the risk associated with treated lumber through vendor consignment inventory programs. *(Please refer to the “Risk Factors” section of our annual report on form 10-K, filed with the United States Securities and Exchange Commission)*
- Products with fixed selling prices sold under long-term supply arrangements, particularly those involving multi-family construction projects. We attempt to mitigate this risk through our purchasing practices by locking in costs.

In addition to the impact of the Lumber Market trends on gross margins, changes in the level of the market cause fluctuations in gross margins when comparing operating results from period to period. This is explained in the following example, which assumes the price of lumber has increased from period one to period two, with no changes in the trend within each period.

**UNIVERSAL FOREST PRODUCTS, INC.**  
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	Period 1	Period 2
Lumber cost	\$ 300	\$ 400
Conversion cost	50	50
= Product cost	350	450
Adder	50	50
= Sell price	400	500
Gross margin	12.5%	10.0%

As is apparent from the preceding example, the level of lumber prices does not impact our overall profits, but does impact our margins. Gross margins are negatively impacted during periods of high lumber prices; conversely, we experience margin improvement when lumber prices are relatively low.

**BUSINESS COMBINATIONS**

We completed the following business combinations in fiscal 2006 and fiscal 2005, which were accounted for using the purchase method. (See Note F, "Business Combinations.")

Company Name	Acquisition Date	Business Description
Dura-Bilt Mfg Co. ("Dura-Bilt")	June 5, 2006	Designs and manufactures roof and floor trusses for site-built construction. The company is located in Riverbank, CA.
Shawnlee Construction, LLC ("Shawnlee")	April 3, 2006, June 27, 2005 and April 2, 2004	Provides framing services for multi-family construction in the northeast. Located in Plainville, MA. Purchased initial 50% interest on April 2, 2004, an additional 25% interest on June 27, 2005, and an additional 5% interest on April 3, 2006.
Classic Truss Company, Inc. ("Classic")	January 9, 2006	Manufactures and distributes engineered wood components for site-built construction. The company is located in Fort Pierce, FL.
DecKorators, Inc. ("DecKorators")	November 14, 2005	Provides decorative balusters and accessories for residential decks and porches to independent dealers and certain "big box" home improvement retailers. The company has locations in Crestwood and St. Louis, MO.

**UNIVERSAL FOREST PRODUCTS, INC.**  
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<u>Company Name</u>	<u>Acquisition Date</u>	<u>Business Description</u>
Shepardville Construction, Inc. and AW Construction, LLC (“Shepardville and AW”)	June 27, 2005	Installs interior products such as base boards, crown moldings, window sills and casings, doors, and cabinets for commercial and multi-family construction projects. Located in Warwick, RI and Wolcott, CT. These entities were merged on January 1, 2006.
Maine Ornamental Woodworkers, Inc. (“Maine Ornamental”)	June 2, 2005	Provides decorative post caps for fencing and decking applications to two-step distributors and certain “big box” home improvement retailers. The company has locations in Winthrop, ME and Bainbridge Island, WA.

**RESULTS OF OPERATIONS**

The following table presents, for the periods indicated, the components of our Consolidated Condensed Statements of Earnings as a percentage of net sales.

	<u>For the Three Months Ended</u>		<u>For the Six Months Ended</u>	
	<u>July 1, 2006</u>	<u>June 25, 2005</u>	<u>July 1, 2006</u>	<u>June 25, 2005</u>
Net sales	100.0%	100.0%	100.0%	100.0%
Cost of goods sold	<u>85.4</u>	<u>87.0</u>	<u>85.6</u>	<u>87.2</u>
Gross profit	14.6	13.0	14.4	12.8
Selling, general, and administrative expenses	<u>8.6</u>	<u>7.6</u>	<u>9.1</u>	<u>8.3</u>
Earnings from operations	6.0	5.4	5.3	4.5
Interest, net	0.4	0.5	0.4	0.6
Net gain on sale of real estate	<u>0.0</u>	<u>(0.0)</u>	<u>0.0</u>	<u>(0.1)</u>
	<u>0.4</u>	<u>0.5</u>	<u>0.4</u>	<u>0.5</u>
Earnings before income taxes and minority interest	5.6	4.9	4.9	4.0
Income taxes	<u>2.2</u>	<u>1.8</u>	<u>1.9</u>	<u>1.5</u>

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
**AND RESULTS OF OPERATIONS — CONTINUED**

	For the Three Months Ended		For the Six Months Ended	
	July 1, 2006	June 25, 2005	July 1, 2006	June 25, 2005
Earnings before minority interest	3.4	3.1	3.0	2.5
Minority interest	(0.1)	(0.2)	(0.1)	(0.1)
Net earnings	<u>3.3%</u>	<u>2.9%</u>	<u>2.9%</u>	<u>2.4%</u>

## NET SALES

We engineer, manufacture, treat, distribute and install lumber, composite wood, plastic, and other building products for the DIY/retail, site-built construction, manufactured housing, and industrial markets. Our strategic sales objectives include:

- Diversifying our end market sales mix by increasing sales of specialty wood packaging to industrial users and engineered wood components and framing services to the site-built construction market. Engineered wood components include roof trusses, wall panels, and floor systems.
- Increasing sales of “value-added” products and framing services. Value-added product sales consist of fencing, decking, lattice, and other specialty products sold to the DIY/retail market, specialty wood packaging, engineered wood components, and “wood alternative” products. Wood alternative products consist primarily of composite wood and plastics. Although we consider the treatment of dimensional lumber with certain chemical preservatives a value-added process, treated lumber is not presently included in the value-added sales totals.
- Maximizing unit sales growth while achieving return on investment goals.

The following table presents, for the periods indicated, our net sales (in thousands) and percentage change in net sales by market classification.

	For the Three Months Ended			For the Six Months Ended		
Market Classification	July 1, 2006	% Change	June 25, 2005	July 1, 2006	% Change	June 25, 2005
DIY/Retail	\$ 349,519	1.4%	\$ 344,624	\$ 562,511	7.6%	\$ 522,733
Site-Built Construction	227,830	22.1	186,626	437,588	29.6	337,549
Manufactured Housing	100,134	(7.2)	107,925	205,254	0.9	203,371
Industrial	149,364	6.4	140,377	287,103	13.5	253,059
Total	<u>\$ 826,847</u>	6.1	<u>\$ 779,552</u>	<u>\$ 1,492,456</u>	13.3	<u>\$ 1,316,712</u>

Note: In the second quarter of 2006, we reviewed the classification of our customers and made certain reclassifications. Prior year information has been restated to reflect these reclassifications.

Net sales in the second quarter of 2006 increased 6% compared to the second quarter of 2005 due to an increase in units shipped. We estimate that our unit sales increased by 2% as a result of business acquisitions and new plants, and our unit sales out of existing facilities increased by 6%. Overall selling prices decreased by only 2% comparing the two periods. However, changes in selling prices

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varied within each market classification based on fluctuations in prices of different species of lumber predominantly used in each market. Our overall selling prices fluctuate as a result of the Lumber Market (see "Historical Lumber Prices"), since our pricing practices are designed to pass these costs along to our customers. (See "Impact of the Lumber Market on our Operating Results.")

Net sales in the first six months of 2006 increased 13% compared to the first six months of 2005 resulting from an estimated increase in units shipped of approximately 14%, while overall selling prices decreased by 1%. We estimate that our unit sales increased 2% as a result of business acquisitions and new plants, while our unit sales out of existing facilities increased by 12%.

**DIY/Retail:**

Net sales to the DIY/retail market increased 1% in the second quarter of 2006 compared to 2005. This was comprised of a 2% increase in unit sales attributable to our acquisitions of DecKorators and Maine Ornamental and our agreement to distribute EON decking, offset by a 1% decrease in unit sales out of existing plants. Overall selling prices were flat as a slight decline in prices of SYP was offset by a shift in sales mix toward more value-added products. Existing plants in our Western division posted strong unit sales growth in the second quarter as a result of picking up additional stores with big box retailers. However, these increases were more than offset by a decline in unit sales in our Eastern division, primarily due to a rainy June in the Northeast and a soft Midwest market, two of our largest regions.

Net sales to the DIY/retail market increased 8% in the first six months of 2006 compared to 2005, as a result of a 6% increase in units shipped and a 2% increase in overall selling prices. Overall selling prices increased due to a shift in sales mix toward more value-added products. In addition to the factors mentioned above, unit sales increased as a result of a mild winter that allowed for a longer selling season extending into January 2006.

**Site-Built Construction:**

Net sales to the site-built construction market increased 22% in the second quarter of 2006 compared to 2005, due to an estimated 24% increase in unit sales offset by a 2% decrease in overall selling prices. We estimate that our unit sales out of existing facilities increased by 21%, and our unit sales increased by 3% as a result of business acquisitions and new plants. Our growth was driven by our manufacturing plants in our Atlantic region and framing and manufacturing operations in our Northeast region, which has made substantial increases in market share.

Net sales to the site-built construction market increased 30% in the first six months of 2006 compared to 2005, due solely to an estimated 30% increase in unit sales. Unit sales increased 4% as a result of acquisitions and new plants, and 26% as a result of organic growth out of several existing plants. Our growth has been a result of strong housing and multi-family construction activities in certain regions and greater market penetration by offering turn-key framing and lumber packages in addition to engineered wood components in some regions.

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**Manufactured Housing:**

Net sales to the manufactured housing market decreased 7% in the second quarter of 2006 compared to the same period of 2005, due to a 7% decrease in overall selling prices due to the Lumber Market. Unit sales were flat as sales increases and market share gains we achieved in the HUD code market were offset by a decline in sales to modular home producers resulting from a decline in industry production.

Net sales to the manufactured housing market increased 1% in the first six months of 2006 compared to the same period of 2005. This increase resulted from a 6% increase in unit sales offset by a 5% decrease in selling prices.

**Industrial:**

Net sales to the industrial market increased 6% in the second quarter of 2006 compared to the same period of 2005, due to an estimated 11% increase in units shipped. Unit sales increased as a result of organic growth out of several existing plants, particularly those in our Southeast region. Since the second quarter of 2005 we have added nearly 1,000 new accounts and we have been successful at increasing our sales with existing accounts. We believe our unit sales and market share continue to grow significantly due to our dedicated local sales teams and national sales support efforts, combined with our competitive advantages in manufacturing, purchasing, and material utilization.

Net sales to the industrial market increased 14% in the first six months of 2006 compared to the same period of 2005, due to an estimated 17% increase in units shipped. Unit sales increased for the reasons mentioned in the paragraph above.

**Value-Added and Commodity-Based Sales:**

The following table presents, for the periods indicated, our percentage of value-added and commodity-based sales to total sales.

	Three Months Ended		Six Months Ended	
	July 1, 2006	June 25, 2005	July 1, 2006	June 25, 2005
Value-Added	55.6%	49.9%	56.2%	51.3%
Commodity-Based	44.4%	50.1%	43.8%	48.7%

Value-added sales increased 17.8% in the second quarter of 2006 compared to 2005, primarily due to increased sales of engineered wood components, framing services, industrial packaging products, and decking products and accessories sold by our Consumer Products division. Commodity-based



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sales decreased 6.3% comparing the second quarter of 2006 with the same period of 2005, primarily due to a decrease in unit sales of treated lumber and lower prices due to the Lumber Market for SYP.

Value-added sales increased 24.2% in the first six months of 2006 compared to 2005, primarily due to increased sales of engineered wood components, framing services, and industrial packaging products. Commodity-based sales increased approximately 2% during the first six months of 2006 due to an estimated 4% increase in unit sales offset by a 2% decrease in selling prices due to the Lumber Market.

**COST OF GOODS SOLD AND GROSS PROFIT**

Gross profits increased approximately 18.9% comparing the second quarter of 2006 with the same period of 2005, which exceeded our 8% increase in unit sales. Our improved profitability this quarter was due to a combination of:

- Increased sales of higher margin, value-added products;
- Improved profitability on sales to our industrial market;
- Economies of scale realized from our organic sales growth; and
- Cost efficiencies we have achieved through our company-wide innovation program.

Gross profits increased approximately 27.5% comparing the first six months of 2006 with the same period of 2005, which exceeded our 14% increase in unit sales. Our improved profitability comparing these two periods was primarily due to the factors mentioned in the paragraph above.

**SELLING, GENERAL AND ADMINISTRATIVE EXPENSES**

Selling, general and administrative ("SG&A") expenses increased by approximately 18.9% in the second quarter of 2006 compared to the same period of 2005, which was higher than our 8% increase in unit sales, primarily due to compensation and benefits, accrued bonus expense, travel-related expenses, depreciation and amortization, and bad debt expense. The increase in our accrued bonus expense is a result of an increase in incentive compensation tied to our growth in operating profits and higher return on investment.

SG&A expenses increased by 23.7% in the first six months of 2006 compared to the same period of 2005, which exceeded our 14% increase in unit sales, primarily due to the reasons mentioned in the paragraph above.

**STOCK-BASED COMPENSATION**

Prior to January 1, 2006, we accounted for our stock option plans and our Employee Stock Purchase Plan using the intrinsic value method of accounting provided under the recognition and measurement provisions of Accounting Principles Board ("APB") Opinion No. 25, *Accounting for Stock Issued to Employees*, ("APB 25") and related Interpretations, as permitted by Financial Accounting Standards

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Board ("FASB") Statement No. 123, *Accounting for Stock-Based Compensation*, ("SFAS 123") under which no compensation expense was recognized for stock option grants and issuance of stock pursuant to the Employee Stock Purchase Plan. Effective January 1, 2006, we adopted the fair value recognition provisions of FASB Statement No.123(R), *Share-Based Payment*, ("SFAS 123(R)") using the modified-prospective-transition method. Under that transition method, compensation cost recognized in the first quarter of 2006 includes: a) compensation cost for all share-based payments granted through December 31, 2005, but for which the requisite service period has not been completed as of December 31, 2005, based on the grant date fair market value estimated in accordance with the original provisions of SFAS 123, and b) compensation cost for all share-based payments granted subsequent to December 31, 2005, based on the grant date fair value estimated in accordance with the provisions of SFAS 123(R). Results for prior periods have not been restated.

As a result of adopting SFAS 123(R) on January 1, 2006, earnings before income taxes and net earnings for the second quarter of 2006 are \$307,000 and \$204,000 lower, respectively, than if we had continued to account for share-based compensation under APB 25. Basic and diluted earnings per share for the second quarter of 2006 are \$0.01 and \$0.01 lower, respectively, than if we had continued to account for share-based compensation under APB 25.

As a result of adopting SFAS 123(R) on January 1, 2006, earnings before income taxes and net earnings for the first six months of 2006 are \$522,000 and \$355,000 lower, respectively, than if we had continued to account for share-based compensation under APB 25. Basic and diluted earnings per share for the first six months of 2006 are \$0.02 and \$0.02 lower, respectively, than if we had continued to account for share-based compensation under APB 25.

We provide compensation benefits to employees and non-employee directors under several share-based payment arrangements including various employee stock option plans, the Employee Stock Purchase Plan, the Director Retainer Stock Plan, the Directors' Stock Grant Plan, and the Conditional Share Grant Agreement.

The fair value of each option award is estimated as of the date of grant using the Black-Scholes option pricing model. Expected volatility is based on historical volatility of our stock. We utilize historical data to estimate option exercise and employee termination behavior within the valuation model; separate groups of employees that have similar historical exercise behavior are considered separately for valuation purposes. The risk-free rate for the expected term of the option award was based on the U.S. Treasury yield curve in effect at the time of the grant. No new option awards were granted in the first six months of 2006 and therefore no specific valuation assumptions are presented.

As of July 1, 2006, there was \$1.8 million of total unrecognized compensation cost related to share-based compensation arrangements. That cost is expected to be recognized over a weighted average period of 2.59 years.

**UNIVERSAL FOREST PRODUCTS, INC.**  
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**INTEREST, NET**

Net interest costs were lower in the second quarter and first six months of 2006 compared to the same periods of 2005 due to increased income on investments held by our wholly-owned insurance captive. Also, interest expense decreased in spite of higher borrowing rates on our variable rate debt because of decreased borrowings under our revolving credit facility.

**NET GAIN ON SALE OF REAL ESTATE**

On January 3, 2005, we sold real estate located in Stockton, CA for \$2.3 million and recorded a pre-tax gain totaling approximately \$1.2 million.

**INCOME TAXES**

Effective tax rates differ from statutory federal income tax rates, primarily due to provisions for state and local income taxes and permanent tax differences. Our effective tax rate increased to 38.6% in the second quarter of 2006 from 37.8% in the same period of 2005. The increase in the effective rate resulted from an estimated increase in certain permanent tax differences. Our effective rate increased to 38.0% in the first six months of 2006 from 37.9% in the same period of 2005.

**OFF-BALANCE SHEET TRANSACTIONS**

We have no significant off-balance sheet transactions other than operating leases.

**LIQUIDITY AND CAPITAL RESOURCES**

The table below presents, for the periods indicated, a summary of our cash flow statement (in thousands):

	July 1, 2006	June 25, 2005
Cash from operating activities	\$ 57,936	\$ 3,579
Cash from investing activities	(27,802)	(23,696)
Cash from financing activities	(33,040)	22,429
Net change in cash and cash equivalents	(2,906)	2,312
Cash and cash equivalents, beginning of period	46,215	25,274
Cash and cash equivalents, end of period	<u>\$ 43,309</u>	<u>\$ 27,586</u>

In general, we financed our growth in the past through a combination of operating cash flows, our revolving credit facility, industrial development bonds (when circumstances permit), and issuance of long-term notes payable at times when interest rates are favorable. We have not issued equity to finance growth except in the case of a large acquisition. We manage our capital structure by

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attempting to maintain a targeted ratio of debt to equity and debt to operating cash flow. We believe this is one of many important factors to maintaining a strong credit profile, which in turn helps ensure timely access to capital when needed.

Seasonality has a significant impact on our working capital from March to August which historically resulted in negative or modest cash flows from operations in our first and second quarters. Conversely, we experience a substantial decrease in working capital from September to February which results in significant cash flow from operations in our third and fourth quarters. For comparative purposes, we have included the June 25, 2005 balances in the accompanying unaudited consolidated condensed balance sheets.

Due to the seasonality of our business and the effects of the Lumber Market, we believe our cash cycle (days sales outstanding plus days supply of inventory less days payables outstanding) is a good indicator of our working capital management. Our cash cycle (excluding the impact of our sale of receivables program) decreased to 38 days in the first six months of 2006 from 44 days in the first six months of 2005, due to a 4 day decrease in our days supply of inventory, a 1 day decrease in our receivables cycle, and a 1 day increase in our payables cycle.

Cash flow from operating activities improved by \$54 million comparing the first six months of 2006 with the same period of 2005, primarily due to the improvements in our cash cycle mentioned above, our new sale of receivables program which was completed on March 8, 2006, and an increase in net earnings.

Cash used for investing activities decreased by \$4 million in the first six months of 2006 compared to the same period of 2005, which was comprised of the following noteworthy changes:

- A \$5.8 million decrease in capital expenditures due to several expansionary and renovation projects completed during the first six months of 2005.
- A \$3.8 million increase in amounts spent for business acquisitions consisting of approximately \$2.1 million used to acquire Classic Truss, \$8.4 million used to acquire Dura-Bilt, and approximately \$0.8 million used to acquire another 5% interest in Shawnlee.
- A \$3.0 million decrease in the collection of insurance proceeds.
- A \$2.5 million advance on notes receivable.

We currently plan to spend approximately \$50 million on capital expenditures in 2006, which includes outstanding purchase commitments on existing capital projects totaling approximately \$13 million on July 1, 2006. We intend to fund capital expenditures and purchase commitments through a combination of operating cash flows and availability under our revolving credit facility.

On July 1, 2006, we had \$14 million outstanding on our \$250 million revolving credit facility. The revolving credit facility also supports letters of credit totaling approximately \$37 million on July 1, 2006. Financial covenants on the unsecured revolving credit facility and unsecured notes include a minimum net worth requirement, minimum interest coverage tests, and a maximum leverage ratio.

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The agreements also restrict the amount of additional indebtedness we may incur and the amount of assets which may be sold. We were within all of our lending requirements on July 1, 2006.

**ENVIRONMENTAL CONSIDERATIONS AND REGULATIONS**

See Notes to Consolidated Condensed Financial Statements, Note I, "Commitments, Contingencies, and Guarantees."

**CRITICAL ACCOUNTING POLICIES**

In preparing our consolidated financial statements, we follow accounting principles generally accepted in the United States. These principles require us to make certain estimates and apply judgments that affect our financial position and results of operations. We continually review our accounting policies and financial information disclosures. There have been no material changes in our policies or estimates since December 31, 2005.

**UNIVERSAL FOREST PRODUCTS, INC.**

**Item 3. Quantitative and Qualitative Disclosures about Market Risk.**

We are exposed to market risks related to fluctuations in interest rates on our variable rate debt, which consists of a revolving credit facility and industrial development revenue bonds. We do not currently use interest rate swaps, futures contracts or options on futures, or other types of derivative financial instruments to mitigate this risk.

For fixed rate debt, changes in interest rates generally affect the fair market value, but not earnings or cash flows. Conversely, for variable rate debt, changes in interest rates generally do not influence fair market value, but do affect future earnings and cash flows. We do not have an obligation to prepay fixed rate debt prior to maturity, and as a result, interest rate risk and changes in fair market value should not have a significant impact on such debt until we would be required to refinance it.

**UNIVERSAL FOREST PRODUCTS, INC.**

**Item 4. Controls and Procedures.**

- (a) Evaluation of Disclosure Controls and Procedures. With the participation of management, our chief executive officer and chief financial officer, after evaluating the effectiveness of our disclosure controls and procedures (as defined in Exchange Act Rules 13a – 15e and 15d – 15e) as of the quarter ended July 1, 2006 (the “Evaluation Date”), have concluded that, as of such date, our disclosure controls and procedures were effective.
- (b) Changes in Internal Controls. During the second quarter ended July 1, 2006, there were no changes in our internal control over financial reporting that materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

**UNIVERSAL FOREST PRODUCTS, INC.****PART II. OTHER INFORMATION****Item 2. Unregistered Sales of Equity Securities and Use of Proceeds.**

- (a) None.
- (b) None.
- (c) Issuer purchases of equity securities.

Fiscal Month	(a)	(b)	(c)	(d)
April 2, 2006 - May 6, 2006 <sup>(1)</sup>	1,367	\$65.82	1,367	1,499,976
May 7, 2006 - June 3, 2006				
June 4, 2006 – July 1, 2006				

- (a) Total number of shares purchased.
- (b) Average price paid per share.
- (c) Total number of shares purchased as part of publicly announced plans or programs.
- (d) Maximum number of shares that may yet be purchased under the plans or programs.

- (1) On November 14, 2001, the Board of Directors approved a share repurchase program (which succeeded a previous program) allowing us to repurchase up to 2.5 million shares of our common stock. As of July 1, 2006, cumulative total authorized shares available for repurchase is 1.5 million shares.



**UNIVERSAL FOREST PRODUCTS, INC.****PART II. OTHER INFORMATION****Item 4. Submission of Matters to a Vote of Security Holders.**

The following matters were voted upon at our Annual Meeting of Shareholders on April 19, 2006:

- (1) Ratification of the appointment of Ernst & Young LLP as independent public accountants for fiscal 2006:

<u>For</u>	<u>Withheld</u>	<u>Abstain</u>
16,006,810	443,603	6,295

- (2) Election of the following Director for a one year term expiring in 2007:

Louis A. Smith

<u>For</u>	<u>Withheld</u>
16,091,180	365,528

Election of the following Director for a two year term expiring in 2008:

John W. Garside

16,134,848	321,860
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Election of the following Directors for a three year term expiring in 2009:

Dan M. Dutton

15,493,226	963,482
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Peter F. Secchia

15,574,457	882,251
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Other Directors whose terms of office continued after the meeting are as follows:

William G. Currie

John M. Engler

Gary F. Goode

Mark A. Murray

**Item 5. Other Information.**

In the second quarter of 2006, the Audit Committee approved non-audit services to be provided by our independent auditors, Ernst & Young LLP, totaling \$105,000 for 2006.

**UNIVERSAL FOREST PRODUCTS, INC.**

**PART II. OTHER INFORMATION**

**Item 6. Exhibits.**

The following exhibits (listed by number corresponding to the Exhibit Table as Item 601 in Regulation S-K) are filed with this report:

- 31(a) Certificate of the Chief Executive Officer of Universal Forest Products, Inc., pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350).
- 31(b) Certificate of the Chief Financial Officer of Universal Forest Products, Inc., pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350).
- 32(a) Certificate of the Chief Executive Officer of Universal Forest Products, Inc., pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350).
- 32(b) Certificate of the Chief Financial Officer of Universal Forest Products, Inc., pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350).

**UNIVERSAL FOREST PRODUCTS, INC.**

**SIGNATURES**

Pursuant to the requirements of the Securities and Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

**UNIVERSAL FOREST PRODUCTS, INC.**

Date: July 28, 2006

By: /s/ Michael B. Glenn  
Michael B. Glenn  
Its: Chief Executive Officer

Date: July 28, 2006

By: /s/ Michael R. Cole  
Michael R. Cole  
Its: Chief Financial Officer

## EXHIBIT INDEX

<u>Exhibit No.</u>	<u>Description</u>
31(a)	Certificate of the Chief Executive Officer of Universal Forest Products, Inc., pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350).
31(b)	Certificate of the Chief Financial Officer of Universal Forest Products, Inc., pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350).
32(a)	Certificate of the Chief Executive Officer of Universal Forest Products, Inc., pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350).
32(b)	Certificate of the Chief Financial Officer of Universal Forest Products, Inc., pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350).

**Universal Forest Products, Inc.****Certification**

I, Michael B. Glenn, certify that:

1. I have reviewed this report on Form 10-Q of Universal Forest Products, Inc.;
  2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
  3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
  4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
    - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
    - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
    - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report, based on such evaluation; and
    - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially
-

affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and

5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent function):
- a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize, and report financial information; and
  - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: July 28, 2006

/s/ Michael B. Glenn

Michael B. Glenn

Chief Executive Officer

**Universal Forest Products, Inc.****Certification**

I, Michael R. Cole, certify that:

1. I have reviewed this report on Form 10-Q of Universal Forest Products, Inc.;
  2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
  3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
  4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
    - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
    - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
    - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report, based on such evaluation; and
    - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially
-

affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and

5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent function):
- a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize, and report financial information; and
  - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: July 28, 2006

/s/ Michael R. Cole

Michael R. Cole  
Chief Financial Officer



CERTIFICATE OF THE  
CHIEF EXECUTIVE OFFICER OF  
UNIVERSAL FOREST PRODUCTS, INC.

Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350):

I, Michael B. Glenn, Chief Executive Officer of Universal Forest Products, Inc., certify, to the best of my knowledge and belief, pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350) that:

(1) The quarterly report on Form 10-Q for the quarterly period ended July 1, 2006, which this statement accompanies, fully complies with requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and

(2) The information contained in this quarterly report on Form 10-Q for the quarterly period ended July 1, 2006 fairly presents, in all material respects, the financial condition and results of operations of Universal Forest Products, Inc.

UNIVERSAL FOREST PRODUCTS, INC.

Date: July 28, 2006

By: /s/ Michael B. Glenn  
Michael B. Glenn  
Its: Chief Executive Officer

CERTIFICATE OF THE  
CHIEF FINANCIAL OFFICER OF  
UNIVERSAL FOREST PRODUCTS, INC.

Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350):

I, Michael R. Cole, Chief Financial Officer of Universal Forest Products, Inc., certify, to the best of my knowledge and belief, pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350) that:

(1) The quarterly report on Form 10-Q for the quarterly period ended July 1, 2006, which this statement accompanies, fully complies with requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and

(2) The information contained in this quarterly report on Form 10-Q for the quarterly period ended July 1, 2006 fairly presents, in all material respects, the financial condition and results of operations of Universal Forest Products, Inc.

UNIVERSAL FOREST PRODUCTS, INC.

Date: July 28, 2006

By: /s/ Michael R. Cole  
Michael R. Cole  
Its: Chief Financial Officer