



Universal Successfully Launches USA Deck Sales and Installation Program in Atlanta Market

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GRAND RAPIDS, Mich., Jul 17, 2003 /PRNewswire-FirstCall via COMTEX/ -- Universal Forest Products, Inc. (Nasdaq: UFPI) today announced that it has successfully launched an innovative program to sell and install a high-end deck product through Home Depot.

Universal recently entered into a licensing agreement with USA Deck, owned by U.S. Home Systems (Nasdaq: USHS), to manufacture, market, sell and install its proprietary Designer Deck in areas where Universal has installed sales agreements with Home Depot (except in an area covered directly by USA Deck). The agreement also gives Universal the exclusive right to add additional territories in the coming year.

Universal has completed a successful launch of the program through Home Depot in the Atlanta market. The company now plans to expand the program to other regions of the country.

Universal President Mike Glenn said the USA Deck program is allowing Universal to meet its strategic objective to grow its installed sales business. "We knew when we reviewed both the product and the company that we had winning partners with Designer Deck and USA Deck," Glenn said. "The Atlanta launch is early proof of that."

"This is an exciting opportunity for Universal to showcase the strength of our manufacturing, marketing, and installation teams," said Kent Bathurst, UFPI's vice president of installed sales. "And having a product as attractive and smart as Designer Deck helps. It's a beautiful, upscale wood deck that comes in twelve standard designs, making planning, ordering, and pricing easy."

Dan Betts, USA Deck Inc., president said: "The launch has exceeded our expectations and promises to enhance our product offering and grow our alliance with Universal Forest Products."

Murray Gross, chairman, president, and CEO of USHS, expressed optimism for the product and the partnership. "This agreement represents our commitment to grow our business through strategic partnerships," he said. "Creating an alliance with Universal provides great opportunity for us and, ultimately, for the consumer."

USA Deck, Inc. is a home improvement specialist providing patented solutions for the fabrication, sale and installation of decks and deck enclosures. It is a part of U.S. Home Systems, Inc., which is a leading manufacturer, designer, and marketer of custom quality specialty home improvement products.

Based in Grand Rapids, Michigan, Universal Forest Products, Inc., is the nation's leading manufacturer and distributor of wood and wood-alternative products and engineered wood components for do-it-yourself (DIY) retail home centers, site-built construction, the industrial market and structural lumber products for the manufactured housing industry. It has more than 7,500 employees in 92 facilities in the United States, Canada and Mexico. For information about Universal Forest Products on the Internet, please visit the company's Web site at www.ufpi.com, or call 888-Buy-UFPI.

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. Such forward-looking statements are based on the beliefs of the Company's management as well as on assumptions made by and information currently available to the Company at the time such statements were made. Actual results could differ materially from those included in such forward-looking statements. Investors are cautioned that all forward-looking statements involve risks and uncertainty. Among the factors that could cause actual results to differ materially are the following: Adverse lumber market trends, competitive activity, negative economic trends, government regulations, and weather. These risk factors and additional information are included in the company's reports on Form 10K and 10Q on file with the Securities and Exchange Commission.

SOURCE Universal Forest Products, Inc.

Lynn Afendoulis, Director of Public Affairs of Universal Forest Products, Inc., +1-616-364-6161