

SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 8-K/A

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

DATE OF REPORT (DATE OF EARLIEST EVENT REPORTED): MARCH 30, 1998

UNIVERSAL FOREST PRODUCTS, INC.
(Exact name of Registrant as specified in its charter)

MICHIGAN
(State or Other Jurisdiction
of Incorporation)

000-22684
(Commission File No.)

381465835
(IRS Employer File No.)
Identification No.)

2801 EAST BELTLINE, N.E., GRAND RAPIDS, MICHIGAN 49525
(Address of Principal Executive Offices) (Zip Code)

(616) 364-6161
(Registrant's Telephone Number, Including Area Code)

NOT APPLICABLE
(Former Name or Former Address, if Changed Since Last Report)

This Amendment amends the Current Report on Form 8-K of Universal Forest Products, Inc., dated April 13, 1998, relating to events occurring on March 30, 1998. As provided in Item 7(a)(4) of the instructions to Form 8-K, the Current Report on Form 8-K excluded the required financial statements for Shoffner Industries, Inc., the business acquired. This Amendment is filed to provide the required audited consolidated financial statements of Shoffner Industries, Inc. and the required consolidating condensed pro forma financial information.

The following information amends Item 7 of the Current Report on Form 8-K and sets forth, in its entirety, the information as amended.

ITEM 7. FINANCIAL STATEMENTS AND EXHIBITS

- (a) FINANCIAL STATEMENTS OF BUSINESS ACQUIRED. The following consolidated financial statements of Shoffner Industries, Inc. are filed as part of this Amendment to Current Report. Financial Statements for the three months ended March 29, 1998 and March 31, 1997, labeled "Unaudited", have been compiled and prepared by management:

Independent Auditors' Report

Consolidated Balance Sheets as of March 29, 1998 (Unaudited), December 31, 1997, and December 31, 1996

Consolidated Statements of Shareholders' Equity for the Years Ended December 31, 1997 and December 31, 1996

Consolidated Statements of Income for the Three Months Ended March 29, 1998 and March 31, 1997 (Unaudited), and for the Years Ended December 31, 1997 and December 31, 1996

Consolidated Statements of Cash Flows for the Three Months Ended March 29, 1998 and March 31, 1997 (Unaudited), and for the Years Ended December 31, 1997 and December 31, 1996

Notes to Consolidated Financial Statements

- (b) PRO FORMA FINANCIAL INFORMATION. The following unaudited consolidating pro forma financial information is filed as part of this Amendment to Current Report:

Description of Consolidating Pro Forma Financial Information

Consolidating Condensed Pro Forma Balance Sheet as of March 28, 1998

Consolidating Condensed Pro Forma Statements of Earnings for the Three Months Ended March 28, 1998 and for the Year Ended December 27, 1997

Notes to Consolidating Condensed Pro Forma Financial Statements

(c) EXHIBITS.

2.1(1) Agreement and Plan of Reorganization dated as of March 30, 1998, by and among Universal Forest Products, Inc., UFP Acquisition Corp. II, Shoffner Industries, Inc., and the Shareholders of Shoffner Industries, Inc., together with the Annexes thereto.

23 Consent of Apple, Bell, Johnson & Co., P.A.

- - - - -
(1) Previously filed with the Current Report on Form 8-K of Universal Forest Products, Inc., dated April 13, 1998, relating to events occurring on March 30, 1998.

INDEPENDENT AUDITORS' REPORT

To the Officers and Directors
Shoffner Industries, Inc. and Subsidiaries
Route #1, Box 97
Burlington, North Carolina

We have audited the accompanying consolidated balance sheets of Shoffner Industries, Inc. and Subsidiaries as of December 31, 1997 and 1996, and the related consolidated statements of income, shareholders' equity, and cash flows for the years then ended. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the aforementioned consolidated financial statements present fairly, in all material respects, the financial position of Shoffner Industries, Inc. and Subsidiaries as of December 31, 1997 and 1996, and the results of their operations and their cash flows for the years then ended, in conformity with generally accepted accounting principles.

As discussed in Note 10 to the financial statements, the Company changed its method of valuing its inventory in 1996.

Yours very truly,

APPLE, BELL, JOHNSON & CO., P.A.
Certified Public Accountants
Burlington, North Carolina
January 26, 1998

SHOFFNER INDUSTRIES, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS

| | (UNAUDITED) March 29, 1998 | December 31, 1997 | December 31, 1996 |
|--|----------------------------------|----------------------|----------------------|
| | ----- | ----- | ----- |
| ASSETS | | | |
| CURRENT ASSETS | | | |
| Cash and cash equivalents..... | \$ 514,271 | \$ 1,610,317 | \$ 630,374 |
| Accounts receivable | | | |
| Less allowance for doubtful accounts - \$175,500 in 1998, \$125,000 in 1997 and \$80,000 in 1996..... | 7,694,435 | 7,482,378 | 5,663,505 |
| Accounts receivable - Officer..... | 0 | 0 | 152,460 |
| Inventories: | | | |
| Raw materials..... | 9,656,155 | 7,882,114 | 5,447,638 |
| Finished goods..... | 1,744,265 | 1,148,580 | 900,852 |
| Prepaid expenses..... | 57,158 | 20,333 | 0 |
| Income tax refund..... | 0 | 0 | 408,221 |
| Deferred income tax..... | 0 | 0 | 208,745 |
| | ----- | ----- | ----- |
| TOTAL CURRENT ASSETS..... | 19,666,284 | 18,143,722 | 13,411,795 |
| PROPERTY, PLANT AND EQUIPMENT | | | |
| Land and land improvements..... | 4,759,477 | 4,548,208 | 3,026,770 |
| Buildings..... | 8,185,485 | 8,177,290 | 7,689,526 |
| Automobiles and trucks..... | 4,595,976 | 4,568,843 | 4,158,197 |
| Machinery and equipment..... | 13,733,035 | 13,659,210 | 9,309,535 |
| Office furniture, fixtures and equipment..... | 2,849,590 | 2,726,749 | 2,330,360 |
| Other..... | 3,459,078 | 3,328,023 | 2,736,219 |
| | ----- | ----- | ----- |
| LESS: Accumulated depreciation..... | 37,582,641 | 37,008,323 | 29,250,607 |
| | ----- | ----- | ----- |
| NET PROPERTY, PLANT AND EQUIPMENT..... | 24,887,583 | 24,583,536 | 18,944,190 |
| OTHER ASSETS | | | |
| Cash surrender value of life insurance, net..... | 1,837,570 | 1,730,631 | 1,430,157 |
| Other..... | 11,715 | 11,715 | 11,715 |
| | ----- | ----- | ----- |
| TOTAL OTHER ASSETS..... | 1,849,285 | 1,742,346 | 1,441,872 |
| | ----- | ----- | ----- |
| TOTAL ASSETS..... | \$46,403,152 | \$44,469,604 | \$33,797,857 |
| | ===== | ===== | ===== |

See accompanying notes and independent auditors' report.

SHOFFNER INDUSTRIES, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS

| | (UNAUDITED) March 29, 1998 | December 31, 1997 | December 31, 1996 |
|--|----------------------------------|----------------------|----------------------|
| | ----- | ----- | ----- |
| LIABILITIES AND SHAREHOLDERS' EQUITY | | | |
| CURRENT LIABILITIES | | | |
| Current portion of long-term debt..... | \$ 353,405 | \$ 353,405 | \$ 1,122,946 |
| Accounts payable and other accrued liabilities..... | 2,654,540 | 2,114,080 | 1,374,110 |
| Accrued wages and benefits..... | 768,916 | 1,657,703 | 2,253,982 |
| Accrued federal and state income tax..... | 187,444 | 132,131 | 0 |
| | ----- | ----- | ----- |
| TOTAL CURRENT LIABILITIES..... | 3,964,305 | 4,257,319 | 4,751,038 |
| NONCURRENT INCOME TAX PAYABLE..... | 129,049 | 241,897 | 362,846 |
| LONG-TERM DEBT..... | 21,066,273 | 13,156,408 | 6,762,268 |
| DEFERRED INCOME TAXES..... | 0 | 0 | 1,834,625 |
| DEFERRED COMPENSATION..... | 360,778 | 360,778 | 277,176 |
| COMMITMENTS AND CONTINGENCIES | | | |
| SHAREHOLDERS' EQUITY | | | |
| Common Stock | | | |
| Voting - \$0.10 par 100,000 shares authorized, 25,000 shares outstanding..... | 2,500 | 2,500 | 2,500 |
| Nonvoting - \$0.10 par 1,900,000 shares authorized, 475,000 shares outstanding..... | 47,500 | 47,500 | 47,500 |
| Retained earnings..... | 20,832,747 | 26,403,202 | 19,759,904 |
| | ----- | ----- | ----- |
| TOTAL SHAREHOLDERS' EQUITY..... | 20,882,747 | 26,453,202 | 19,809,904 |
| | ----- | ----- | ----- |
| TOTAL LIABILITIES & SHAREHOLDERS' EQUITY..... | \$46,403,152 | \$44,469,604 | \$33,797,857 |
| | ===== | ===== | ===== |

See accompanying notes and independent auditors' report.

SHOFFNER INDUSTRIES, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY
Years Ended December 31, 1997 and 1996

| | Class A Voting Shares Outstanding | Class A Voting Common Stock | Class B Non-Voting Shares Outstanding | Class B Non-Voting Common Stock | Shares Outstanding | Common Stock | Retained Earnings | Total |
|---|--|--------------------------------------|--|--|-----------------------|-----------------|----------------------|--------------|
| BALANCE, JANUARY 1, 1996, AS PREVIOUSLY REPORTED..... | | | | | 533,956 | \$53,396 | \$17,955,958 | \$18,009,354 |
| ADD: | | | | | | | | |
| Adjustment for the cumulative effect on prior years of applying retroactively the new method of accounting for inventories (Note 10)..... | | | | | | | 368,178 | 368,178 |
| BALANCE, JANUARY 1, 1996, AS ADJUSTED..... | 0 | 0 | 0 | 0 | 533,956 | 53,396 | 18,324,136 | 18,377,532 |
| ADD: | | | | | | | | |
| Net income for 1996..... | | | | | | | 4,992,279 | 4,992,279 |
| DEDUCT: | | | | | | | | |
| Dividends paid..... | | | | | | | (1,200,000) | (1,200,000) |
| Redemption of common stock..... | | | | | (33,956) | (3,396) | (2,356,511) | (2,359,907) |
| RECAPITALIZATION..... | 25,000 | 2,500 | 475,000 | 47,500 | (500,000) | (50,000) | 0 | 0 |
| BALANCE, DECEMBER 31, 1996..... | 25,000 | 2,500 | 475,000 | 47,500 | 0 | 0 | 19,759,904 | 19,809,904 |
| ADD: | | | | | | | | |
| Net income for 1997..... | | | | | | | 10,758,298 | 10,758,298 |
| DEDUCT: | | | | | | | | |
| Dividends paid..... | | | | | | | (4,115,000) | (4,115,000) |
| BALANCE, DECEMBER 31, 1997..... | 25,000 | \$2,500 | 475,000 | \$47,500 | 0 | \$ 0 | \$26,403,202 | \$26,453,202 |

See accompanying notes and independent auditors' report.

SHOFFNER INDUSTRIES, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME

| | (UNAUDITED) | | Years Ended | |
|--|----------------------|--------------------|----------------------|----------------------|
| | Three Months Ended | | | |
| | March 29, 1998 | March 31, 1997 | December 31, 1997 | December 31, 1996 |
| SALES (Net of discounts, returns and allowances)..... | \$17,230,929 | \$16,987,316 | \$91,027,391 | \$75,430,340 |
| COST OF GOODS SOLD..... | 12,577,135 | 12,575,959 | 64,329,666 | 51,824,450 |
| GROSS PROFIT..... | 4,653,794 | 4,411,357 | 26,697,725 | 23,605,890 |
| OPERATING EXPENSES: | | | | |
| General and administrative..... | 5,503,447 | 1,624,139 | 9,992,076 | 9,475,179 |
| Selling..... | 1,716,369 | 1,403,904 | 6,854,063 | 5,930,937 |
| | 7,219,816 | 3,028,043 | 16,846,139 | 15,406,116 |
| OPERATING INCOME (LOSS)..... | (2,566,022) | 1,383,314 | 9,851,586 | 8,199,774 |
| OTHER INCOME : | | | | |
| Interest expense..... | (309,039) | (181,979) | (891,619) | (438,146) |
| Interest income..... | 32,124 | 18,109 | 108,961 | 220,503 |
| Gain (Loss) on sale of plant assets..... | (110,260) | 11,128 | 70,756 | 101,055 |
| Other..... | 4,292 | 7,564 | 33,234 | 41,544 |
| | (382,883) | (145,178) | (678,668) | (75,044) |
| INCOME (LOSS) BEFORE INCOME TAXES..... | (2,948,905) | 1,238,136 | 9,172,918 | 8,124,730 |
| PROVISION FOR INCOME TAXES: | | | | |
| Current..... | 50,597 | 0 | 40,500 | 3,009,987 |
| Deferred provision (benefit)..... | 0 | 0 | (1,625,880) | 122,464 |
| | 50,597 | 0 | (1,585,380) | 3,132,451 |
| NET INCOME (LOSS)..... | <u>(\$2,999,502)</u> | <u>\$1,238,136</u> | <u>\$10,758,298</u> | <u>\$ 4,992,279</u> |

See accompanying notes and independent auditors' report.

SHOFFNER INDUSTRIES, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS

| | (UNAUDITED) | | Years Ended | |
|--|--------------------|--------------------|----------------------|----------------------|
| | Three Months Ended | | | |
| | March 29, 1998 | March 31, 1997 | December 31, 1997 | December 31, 1996 |
| CASH FLOWS FROM OPERATING ACTIVITIES | | | | |
| Net income | (\$2,999,502) | \$ 1,238,136 | \$10,758,298 | \$ 4,992,279 |
| Adjustments to reconcile net income to net cash provided by operations | | | | |
| Depreciation..... | 633,882 | 452,266 | 2,351,605 | 1,696,598 |
| Deferred income taxes..... | 0 | 0 | (1,625,880) | 25,461 |
| Deferred compensation..... | 0 | 0 | 83,602 | 87,497 |
| Loss (gain) on sales of property, plant & equipment..... | 110,260 | (11,128) | (70,756) | (101,055) |
| Changes in: | | | | |
| Accounts receivable..... | (212,057) | (1,002,949) | (1,666,413) | (469,586) |
| Income tax refund..... | 0 | 0 | 408,221 | (408,221) |
| Inventories..... | (2,369,725) | (2,475,789) | (2,682,204) | (631,151) |
| Prepaid expenses..... | (36,825) | 239,164 | (20,333) | 0 |
| Accounts payable and other accrued liabilities..... | 540,460 | 533,886 | 739,970 | (325,832) |
| Accrued wages and benefits..... | (888,787) | (1,934,823) | (596,279) | 421,090 |
| Accrued federal and state income taxes..... | 55,313 | (6,006) | 132,131 | (73,115) |
| Noncurrent income taxes payable..... | (112,848) | 0 | (120,949) | 362,846 |
| NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES..... | (5,279,829) | (2,967,243) | 7,691,013 | 5,576,811 |
| CASH FLOWS FROM FINANCING ACTIVITIES | | | | |
| Proceeds of long-term borrowings..... | 10,200,000 | 4,950,000 | 5,899,216 | 1,500,000 |
| Payments of long-term borrowings..... | (2,290,135) | (294,243) | (274,617) | (1,144,260) |
| Dividends paid..... | (2,570,953) | 0 | (4,115,000) | (1,200,000) |
| NET CASH PROVIDED (USED) BY FINANCING ACTIVITIES | 5,338,912 | 4,655,757 | 1,509,599 | (844,260) |
| CASH FLOWS FROM INVESTING ACTIVITIES | | | | |
| Purchase of property, plant & equipment..... | (1,048,189) | (2,027,287) | (8,024,618) | (5,811,071) |
| Proceeds from property, plant and equipment sales..... | 0 | 0 | 104,423 | 422,300 |
| Redemption of common stock..... | 0 | 0 | 0 | (2,359,907) |
| Increase in cash value of life insurance..... | (106,939) | (81,615) | (300,474) | (527,196) |
| Other..... | 0 | 0 | 0 | 2,600 |
| NET CASH USED BY INVESTING ACTIVITIES..... | (1,155,128) | (2,108,902) | (8,220,669) | (8,273,274) |

See accompanying notes and independent auditors' report.

SHOFFNER INDUSTRIES, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS

| | (UNAUDITED) | | Years Ended | |
|--|---------------------|--------------------|-----------------------|----------------------|
| | Three Months Ended | | | |
| | March 29, 1998 | March 31, 1997 | December 31, 1997 | December 31, 1996 |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS..... | (\$1,096,045) | (\$420,388) | \$ 979,943 | (\$3,540,723) |
| CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD..... | 1,610,317 | 630,374 | 630,374 | 4,171,097 |
| CASH AND CASH EQUIVALENTS, END OF PERIOD..... | \$ 514,272 ===== | \$209,986 ===== | \$ 1,610,317 ===== | \$ 630,374 ===== |
| SUPPLEMENTARY DISCLOSURES | | | | |
| Operating activities reflect: | | | | |
| Interest paid..... | \$ 309,038 | \$181,978 | \$ 942,647 | \$ 583,964 |
| Income taxes paid (refunded) | \$ 120,949 | \$ 6,006 | (\$ 368,902) | \$3,238,916 |

See accompanying notes and independent auditors' report.

SHOFFNER INDUSTRIES, INC. AND SUBSIDIARIES
 NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
 Years Ended December 31, 1997 and 1996

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

OPERATIONS

Shoffner Industries, Inc. (the "Company") manufactures roof and floor trusses for the site-built residential housing market. The Company operates fourteen facilities throughout the Southeastern United States and comprises a single industry segment. No single customer represents more than ten percent of net sales.

METHOD OF CONSOLIDATION

The attached consolidated statements include the results of operations of the Company (Shoffner Industries, Inc.) and all of its wholly-owned subsidiaries (Shoffner Industries of Virginia, Inc., Shoffner Industries of Tennessee, Inc.). All significant intercompany transactions and balances have been eliminated. On December 31, 1996, the wholly-owned subsidiaries were merged with Shoffner Industries, Inc.

CASH AND CASH EQUIVALENTS

For purposes of the statements of cash flows, the Company considers cash and other demand deposits as cash equivalents.

INVENTORIES

Inventories are stated at the lower of average cost or market and consist of raw materials, manufactured goods, and purchased goods.

PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment are stated at cost. Expenditures for renewals and betterments are capitalized, and maintenance and repairs are expensed as incurred. Depreciation is computed principally by the straight-line method over the estimated useful lives of the assets as follows:

| | |
|---|----------------|
| Land improvements..... | 10 to 35 years |
| Buildings and improvements..... | 10 to 40 years |
| Automobiles and trucks..... | 6 to 10 years |
| Machinery and equipment..... | 6 to 15 years |
| Office furniture, fixtures and equipment..... | 3 to 10 years |

INTEREST DURING CONSTRUCTION

Interest cost incurred during the construction period of property and equipment is capitalized as a cost of the property and equipment. The cost capitalized during 1997 and 1996 amounts to \$51,028 and \$145,818, respectively.

INCOME TAXES

The Company elected S corporation status effective January 1, 1997. The difference between LIFO and FIFO inventory at December 31, 1996 was subject to LIFO reserve recapture in the final C-corporation year. Earnings and losses after that date will be included in the personal income tax returns of the shareholders and taxed depending on their personal tax strategies.

REVENUE RECOGNITION AND ALLOWANCE FOR DOUBTFUL ACCOUNTS

Revenue is recognized at the time the product is shipped to the customer. The Company accrues for bad debt expense based on its history of accounts receivable write-offs to sales. Individual accounts receivable balances are evaluated and those balances considered to be uncollectible are recorded to the allowance. Collections of amounts previously written off are recorded as an increase to the allowance. Bad debt expense amounted to \$83,592 and \$18,339 for 1997 and 1996, respectively.

USE OF ESTIMATES

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

RECLASSIFICATION OF FINANCIAL STATEMENT PRESENTATION

Certain reclassifications have been made to the December 31, 1996, financial statements to conform with the December 31, 1997, financial statement presentation. Such reclassifications have no effect on net income as previously reported.

2. LONG-TERM DEBT

The Company had borrowings with First Union National Bank secured by all accounts receivable, inventories, machinery and equipment, and certain land and buildings. In February 1996, the Company entered into an interest rate swap agreement with First Union National Bank. The Company exchanged \$3,000,000 of its variable rate debt for fixed rate debt. At

December 31, 1997, the debt is payable at an effective fixed rate of 6.62%. This agreement will terminate March 1, 1999.

Below is a summary of the Company's long-term debt as of December 31, 1997 and 1996.

| | 1997 ---- | 1996 ---- |
|---|--------------|--------------|
| FIRST UNION NATIONAL BANK | | |
| Equipment and working capital lines-of-credit (\$13,000,000 limit); interest is due monthly at LIBOR + 1.25% (7.22% at December 31, 1997) and the principal is payable June 1999..... | \$ 9,000,000 | \$6,352,234 |
| Real estate loan; \$9,150 plus interest due monthly at LIBOR + 1.25% (7.22% at December 31, 1997) and the balance of the principal is payable April 1999..... | 1,233,250 | 1,343,050 |
| WEYERHAEUSER | | |
| Real estate loan, secured by land and a building; \$5,787 due monthly including interest at 7.75% through February 2000..... | 133,213 | 189,930 |
| Obligations under capital lease; interest imputed at 7.58% (see Note 7)..... | 3,143,350 | 0 |
| | ----- | ----- |
| | 13,509,813 | 7,885,214 |
| Less: Current maturities..... | 353,405 | 1,122,946 |
| | ----- | ----- |
| | \$13,156,408 | \$6,762,268 |
| | ===== | ===== |

The bank term loan and lines of credit require the maintenance of certain financial ratios and place certain limits on business alteration.

Current maturities of the Company's long-term debt are as follows:

| | |
|-----------------|---------------|
| 1998..... | \$ 353,405 |
| 1999..... | 10,410,587 |
| 2000..... | 240,341 |
| 2001..... | 246,847 |
| 2002..... | 2,258,633 |
| Thereafter..... | 0 |
| | ----- |
| | \$ 13,509,813 |
| | ===== |

At December 31, 1997 and 1996, the Company had \$590,000 of outstanding letters of credit.

3. DEFINED CONTRIBUTION PLAN

During 1993, the Company established the Shoffner Industries, Inc. 401 (k) Plan. Under the Plan, eligible employees may elect to defer up to ten percent of compensation for the year, subject to Internal Revenue Service limits. The Company contributes a matching fifty percent of the first six percent of employee compensation deferral. The Company may make additional contributions to the Plan. In 1997 and 1996, the Company contributed \$417,085 and \$375,941 respectively, to the Plan.

4. DEFERRED BONUS ARRANGEMENT

The Company maintains a non-qualified deferred bonus arrangement for certain key employees. Additions to the deferred bonus accounts are based annually on the Company's profits. The amount accrued in the accounts for the years ended December 31, 1997 and 1996 totaled \$124,884 and \$115,335. The nonvested deferred account balances amount to \$360,778 and \$277,176 at December 31, 1997 and 1996, respectively.

5. LINE OF CREDIT

On May 1, 1997, the Company entered into a lending arrangement with its principal shareholder. The Company may borrow seasonal working capital needs from Carroll M. Shoffner under a \$5,000,000 line of credit, which provides for payment of interest at the Prime Rate of First Union National Bank of North Carolina as that rate may change from time to time. The Company has no loans outstanding under this line of credit as of December 31, 1997.

6. RELATED PARTY TRANSACTIONS

The principal shareholder of the Company purchases building materials, trusses, etc. from the Company for various businesses that the shareholder owns. During 1997 and 1996, these purchases amounted to \$705,563 and \$166,122, respectively. The balance sheets include accounts receivable balances from the principal shareholder of \$ 0 and \$152,460 for 1997 and 1996, respectively.

On January 2, 1996, the Company sold all of the equipment associated with its farming operations to Shoffner Ranch, Inc. a corporation owned by the principal shareholder, for \$387,500.

The Company leases certain real property from Shoffner Investments, LLC (see Note 7).

7. LEASE COMMITMENTS

The Company has three long-term leases with Shoffner Investments, LLC, which is owned by the Company's principal shareholder and family members. The leases are ten-year operating agreements expiring in 2006 and 2007. Options exist to extend each lease for four separate consecutive five year terms.

During the years ended December 31, 1997 and 1996 rentals under long-term lease obligations were \$698,000 and \$240,000, respectively. Future lease obligations over the primary terms of the Company's long-term leases as of December 31, 1997 are:

| Years Ended December 31, | Amount ----- |
|-----------------------------------|----------------------|
| 1998..... | \$ 768,000 |
| 1999..... | 768,000 |
| 2000..... | 768,000 |
| 2001..... | 768,000 |
| 2002..... | 768,000 |
| Thereafter..... | 2,902,000 |
| | ----- |
| Total..... | \$6,742,000 ===== |

The Company is the lessee of an aircraft recorded under a capital lease. The lease is non-cancelable and expires May 2002. Minimum future lease payments under the capital lease agreements are as follows:

| Year ---- | Amount ----- |
|--|----------------------|
| 1998..... | \$ 428,333 |
| 1999..... | 428,333 |
| 2000..... | 428,333 |
| 2001..... | 428,333 |
| 2002..... | 2,328,618 |
| | ----- |
| Total minimum lease payments..... | \$4,041,950 |
| Less amount representing interest..... | 898,600 |
| | ----- |
| Present value of minimum lease payments..... | \$3,143,350 ===== |

In addition to the minimum lease payments, the Company is responsible for all taxes, insurance and maintenance of the aircraft.

As of December 31, 1997, the cost of the aircraft recorded under the capital lease was \$3,251,450, the accumulated amortization was \$135,477, and the net book value was \$3,115,973. Amortization of leased property is included in depreciation expense.

8. CONCENTRATIONS OF CREDIT RISK

The Company maintains its cash balances at a financial institution located in Burlington, North Carolina. Accounts are insured by the Federal Deposit Insurance Corporation up to \$100,000. At December 31, 1997 and 1996, the Company's uninsured cash balances totaled \$1,497,017 and \$514,574, respectively. The Company has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk to cash.

Credit sales are made to the Company's customers in the ordinary course of business. Generally, these sales are unsecured to the extent that State lien laws are unrecognized.

9. INCOME TAXES

As discussed in Note 1, the Company changed its tax status from taxable to a pass-through entity effective as of January 1, 1997. Accordingly, the net deferred tax liability at the date that the election for the change was filed has been eliminated through an adjustment to the deferred tax provision.

Income tax provisions for the years ended December 31, 1997 and 1996, are summarized as follows:

| | 1997 ---- | 1996 ---- |
|----------------------|---------------|--------------|
| Currently payable: | | |
| Federal..... | | \$2,482,660 |
| State and local..... | \$ 40,500 | 527,327 |
| | ----- | ----- |
| | 40,500 | 3,009,987 |
| | ----- | ----- |
| Net deferred: | | |
| Federal..... | (287,509) | 94,906 |
| State and local..... | (1,338,371) | 27,558 |
| | ----- | ----- |
| | (1,625,880) | 122,464 |
| | ----- | ----- |
| | (\$1,585,380) | \$3,132,451 |
| | ===== | ===== |

The effective income tax rate is different from the statutory federal income tax rate for the years ended December 31, 1997 and 1996 for the following reasons:

| | 1997 ---- | 1996 ---- |
|--|--------------|--------------|
| Statutory federal income tax rate..... | 0.0% | 34.0% |
| State and local..... | 0.4 | 4.6 |
| Effect of S-election..... | (17.7) | 0.0 |
| | ----- | ----- |
| Effective income tax rate..... | (17.3%) | 38.6% |
| | ===== | ===== |

At December 31, 1997, no deferred tax assets or liabilities exist due to the S-election.

Temporary differences which give rise to deferred tax assets and liabilities at December 31, 1996 are as follows:

| | Deferred Tax Assets ----- | Deferred Tax Liabilities ----- |
|------------------------------|---------------------------------|--------------------------------------|
| Accrued bonuses..... | \$177,453 | |
| Depreciation and basis..... | | \$1,834,625 |
| Allowance for bad debts..... | 31,292 | |
| | ----- | ----- |
| | \$208,745 | \$1,834,625 |
| | ===== | ===== |

In January 1998, the Company paid a dividend to its shareholders totaling approximately \$2,500,000 to compensate the shareholders for the federal and state income taxes they are required to pay by April 15, 1998. The dividend is considered to be a non-taxable distribution from an S corporation for tax purposes.

10. CHANGE IN METHOD OF ACCOUNTING FOR INVENTORIES

The Company changed its accounting for inventories to the first-in, first-out (FIFO) method in 1996. Prior to 1978, the Company had accounted for inventories by the first-in, first-out (FIFO) method. During the period from 1978 to 1996, the inventories were determined by the last-in, first-out (LIFO) method. The new method of accounting for inventories was adopted after several years of low inflation. The LIFO method was adopted in 1978 in response to high inflation and the potential impact of overstated profits in high inflation years. The financial statements of prior years have been restated to apply the new method retroactively. For income tax purposes, the new method was also adopted. The effect of the accounting change on the net income of 1996 is an increase of \$570,954.

11. COMMITMENTS AND CONTINGENCIES

Various lawsuits and claims, including those involving ordinary routine litigation incidental to its business, to which the Company is a party, are pending, or have been asserted, against the Company. Although the outcome of these matters cannot be predicted with certainty, and some of them may be disposed of unfavorably to the Company, management has no reason to believe that their disposition will have a material adverse effect on the consolidated financial position, operating results or liquidity of the Company.

12. EVENT SUBSEQUENT TO THE DATE OF THE INDEPENDENT AUDITORS' REPORT (UNAUDITED)

On March 30, 1998, the Company merged into UFP Acquisition Corp. II, a wholly-owned subsidiary of Universal Forest Products, Inc. Due to the merger, the Company was in default of the Promissory Note and Loan Agreement with First Union National Bank. The bank has waived those covenants.

PRO FORMA CONSOLIDATING FINANCIAL INFORMATION

Effective March 30, 1998, Universal Forest Products, Inc. (the "Company"), through its wholly owned subsidiary UFP Acquisition Corp. II, acquired Shoffner Industries, Inc. ("Shoffner"), a North Carolina corporation. Shoffner is a supplier of roof and floor trusses to the site-built residential housing market with 14 facilities in 7 states. The assets of Shoffner include property, plant and equipment which the Company intends to continue to use for the manufacture and supply of roof and floor trusses.

The acquisition was effected pursuant to an Agreement and Plan of Reorganization and accompanying Plan of Merger, both dated as of March 30, 1998, by and among the Company, UFP Acquisition Corp. II, Shoffner Industries, Inc., Mr. Carroll Shoffner and the shareholders of Shoffner Industries, Inc. Pursuant to the Agreement and Plan of Reorganization, Shoffner Industries, Inc. was merged with and into UFP Acquisition Corp. II, a Michigan corporation and a wholly owned subsidiary of the Company. On March 30, 1998, UFP Acquisition Corp. II changed its name to Shoffner Industries, Inc.

The following unaudited consolidating condensed pro forma balance sheet as of March 28, 1998 is based upon the historical consolidated balance sheet of the Company and the consolidated balance sheet of Shoffner as of March 29, 1998, after giving effect to the acquisition as if such transaction had occurred on March 28, 1998.

The following unaudited consolidating condensed pro forma statements of earnings for the three months ended March 28, 1998 and for the year ended December 27, 1997 are based upon the historical consolidated statements of earnings of the Company and the consolidated statements of earnings of Shoffner for those periods, after giving effect to the acquisition as if such transaction had been completed as of the beginning of the period being presented.

The consolidating condensed pro forma statements of earnings are not necessarily indicative of the results that actually would have occurred had the acquisition been completed as of the beginning of the period presented, nor are they necessarily indicative of future operating results.

The consolidating pro forma adjustments are described in the accompanying notes to the consolidating condensed pro forma financial statements. The consolidating condensed pro forma financial statements should be read in conjunction with the notes thereto and the consolidated financial statements of the Company included in the Company's Annual Report to Shareholders on Form 10-K for the fiscal year ended December 27, 1997 and Quarterly Report on Form 10-Q for the three months ended March 28, 1998, and the consolidated financial statements of Shoffner Industries, Inc. presented elsewhere in this Amendment to Current Report on Form 8-K.

UNIVERSAL FOREST PRODUCTS, INC.
CONSOLIDATING CONDENSED PRO FORMA BALANCE SHEET
MARCH 28, 1998 (UNAUDITED)

| | (1) The Company ----- | (2) Shoffner Industries ----- | (3) Pro Forma Adjustments ----- | Pro Forma Combined ----- |
|--|--------------------------------|--|--|--------------------------------|
| ASSETS | | | | |
| CURRENT ASSETS: | | | | |
| Cash and cash equivalents..... | \$ 8,199,973 | \$ 514,271 | (\$ 500) | \$ 8,713,744 |
| Accounts receivable..... | 61,608,399 | 7,694,436 | | 69,302,835 |
| Inventories: | | | | |
| Raw materials..... | 46,366,161 | 9,656,155 | (741,965) | 55,280,351 |
| Finished goods..... | 88,812,150 | 1,744,264 | | 90,556,414 |
| | ----- | ----- | ----- | ----- |
| | 135,178,311 | 11,400,419 | (741,965) | 145,836,765 |
| Other current assets..... | 6,268,960 | 57,158 | 387,568 | 6,713,686 |
| | ----- | ----- | ----- | ----- |
| TOTAL CURRENT ASSETS..... | 211,255,643 | 19,666,284 | (354,897) | 230,567,030 |
| OTHER ASSETS..... | 4,486,261 | 1,849,285 | (1,837,569) | 4,497,977 |
| GOODWILL AND NON-COMPETE AGREEMENTS, NET..... | 15,624,792 | | 66,788,198 | 82,412,990 |
| PROPERTY, PLANT AND EQUIPMENT: | | | | |
| Property, plant and equipment, at cost..... | 124,331,630 | 37,582,641 | 237,800 | 162,152,071 |
| Accumulated depreciation and amortization..... | (54,082,652) | (12,695,058) | 12,695,058 | (54,082,652) |
| | ----- | ----- | ----- | ----- |
| PROPERTY, PLANT AND EQUIPMENT, NET..... | 70,248,978 | 24,887,583 | 12,932,858 | 108,069,419 |
| | ----- | ----- | ----- | ----- |
| | \$ 301,615,674 | \$ 46,403,152 | \$ 77,528,590 | \$ 425,547,416 |
| | ===== | ===== | ===== | ===== |
| LIABILITIES AND SHAREHOLDERS' EQUITY | | | | |
| CURRENT LIABILITIES: | | | | |
| Notes payable..... | \$ 73,400,000 | | \$ 43,016,540 | \$ 116,416,540 |
| Accounts payable..... | 38,260,663 | \$ 2,654,540 | | 40,915,203 |
| Accrued liabilities: | | | | |
| Compensation and benefits..... | 11,126,726 | 768,916 | 500,000 | 12,395,642 |
| Other..... | 4,193,400 | 187,444 | | 4,380,844 |
| Current portion of long-term debt and capital lease obligations..... | 12,785,740 | 353,405 | | 13,139,145 |
| | ----- | ----- | ----- | ----- |
| TOTAL CURRENT LIABILITIES..... | 139,766,529 | 3,964,305 | 43,516,540 | 187,247,374 |
| LONG-TERM DEBT AND CAPITAL LEASE OBLIGATIONS, less current portion..... | 36,367,587 | 21,066,273 | | 57,433,860 |
| DEFERRED INCOME TAXES..... | 1,766,715 | 129,049 | 5,394,797 | 7,290,561 |
| OTHER LIABILITIES..... | 3,851,821 | 360,778 | | 4,212,599 |
| SHAREHOLDERS' EQUITY: | | | | |
| Common stock..... | 17,576,847 | 50,000 | 2,950,000 | 20,576,847 |
| Additional paid-in capital..... | 29,905,770 | | 46,500,000 | 76,405,770 |
| Retained earnings..... | 73,830,004 | 20,832,747 | (20,832,747) | 73,830,004 |
| Foreign currency translation adjustment..... | (615,765) | | | (615,765) |
| | ----- | ----- | ----- | ----- |
| | 120,696,856 | 20,882,747 | 28,617,253 | 170,196,856 |
| Officers' stock notes receivable..... | (833,834) | | | (833,834) |
| | ----- | ----- | ----- | ----- |
| | 119,863,022 | 20,882,747 | 28,617,253 | 169,363,022 |
| | ----- | ----- | ----- | ----- |
| | \$ 301,615,674 | \$ 46,403,152 | \$ 77,528,590 | \$ 425,547,416 |
| | ===== | ===== | ===== | ===== |

See Notes to Consolidating Condensed Pro Forma Financial Statements.

UNIVERSAL FOREST PRODUCTS, INC.
 CONSOLIDATED CONDENSED PRO FORMA STATEMENTS OF EARNINGS
 MARCH 28, 1998
 (UNAUDITED)

| | (1) The Company ----- | (2) Shoffner Industries ----- | Pro Forma Adjustments Notes ----- | Pro Forma Combined ----- |
|---|--------------------------------|--|---|--------------------------------|
| NET SALES..... | \$ 238,197,183 | \$ 17,230,929 | (\$ 562,000) (4) | \$ 254,866,112 |
| COST OF GOODS SOLD..... | 213,624,610 | 12,577,135 | (668,000) (4) | 225,533,745 |
| GROSS PROFIT..... | 24,572,573 | 4,653,794 | 106,000 | 29,332,367 |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES..... | 17,269,619 | 7,219,816 | (3,176,000) (4) | 21,313,435 |
| EARNINGS FROM OPERATIONS..... | 7,302,954 | (2,566,022) | 3,282,000 | 8,018,932 |
| OTHER EXPENSE (INCOME): | | | | |
| Interest expense..... | 1,671,632 | 309,039 | 645,000 (5) | 2,625,671 |
| Interest income..... | (34,569) | (32,124) | | (66,693) |
| Other, net..... | (44,327) | 105,968 | | 61,641 |
| TOTAL OTHER EXPENSE..... | 1,592,736 | 382,883 | 645,000 | 2,620,619 |
| EARNINGS (LOSS) BEFORE INCOME TAXES | 5,710,218 | (2,948,905) | 2,637,000 | 5,398,313 |
| INCOME TAXES..... | 2,133,000 | 50,597 | (12,000) (6) | 2,171,597 |
| NET EARNINGS (LOSS)..... | <u>\$ 3,577,218</u> | <u>(\$ 2,999,502)</u> | <u>\$ 2,649,000</u> | <u>\$ 3,226,716</u> |
| EARNINGS PER SHARE - BASIC..... | \$ 0.20 | | | \$ 0.16 |
| EARNINGS PER SHARE - DILUTED..... | \$ 0.20 | | | \$ 0.15 |
| WEIGHTED AVERAGE SHARES OUTSTANDING - BASIC..... | 17,575,000 | | 3,000,000 | 20,575,000 |
| WEIGHTED AVERAGE SHARES OUTSTANDING - DILUTED..... | 18,271,000 | | 3,000,000 | 21,271,000 |

See Notes to Consolidating Condensed Pro Forma Financial Statements.

UNIVERSAL FOREST PRODUCTS, INC.
CONSOLIDATED CONDENSED PRO FORMA STATEMENTS OF EARNINGS
DECEMBER 27, 1997
(UNAUDITED)

| | (1) The Company ----- | (2) Shoffner Industries ----- | Pro Forma Adjustments | Notes | Pro Forma Combined ----- |
|---|--------------------------------|--|--------------------------|-------|--------------------------------|
| NET SALES..... | \$ 1,066,300,174 | \$ 91,027,391 | (\$ 2,493,000) | (4) | \$ 1,154,834,565 |
| COST OF GOODS SOLD..... | 970,821,283 ----- | 64,329,666 ----- | (2,718,000) | (4) | 1,032,432,949 ----- |
| GROSS PROFIT..... | 95,478,891 | 26,697,725 | 225,000 | | 122,401,616 |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES..... | 63,462,136 | 16,846,139 | (833,000) | (4) | 79,475,275 |
| REORGANIZATION COSTS..... | 1,698,153 ----- | ----- | ----- | | 1,698,153 ----- |
| EARNINGS FROM OPERATIONS..... | 30,318,602 | 9,851,586 | 1,058,000 | | 41,228,188 |
| OTHER EXPENSE (INCOME): | | | | | |
| Interest expense..... | 4,305,088 | 891,619 | 2,581,000 | (5) | 7,777,707 |
| Interest income..... | (367,556) | (108,961) | | | (476,517) |
| Other, net..... | 399,983 ----- | (103,990) ----- | ----- | | 295,993 ----- |
| TOTAL OTHER EXPENSE..... | 4,337,515 ----- | 678,668 ----- | 2,581,000 ----- | | 7,597,183 ----- |
| EARNINGS (LOSS) BEFORE INCOME TAXES | 25,981,087 | 9,172,918 | (1,523,000) | | 33,631,005 |
| INCOME TAXES..... | 9,024,878 ----- | (1,585,380) ----- | 5,071,000 ----- | (6) | 12,510,498 ----- |
| NET EARNINGS (LOSS)..... | \$ 16,956,209 ===== | \$ 10,758,298 ===== | (\$ 6,594,000) ===== | | \$ 21,120,507 ===== |
| EARNINGS PER SHARE - BASIC..... | \$ 0.97 | | | | \$ 1.03 |
| EARNINGS PER SHARE - DILUTED..... | \$ 0.93 | | | | \$ 0.99 |
| WEIGHTED AVERAGE SHARES OUTSTANDING - BASIC..... | 17,528,000 | | 3,000,000 | | 20,528,000 |
| WEIGHTED AVERAGE SHARES OUTSTANDING - DILUTED..... | 18,234,000 | | 3,000,000 | | 21,234,000 |

See Notes to Consolidating Condensed Pro Forma Financial Statements.

NOTES TO CONSOLIDATING CONDENSED
PRO FORM FINANCIAL STATEMENTS

- (1) The Company's historical consolidated balance sheet as of March 28, 1998 and the historical consolidated statements of earnings for the three months ended March 28, 1998 and the year ended December 27, 1997.
- (2) Shoffner's historical consolidated balance sheet as of March 29, 1998 and the historical consolidated statements of earnings for the three months ended March 29, 1998 and the year ended December 31, 1997.
- (3) Represents the consolidating condensed pro forma balance sheet adjustments required to account for the acquisition as a purchase, including the following:
- To eliminate cash, inventory, property, plant and equipment of a sawmill operation, and cash surrender value of a life insurance policy. These assets were sold by the Company to Shoffner's majority shareholder.
 - To adjust inventory acquired to its estimated fair value.
 - To adjust property, plant and equipment acquired to its estimated fair market value and eliminate historical accumulated depreciation.
 - To record goodwill as the excess of the acquisition cost over the fair value of the net assets acquired.
 - To record the purchase of certain real estate which Shoffner leased from a related party. o To reflect the financing transaction related to the cash portion of the acquisition. Approximately \$43.0 million was obtained through the Company's revolving credit facilities, which is classified as notes payable within current liabilities.
 - To record the issuance of 3,000,000 shares of the Company's common stock as part of the consideration exchanged related to the acquisition.
 - To capitalize costs relating to the acquisition (e.g., professional services).
 - To record an asset and liability for deferred state and federal income tax.
 - To eliminate Shoffner's historical shareholders equity.
 - To adjust certain liabilities to their estimated present values.
- (4) Represents the consolidating condensed pro forma statement of earnings adjustments required to account for the acquisition as a purchase, including the following:
- To eliminate results of operations of Shoffner's sawmill facility, which was subsequently sold by the Company, and certain activities the Company does not intend to continue.
 - To adjust depreciation expense reflecting the differences in the Company's and Shoffner's depreciable basis of property, plant and equipment.
 - To eliminate rent expenses related to three facilities that were purchased as part of the acquisition, that had previously been leased by Shoffner from a related party.

- To record the amortization of goodwill and capitalized acquisition costs over 40 years on a straight-line basis.
- To eliminate non-continuing miscellaneous expenses.
- To eliminate one-time executive bonus expense related to the historic performance of Shoffner.
- To adjust the executive compensation expense from the amount recognized by Shoffner to the current agreed upon compensation.

(5) To record interest expense associated with the financing of the acquisition.

(6) To adjust the provision for State and Federal income taxes on Shoffner's pre-tax earnings, including the effects of the pro forma adjustments.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

UNIVERSAL FOREST PRODUCTS, INC.

By: /s/ Elizabeth A. Bowman

Elizabeth A. Bowman
Chief Financial Officer

Date: June 12, 1998

INDEX TO EXHIBITS

EXHIBIT NO.

EX-23

DESCRIPTION

INDEPENDENT AUDITORS CONSENT

INDEPENDENT AUDITORS' CONSENT

We consent to the incorporation by reference of our report dated January 26, 1998, relating to our audit of the financial statements of Shoffner Industries, Inc., for the years ended December 31, 1997 and 1996, and incorporated in the Amendment to Current Report on Form 8-K/A of Universal Forest Products, Inc., dated June 12, 1998, in the Registration Statement No. 33-1465835 on Form S-8.

APPLE, BELL, JOHNSON & CO., P.A.
Certified Public Accountants
Burlington, North Carolina
June 12, 1998