

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 20549

FORM 8-K

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

Date of Report: April 13, 2004

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

MICHIGAN (State or other jurisdiction of Incorporation)	0-22684 (Commission File Number)	38-1465835 (IRS Employer Identification No.)
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2801 EAST BELTLINE, NE GRAND RAPIDS, MICHIGAN (Address of principal executive offices)	49525 (Zip Code)
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(616) 364-6161
(Registrant's telephone number, including area code)

NONE
(Former name or former address, if changed since last report)

Item 7. Financial Statements, Pro Forma Financial Information, and Exhibits

(c) Exhibits

99(a) Press Release dated April 12, 2004.

Item 12. Results of Operations and Financial Condition

On April 12, 2004, the Registrant issued a press release announcing its financial results for the quarter ended March 27, 2004. A copy of the Registrant's press release is attached as Exhibit 99(a) to this Current Report.

SIGNATURE

Pursuant to the requirements of the Securities 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.
(Registrant)

Dated: April 13, 2004

By: /s/ Michael R. Cole

Michael R. Cole, Chief Financial Officer
and Treasurer

EXHIBIT INDEX

Exhibit Number

Document

99(a)

Press Release dated April 12, 2004.

NEWS RELEASE

- -----AT THE COMPANY-----
Lynn Afendoulis
Director of Public Affairs
616/364-6161

-----FLEISHMAN HILLARD-----
Jeremy Skule
Vice President
212/453-2245

FOR IMMEDIATE RELEASE
MONDAY, APRIL 12, 2004

UNIVERSAL FOREST PRODUCTS, INC. REPORTS A 31% INCREASE IN NET SALES FOR 1ST
QUARTER 2004; POSTS A 20% INCREASE IN DILUTED EARNINGS PER SHARE

GRAND RAPIDS MI., April 12, 2004 -- Universal Forest Products, Inc. (Nasdaq: UFPI) today announced a strong first quarter for the period ended March 27, 2004. The quarter was marked by net sales of \$465.7 million, up 30.9% over net sales of \$355.6 million for the first quarter of 2003. The Company also posted diluted earnings per share of \$0.30, up 20.0% over diluted earnings per share of \$0.25 reported for the same period last year.

"It was a powerful quarter; our core business saw the best February and March in the history of our Company," said William G. Currie, CEO and vice chairman. "Our team of nearly 9,000 employees again demonstrated the dedication and commitment that make this Company so successful. The housing market also remained strong and we picked up market share in each of our markets, which helped to fuel our growth."

In particular, Universal had robust performance in the site-built market, which saw a sales increase of 49.1% over the same period last year, and in the industrial market, which posted a 45.3% increase in sales for the first quarter. Overall, the Company's unit sales increased 13% in the first quarter, which was at the high end of its targeted range. The remaining increase in sales was attributable to higher lumber prices.

By market, Universal posted first quarter sales of:

- \$178.9 million D-I-Y/retail, up 14.5% over last year;
- \$114.8 million in site-built construction, an increase of 49.1% over last year;
- \$77.0 million in manufactured housing, a 35.0% increase over 2003; and
- \$95.0 million in industrial/other, up 45.3% over last year.

The Company's earnings reflect disappointing results of a joint venture framing operation in the Southwest.

"We were tremendously pleased with what we were able to accomplish in our core business during the first quarter," Currie said. "Despite the challenges we faced in our joint venture framing operation and the financial impact it had on our first quarter, we were able to grow earnings by more than 20%."

MORE...

OUTLOOK

The Company anticipates continued growth in its business in 2004 and reaffirms its targets for both unit sales and diluted earnings per share growth of 10% to 14% for the year.

Universal Forest Products will conduct a conference call to discuss information included in this news release and related matters at 11:00 a.m. EDT on Tuesday, April 13, 2004. The conference call will be hosted by William G. Currie and will be available for analysts and institutional investors domestically at (888) 243-0814 or internationally at (703) 925-2401. Use conference call ID #434266. The conference call will be available simultaneously, and in its entirety, to all interested investors and news media through a webcast at www.ufpi.com.

Universal Forest Products markets, manufactures, and engineers wood and wood-alternative products for D-I-Y retail home centers, structural lumber products for the manufactured housing industry, engineered wood components for the site-built construction market and specialty wood packaging for various industries. Among the Company's newest and fastest-growing ventures are framing and installation services for the site-built and retail sectors. In conjunction with its customers, Universal uses its engineering and manufacturing expertise, coupled with highly skilled employees, to design and construct buildings and decks. 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.

HIGHLIGHTS TO FOLLOW

CONSOLIDATED STATEMENTS OF EARNINGS (UNAUDITED)
FOR THE THREE MONTHS ENDED
MARCH 2004/2003

(IN THOUSANDS, EXCEPT PER SHARE DATA)	QUARTER PERIOD				YEAR TO DATE			
	2004		2003		2004		2003	
NET SALES	\$ 465,665	100%	\$355,619	100%	\$ 465,665	100%	\$ 355,619	100%
COST OF GOODS SOLD	409,304	87.90	303,815	85.43	409,304	87.90	303,815	85.43
GROSS PROFIT	56,361	12.10	51,804	14.57	56,361	12.10	51,804	14.57
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES	43,929	9.43	40,188	11.30	43,929	9.43	40,188	11.30
EARNINGS FROM OPERATIONS	12,432	2.67	11,616	3.27	12,432	2.67	11,616	3.27
INTEREST EXPENSE	3,542	0.76	3,787	1.06	3,542	0.76	3,787	1.06
INTEREST REVENUE	(83)	-0.02	(47)	-0.01	(83)	-0.02	(47)	-0.01
GAIN ON SALE OF OPERATIONS	(369)	-0.08	-	0.00	(369)	-0.08	-	0.00
	3,090	0.66	3,740	1.05	3,090	0.66	3,740	1.05
EARNINGS BEFORE INCOME TAXES AND MINORITY INTEREST	9,342	2.01	7,876	2.21	9,342	2.01	7,876	2.21
INCOME TAXES 1	3,644	0.78	2,791	0.78	3,644	0.78	2,791	0.78
EARNINGS BEFORE MINORITY INTEREST	5,698	1.22	5,085	1.43	5,698	1.22	5,085	1.43
MINORITY INTEREST	(131)	-0.03	(585)	-0.16	(131)	-0.03	(585)	-0.16
NET EARNINGS	\$ 5,567	1.20	\$ 4,500	1.27	\$ 5,567	1.20	\$ 4,500	1.27
EARNINGS PER SHARE - BASIC	\$ 0.31		\$ 0.25		\$ 0.31		\$ 0.25	
EARNINGS PER SHARE - DILUTED	\$ 0.30		\$ 0.25		\$ 0.30		\$ 0.25	
WEIGHTED AVERAGE SHARES OUTSTANDING	17,961		17,729		17,961		17,729	
WEIGHTED AVERAGE SHARES OUTSTANDING WITH COMMON STOCK EQUIVALENTS	18,709		18,252		18,709		18,252	

SUPPLEMENTAL SALES DATA

Market Classification	QUARTER PERIOD				YEAR TO DATE			
	2004	%	2003	%	2004	%	2003	%
DO-IT-YOURSELF/RETAIL	\$ 178,884	38%	\$156,220	44%	\$ 178,884	38%	\$ 156,220	44%
SITE-BUILT CONSTRUCTION	114,843	25%	77,016	22%	114,843	25%	77,016	22%
MANUFACTURED HOUSING	76,975	17%	57,033	16%	76,975	17%	57,033	16%
INDUSTRIAL AND OTHER	94,963	20%	65,350	18%	94,963	20%	65,350	18%
TOTAL	\$ 465,665	100%	\$355,619	100%	\$ 465,665	100%	\$ 355,619	100%

NOTES:

(1) Includes approximately \$460 thousand of income taxes related to the sale of the Nascor interest and plant presented separately above.

CONSOLIDATED BALANCE SHEETS (UNAUDITED)
MARCH 2004/2003

(IN THOUSANDS)

ASSETS	2004	2003	LIABILITIES AND SHAREHOLDER'S EQUITY	2004	2003
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CURRENT ASSETS			CURRENT LIABILITIES		
Cash and cash equivalents	\$ 22,052	\$ 11,506	Notes payable	\$ -	\$ 1,701
Restricted cash equivalents		1,383	Accounts payable and		
Accounts receivable	206,508	149,327	accrued liabilities	165,978	110,730
Inventories	219,204	196,228	Current portion of long-term		
Other current assets	4,452	7,851	debt and capital leases	6,010	6,611
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TOTAL CURRENT ASSETS	452,216	366,295	TOTAL CURRENT LIABILITIES	171,988	119,042
OTHER ASSETS	8,189	6,608	LONG-TERM DEBT AND CAPITAL		
INTANGIBLE ASSETS	128,839	131,742	LEASES, LESS CURRENT PORTION	285,682	297,020
			OTHER LIABILITIES	31,158	26,752
PROPERTY, PLANT					
AND EQUIPMENT, NET	211,533	207,121	SHAREHOLDERS' EQUITY	311,949	268,952
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TOTAL ASSETS	\$ 800,777	\$ 711,766	TOTAL LIABILITIES AND	\$ 800,777	\$ 711,766
	=====	=====	SHAREHOLDERS' EQUITY	=====	=====

CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)
FOR THE THREE MONTHS ENDED
MARCH 2004/2003

(IN THOUSANDS)	2004	2003
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CASH FLOWS FROM OPERATING ACTIVITIES:		
Net earnings	\$ 5,567	\$ 4,500
Adjustments to reconcile net earnings to net cash from operating activities:		
Depreciation	6,672	5,949
Amortization of intangibles	471	322
Deferred income taxes	20	(405)
Loss on sale of Nascor interest	193	--
(Gain) Loss on sale or impairment of property, plant and equipment	(603)	86
Changes in:		
Accounts receivable	(70,883)	(44,110)
Proceeds from sale and servicing of accounts receivable	(2,245)	--
Inventories	(48,711)	(30,222)
Accounts payable	37,850	14,497
Accrued liabilities and other	1,315	(3,504)
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NET CASH FROM OPERATING ACTIVITIES	(70,354)	(52,887)
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of property, plant, and equipment	(7,295)	(9,809)
Acquisitions, net of cash received	(5,360)	--
Proceeds from sale of Nascor interest	4,679	--
Proceeds from sale of property, plant and equipment	551	144
Other	367	44
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NET CASH FROM INVESTING ACTIVITIES	(7,058)	(9,621)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Net borrowings under revolving credit facilities and notes payable	81,516	61,752
Repayment of long-term debt	(58)	(22)
Proceeds from issuance of common stock	857	730
Distributions to minority shareholder	(125)	(273)
Repurchase of common stock	(116)	(1,627)
Other	(40)	--
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NET CASH FROM FINANCING ACTIVITIES	82,034	60,560
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NET CHANGE IN CASH AND CASH EQUIVALENTS	4,622	(1,948)
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	17,430	13,454
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CASH AND CASH EQUIVALENTS, END OF PERIOD	\$ 22,052	\$ 11,506
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