

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: October 12, 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)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligations of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425).
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12).
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)).
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c)).

Item 2.02 Results of Operations and Financial Condition

On October 11, 2004, the Registrant issued a press release announcing its financial results for the quarter ended September 25, 2004. A copy of the Registrant's press release is attached as Exhibit 99(a) to this Current Report.

Item 9.01 Financial Statements, Pro Forma Financial Information, and Exhibits

(c) Exhibits

99(a) Press Release dated October 11, 2004.

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: October 12, 2004

By: /s/ Michael R. Cole

Michael R. Cole, Chief Financial Officer
and Treasurer

EXHIBIT INDEX

Exhibit Number -----	Document -----
99(a)	Press Release dated October 11, 2004.

- -----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, OCTOBER 11, 2004

UNIVERSAL POSTS ANOTHER STRONG QUARTER; REPORTS 20% INCREASE IN NET EARNINGS
THE COMPANY RAISES ITS TARGETED RANGE FOR DILUTED EARNINGS PER SHARE GROWTH
TO 12% TO 15% FOR THE YEAR

Grand Rapids, MI, October 11, 2004 -- Universal Forest Products, Inc. (NASDAQ: UFPI) today announced record results for the third quarter, including a 20% increase in net earnings. Net earnings for the third quarter 2004 were \$14.6 million, compared to net earnings of \$12.2 million for the same period in 2003. For the year-to-date 2004, net earnings were \$39.9 million, an increase of 18% over year-to-date net earnings of \$33.9 million in 2003.

Universal reported net sales for the quarter of \$709.3 million, a 32.3% increase over net sales of \$536.3 million in the third quarter of 2003. Net sales for the first nine months of 2004 were \$1.92 billion, a 32.8% increase over net sales of \$1.44 billion for the same period in 2003. The higher lumber market accounted for 21% of the net sales increase for the third quarter 2004 and for 22% of the 2004 year-to-date net sales increase.

"We continue to successfully execute our growth strategy, thanks to the determination of the people of Universal, who are focused on the Company's goals," said CEO and Vice Chairman William G. Currie.

"These numbers are the result of hard work and determination -- the very qualities that have spurred Universal's success for nearly 50 years," he added.

The Company produced significant year-over-year sales increases of 74% and 52% in its site-built construction and industrial markets, respectively. Both are markets in which Universal sees strong opportunity for continuing growth. "Although we enjoy leadership positions in these arenas, we believe there's a tremendous opportunity to expand market share and we'll continue to leverage our strengths to grow in these fragmented markets," he said.

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In addition, Currie expressed optimism for the growing modular housing segment of the manufactured housing market. "We have some exciting new products that are allowing manufacturers to enhance and customize their homes, and that means opportunity for Universal," Currie said.

He noted that D-I-Y sales remain soft due to increases in lumber costs, which may be prompting homeowners to delay improvement projects; the hurricanes that effectively put a halt to improvement projects during the quarter in Florida and the Southeastern United States; and the higher cost of treated wood due to industry changes in the treating compounds, which may be affecting consumers' purchasing decisions.

Following are Universal's third-quarter 2004 sales by market:

- o \$280.7 million in D-I-Y/retail, an increase of 7.2% from the same period last year;
- o \$194.6 million in site-built construction, an increase of 73.8% over last year;
- o \$127.4 million in industrial/other, a 51.5% increase over last year; and
- o \$106.5 million in manufactured housing, a 35.9% increase over last year.

Based on the strength of its year-to-date results, the Company raised its targeted range for earnings per share growth to between 12% and 15% (previously it was between 10% and 14%). The Company also reaffirmed its unit sales growth targeted range of between 10% and 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, Oct. 12, 2004. The conference call will be hosted by William G. Currie and will be available for analysts and institutional investors domestically at (866) 814-1933 or internationally at (703) 639-1365. Use conference call ID #570112. 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, wood and composite components 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.

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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 NINE MONTHS ENDED
SEPTEMBER 2004/2003

(IN THOUSANDS, EXCEPT PER SHARE DATA)	QUARTER PERIOD				YEAR TO DATE			
	2004		2003		2004		2003	
NET SALES	\$ 709,294	100%	\$536,278	100%	\$ 1,917,527	100%	\$ 1,444,360	100%
COST OF GOODS SOLD	625,502	88.19	463,715	86.47	1,684,553	87.85	1,241,251	85.94
GROSS PROFIT	83,792	11.81	72,563	13.53	232,974	12.15	203,109	14.06
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES	54,604	7.70	48,424	9.03	154,615	8.06	135,309	9.37
EARNINGS FROM OPERATIONS	29,188	4.12	24,139	4.50	78,359	4.09	67,800	4.69
OTHER EXPENSE (INCOME)								
INTEREST EXPENSE	3,641	0.51	3,526	0.66	11,052	0.58	11,271	0.78
INTEREST INCOME	(39)	-0.01	(2)	0.00	(224)	-0.01	(133)	-0.01
NET GAIN ON SALE OF REAL ESTATE AND INTEREST IN SUBSIDIARY	-	0.00	-	0.00	(944)	-0.05	-	0.00
	3,602	0.51	3,524	0.66	9,884	0.52	11,138	0.77
EARNINGS BEFORE INCOME TAXES AND MINORITY INTEREST	25,586	3.61	20,615	3.84	68,475	3.57	56,662	3.92
INCOME TAXES	9,261	1.31	7,715	1.44	25,550	1.33	20,964	1.45
EARNINGS BEFORE MINORITY INTEREST	16,325	2.30	12,900	2.41	42,925	2.24	35,698	2.47
MINORITY INTEREST	(1,699)	-0.24	(695)	-0.13	(2,976)	-0.16	(1,831)	-0.13
NET EARNINGS	\$ 14,626	2.06	\$ 12,205	2.28	\$ 39,949	2.08	\$ 33,867	2.34
EARNINGS PER SHARE - BASIC	\$ 0.81		\$ 0.69		\$ 2.22		\$ 1.91	
EARNINGS PER SHARE - DILUTED	\$ 0.78		\$ 0.66		\$ 2.13		\$ 1.85	
WEIGHTED AVERAGE SHARES OUTSTANDING	18,083		17,765		18,015		17,745	
WEIGHTED AVERAGE SHARES OUTSTANDING WITH COMMON STOCK EQUIVALENTS	18,784		18,425		18,716		18,290	

SUPPLEMENTAL SALES DATA

MARKET CLASSIFICATION	QUARTER PERIOD				YEAR TO DATE			
	2004	%	2003	%	2004	%	2003	%
Do-It-Yourself/Retail	\$ 280,700	40%	\$261,812	49%	\$ 804,188	42%	\$ 720,311	50%
SITE-BUILT CONSTRUCTION	194,643	27%	111,980	21%	479,808	25%	290,225	20%
MANUFACTURED HOUSING	106,555	15%	78,394	14%	286,925	15%	204,863	14%
INDUSTRIAL AND OTHER	127,396	18%	84,092	16%	346,606	18%	228,961	16%
TOTAL	\$ 709,294	100%	\$536,278	100%	\$1,917,527	100%	\$ 1,444,360	100%

CONSOLIDATED BALANCE SHEETS (UNAUDITED)
SEPTEMBER 2004/2003

(IN THOUSANDS)

ASSETS	2004	2003	LIABILITIES AND SHAREHOLDERS' EQUITY	2004	2003
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CURRENT ASSETS			CURRENT LIABILITIES		
Cash and cash equivalents	\$ 19,285	\$ 15,340	Notes payable	\$ -	\$ 645
Accounts receivable	251,045	157,768	Accounts payable and accrued liabilities	205,221	160,344
Inventories	206,644	160,955	Current portion of long-term debt and capital leases	527	6,263
Other current assets	10,036	7,795			
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TOTAL CURRENT ASSETS	487,010	341,858	TOTAL CURRENT LIABILITIES	205,748	167,252
OTHER ASSETS	6,906	5,679	LONG-TERM DEBT AND CAPITAL LEASES, LESS CURRENT PORTION	247,978	195,833
INTANGIBLE ASSETS, NET	132,285	131,545	OTHER LIABILITIES	34,303	31,123
PROPERTY, PLANT AND EQUIPMENT, NET	209,240	214,337			
	-----	-----	SHAREHOLDERS' EQUITY	347,412	299,211
				-----	-----
TOTAL ASSETS	\$ 835,441	\$ 693,419	TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$ 835,441	\$693,419
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CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)
FOR THE NINE MONTHS ENDED
SEPTEMBER 2004/2003

(IN THOUSANDS)	2004	2003
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CASH FLOWS FROM OPERATING ACTIVITIES:		
Net earnings	\$ 39,949	\$ 33,867
Adjustments to reconcile net earnings to net cash from operating activities:		
Depreciation	20,418	18,702
Amortization of intangibles	1,760	1,519
Deferred income taxes	(90)	(1,301)
Minority interest	2,976	1,831
Loss on sale of interest in subsidiary	193	--
(Gain) Loss on sale or impairment of property, plant and equipment	(432)	918
Changes in:		
Accounts receivable	(111,925)	(53,545)
Inventories	(36,152)	5,051
Accounts payable	39,225	37,717
Accrued liabilities and other	30,877	23,145
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NET CASH FROM OPERATING ACTIVITIES	(13,201)	67,904
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of property, plant, and equipment	(25,062)	(33,349)
Acquisitions, net of cash received	(10,075)	(787)
Sale of interest in subsidiary	4,679	--
Proceeds from sale of property, plant and equipment	3,469	6,104
Insurance proceeds	2,000	--
Other, net	1,567	2,909
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NET CASH FROM INVESTING ACTIVITIES	(23,422)	(25,123)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Net (repayments) borrowings under revolving credit facilities and notes payable	43,152	(36,884)
Repayment of long-term debt	(6,352)	(6,150)
Proceeds from issuance of common stock	2,194	1,719
Distributions to minority shareholder	(125)	(833)
Dividends paid to shareholders	(897)	(798)
Repurchase of common stock	(129)	(2,029)
Other, net	635	--
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NET CASH FROM FINANCING ACTIVITIES	38,478	(44,975)
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NET CHANGE IN CASH AND CASH EQUIVALENTS	1,855	(2,194)
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	17,430	17,534
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CASH AND CASH EQUIVALENTS, END OF PERIOD	\$ 19,285	\$ 15,340
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