

INDUSTRIAL

- **Specialty crates and boxes**
- **Skids and pallets**
- **Heat treated pallets and lumber**
- **Grooved stock**
- **Cut OSB/plywood**
- **Agricultural and nursery packs**
- **Bed frames and components**



Universal Forest Products®



You Need Us... For More or Less

More Experience:

Building on 50 years of experience in materials, engineering, product development and purchasing, our Industrial Sales Assault Team (ISAT) is 100% committed to the ways and means of industrial customers.

Less Waiting:

We're used to one or more daily deliveries and 24-hour lead time.

More Locations:

With 45 facilities from coast-to-coast, selling and serving over 5,000 industrial customers, we have the depth of resources to handle any assignment.

Less Fiber:

Our knowledgeable ISAT members can reduce your costs by using different grades or species of lumber while maintaining the highest level of performance.

More Attention:

Our 200 sales, production and purchasing specialists work together to ensure you receive quality materials and inventive solutions.

Less Cost:

We offer EDI connectivity for order entry, advance shipping notice, invoice payment, and bar coding, reducing our costs and yours.

More Time:

Each customer has unique needs that may require flexible terms or a consignment option. We work with you to develop a plan that you deserve.

More Ideas:

ISAT shares information and best practices across the company to find successful solutions for our customers. Ohio asks Texas what to do while Colorado tells North Carolina how to do it better. ISAT members build upon each other's ideas to offer the solutions you need.

Less Spend:

Volume rebates, improved design and inventory positions mean less spend.

More Choices:

We work with more than 500 mills worldwide, from North and South America to Europe and Asia, giving you a variety of choices for grade and species of wood.

Universal Forest Products...

for more or less of what helps you get the job done right.

More Alternatives:

Universal also offers wood alternative materials. Certain applications require non-wood materials and Universal can supply all your needs —

combining materials if needed. Choose from plastic, metal, corrugated and composite alternatives.



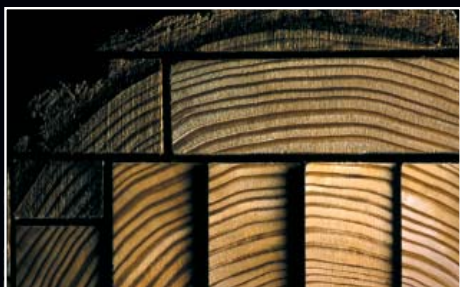
A Sustainable Commitment:

Universal's business is built on our unique, environmentally sound 'Whole Log Model'.

We minimize waste by using all parts of a canted log for our four markets: DIY/retail, site-built construction, manufactured housing and

industrial. We may be the only lumber supplier to offer this total fiber utilization.

It's just one example of Universal's ability to make a strong commitment to the environment.



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