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Spartan Motors Announces Exclusive Supply Agreement With Leading Electric Chassis Supplier, Motiv Power Systems

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Spartan Motors' Utilimaster Brand Underscores its Position as Market Leader in Emissions-Free Fleet Vehicle Manufacturing with the Ability to Produce Zero-Emissions All-Electric Commercial Fleet Vehicles for Vehicle Classes 4 through Class 6

CHARLOTTE, Mich., March 7, 2018 /PRNewswire/ -- [Spartan Fleet Vehicles and Services](#) ("Spartan"), a business unit of [Spartan Motors, Inc.](#) (NASDAQ: SPAR) which goes to market under the Utilimaster® and Spartan Upfit Services brands, announced today it has signed an exclusive supply agreement with [Motiv Power Systems](#), a leading producer of all-electric chassis for walk-in vans, box trucks, work trucks, buses, and other specialty vehicles. The agreement provides Spartan exclusive access to Motiv's EPIC™ all electric chassis in manufacturing Class 4 – Class 6 walk-in vans for a minimum of three years. With this joint commitment, the companies can produce zero-emission, economical and reliable all-electric walk-in vans for fleets and expect to build hundreds of such vehicles over the course of the agreement.

"Our key customers have been asking Spartan to provide an EV solution. Our exclusive supply agreement with Motiv answers their question and demonstrates Spartan's ability to innovate and advance the markets we serve, and we believe it places us ahead of the curve in the EV fleet market," said Daryl Adams, President and Chief Executive Officer, Spartan Motors. "Today, under our Utilimaster brand, we have over 800 purpose-built alternative fuel fleet vehicles on the road, many of them powered by electric drive systems. These all-electric powered vehicles have logged many miles, and have proven to be durable, reliable, emissions-free alternatives to the internal combustion engine powered chassis. This exclusive agreement allows us to apply over forty years of fleet vehicle manufacturing knowhow and our Utilimaster Work-Driven Design™ process to Motiv's proven expertise and market ownership of the electric propulsion space. Together, we intend to produce innovations that will shape the future of economical and environmentally friendly fleet design."

Motiv's All-Electric EPIC chassis provides universal charging compatibility and secure remote telematics and diagnostics, no matter where the route leads, resulting in a walk-in van with a 100 –150-mile range per charge and up to 30% gradeability.

"Through this agreement, Spartan and Motiv further demonstrate our shared vision that electric commercial vehicles are an important part of our future," said Jim Castelaz, Motiv's CEO. "It further allows both companies to commit to the scale necessary for us to continue our joint leadership in electric walk-in vans and pair our reliable, proven EPIC all-electric chassis with Spartan's reliable products and well-deserved reputation for manufacturing excellence."

Utilimaster and Motiv worked together in early 2017 to develop a commercially available electric vehicle (EV) walk-in van concept. At the same time, Utilimaster and Motiv jointly integrated the EV requirements into Utilimaster's final stage chassis and body manufacturing processes, located at its state-of-the-art manufacturing facility in Bristol, Indiana. Motiv selected Spartan and Utilimaster for the bilateral exclusive agreement because of Utilimaster's longstanding market leadership position and ability to provide fleets of all sizes with broad, innovative solutions.

The Spartan/Motiv first joint customer success followed in January with the completion of a 20 EV walk-in van for AmeriPride Services — one of the largest uniform rental and linen supply companies in North America. An AmeriPride walk-in van, built by Utilimaster, powered by a Motiv chassis, will be available for ride-and-drives at the [NTEA, The Work Truck Show](#), March 6-9.

For more information on Spartan's Fleet Vehicles and Services brands, please visit: theshyftgroup.com/fleet-vehicles.

About Spartan Motors

Spartan Motors, Inc. is a leading designer, engineer, manufacturer, and marketer of a broad range of specialty vehicles, specialty chassis, vehicle bodies, and parts for the fleet and delivery, recreational vehicle (RV), emergency response, defense forces, and contract assembly (light/medium duty truck) markets. The Company's brand names — Spartan Motors, Spartan Specialty Vehicles, Spartan Emergency Response, Spartan Parts and Accessories, Smeal, and its family of brands, including Ladder Tower™ and UST®; and Utilimaster®, a Spartan Motors Company — are known for quality, durability, performance, customer service, and first-to-market innovation. The Company employs approximately 2,300 associates, and operates facilities in Michigan, Indiana, Pennsylvania, Missouri, Wisconsin, Nebraska, South Dakota; Saltillo, Mexico; and Lima, Peru. Spartan reported sales of \$707 million in 2017. Visit Spartan Motors at theshyftgroup.com.

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