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Spartan Motors Launches New Cargo Van and Fleet Upfit Facility in Kansas City

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Spartan Upfit Services, the Company's Fleet and Cargo Van Upfit Vertical, Provides Vocation- and Customer-Specific Upfit Options to Streamline Fleet Customization and Save Costs for Fleet Managers

CHARLOTTE, Mich., Feb. 14, 2017 /PRNewswire/ -- Spartan Fleet Vehicles and Services ("Spartan"), a business unit of [Spartan Motors, Inc.](http://SpartanMotors.com) (NASDAQ: SPAR) which also encompasses the Utilimaster® brand, today announced the official launch of *Spartan Upfit Services*—a modernized fleet upfit assembly operation opening in a new 146,000 square-foot facility, located in Kansas City, dedicated exclusively to providing tailored upfits of cargo vans and other fleet vehicles.

Spartan Upfit Services streamlines the fleet customization process for vehicles like the Ford Transit. Located adjacent to Ford's Kansas City-based Transit manufacturing facility, Spartan Upfit Services customers benefit from Ford's "Ship-Thru" program, which delivers the vehicle to the customer's dealership of choice. In addition to cost savings, Spartan Upfit Services seeks to optimize speed of delivery for businesses waiting for their fleets by offering a combination of kits and base packages with customized upfit services to a full range of cargo van manufacturers. Common vocational packages are stocked for quick delivery. Dealers, fleet managers, and individuals seeking cargo van upfits can learn more by visiting: theshyftgroup.com/upfitservices.

"Our Utilimaster brand has a long history of designing and building solutions for virtually every kind of fleet delivery and service business, including some of the largest fleet brands in the world," said Daryl Adams, President and Chief Executive Officer of Spartan Motors. "Spartan Upfit Services is born from that pedigree, and we believe the insight we've garnered over the years will benefit all fleets, specifically those using cargo vans. We will add value through a single point of release, one-time freight expense, and custom designs that meet the precise needs of individual fleet managers."

Spartan Upfit Services will focus on upfitting cargo van fleets, including those serving the utility, telecom, health care, construction, food and beverage, and parcel delivery markets. Spartan Upfit Services understands how fleets support business objectives, and designs and customizes upfits that ease the storing, transporting, and loading and unloading processes, increasing both driver productivity and overall efficiency.

"Our team has conducted hundreds of ride-alongs in the field with drivers from all types of vocations in an effort to better understand the unique challenges they face," said John Forbes, President of Spartan Fleet Vehicles and Services. "This understanding has driven the Spartan Upfit Services design process and has resulted in our ability to provide informed base upfit packages and specialty options that not only do the job, but do it in the most efficient and effective way possible."

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, and Utilimaster®,

a Spartan Motors Company— are known for quality, durability, performance, customer service and first-to-market innovation. The Company operates facilities in Michigan, Indiana, Pennsylvania, Kansas, Wisconsin, Nebraska, South Dakota, Saltillo, Mexico; and Lima, Peru. Spartan reported sales of \$550 million in 2015. Visit Spartan Motors at theshyftgroup.com.

To view the original version on PR Newswire, visit: <http://www.prnewswire.com/news-releases/spartan-motors-launches-new-cargo-van-and-fleet-upfit-facility-in-kansas-city-300406868.html>

SOURCE Spartan Motors, Inc.

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