



1541 Reynolds Rd. Charlotte, MI 48813

P: 517.543.6400

SPARTANMOTORS.COM

Utilimaster Continues Expansion of Alternative Fuels Solutions With New Modification Capabilities Built Around the Needs of Isuzu Dealers and Their Customers

May 16, 2012

WAKARUSA, Ind., May 16, 2012 (GLOBE NEWSWIRE) -- The Utilimaster Corporation (Wakarusa, IN), a subsidiary of Spartan Motors, Inc. (Nasdaq:SPAR) announced two methods of alternative fuel conversion; a new modification center and in-field conversions. The new modification center is located adjacent to the Spartan Motors plant located in Charlotte, MI where the Isuzu NPR-HD (gasoline powered) is assembled. The modification center performs both compressed natural gas (CNG) and propane autogas (LPG) fuel conversions. The in-field conversions can be performed across the United States by the Utilimaster Field Services organization. These solutions were conceived to meet the needs of the Isuzu Dealers and their vocational customers.

"This announcement embodies our approach of defining solutions that meet the unique needs of our customers. For those customers that define their alternative fuel needs early on in the purchase process, performing the CNG and LPG conversions adjacent to the Spartan assembly plant provides them one point of release. In cases where the Isuzu dealer has existing inventory or their customer desires an on-site conversion, our Utilimaster Field Services organization can perform the modifications at the local Isuzu dealer or at the customer's place of business," said John Forbes, president, Utilimaster Corporation. "Situations driving implementation by our Field Services Team can take many forms. For example, the state of Illinois is currently offering a \$4,000 propane autogas rebate for each vehicle. This considerably accelerates the payback for the alternative fuel conversion to two years."

The announcement was made today at the Alternative Clean Transportation (ACT) Expo in Long Beach, California.

ABOUT UTILIMASTER:

Utilimaster (www.utilimaster.com), a subsidiary of Spartan Motors, Inc. (Nasdaq:SPAR), is a leading manufacturer of walk-in vans and commercial truck bodies for the delivery and service market place. Utilimaster designs, develops and manufactures products to customer specifications for use in the package delivery, one-way truck rental, bakery/snack delivery, utility and linen/uniform rental businesses. The company serves a diverse customer base and also sells aftermarket parts and accessories. Visit Utilimaster at www.utilimaster.com.

About Spartan Motors

Spartan Motors, Inc. designs, engineers and manufactures specialty chassis, specialty vehicles, truck bodies and aftermarket parts for the recreational vehicle, emergency response, government services, defense, and delivery and service markets. The company's brand names – Spartan™, Spartan ERV™ and Utilimaster® – are known for quality, performance, service and first-to-market innovation. The company employs approximately 1,700 associates at facilities in Michigan, Pennsylvania, South Dakota, Indiana, Florida and Texas. Spartan reported sales of \$426 million in 2011 and is focused on becoming a global leader in the design, engineering and manufacture of specialty vehicles and chassis. Visit Spartan Motors at theshyftgroup.com.

CONTACT: John Marshall
Senior Vice President, Sales and Marketing
Utilimaster Corporation
(574) 862-3425
JMARSHALL@Utilimaster.com

Russell Chick

Corporate Director of Marketing
Spartan Motors, Inc.
(517) 543-6400
Russell.Chick@spartanmotors.com

Spartan Motors, Inc.