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**SPARTANMOTORS.COM**

## **Utilimaster(R) Corporation Announces Alliance With LandiRenzo to Offer CNG Conversions on Isuzu NPR-HD Gas Trucks**

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BRISTOL, Ind., March 7, 2013 (GLOBE NEWSWIRE) -- Utilimaster Corporation, a subsidiary of Spartan Motors, Inc. (Nasdaq:SPAR), today announced an alliance with LandiRenzo to offer Compressed Natural Gas (CNG) conversions on Isuzu NPR-HD Gas vehicles. LandiRenzo is a world leader in alternative fuel solutions with over 1.5 million systems sold annually. Utilimaster has been providing alternative fuel solutions including LPG, CNG and plug-in electric since 2003.

The CNG conversion offers a compelling value proposition, providing current fuel costs savings up to 65% when compared to conventional gasoline (saving the equivalent of \$1.50-\$2.50 per gallon). Compressed Natural Gas offers up to a 75% reduction in NOx of and a 25% reduction in carbon dioxide (CO2) greenhouse gases.

John Forbes, President, Utilimaster Corporation, commented, "With the rise in fuel prices, Utilimaster is offering fleet owners a green solution with field-proven financial returns. We are unique to offer the solution at our OEM assembly plant and offer in-field, on-site installations. Our clients know they have a business alliance they can trust at a time when increasing costs make Compressed Natural Gas an attractive alternative."

These Utilimaster / LandiRenzo CNG conversions are installed adjacent to the Isuzu NPR gas assembly plant on the Spartan Motors Charlotte, Mich., campus or can be installed at Isuzu dealerships with training provided by Utilimaster Field Services teams.

Utilimaster has a proprietary alternative fuels program offering that assesses customer needs, formulates the best solution, develops the business case, manages the deployment project plan and provides product training/support. Customers also have the option of calling upon the Utilimaster Fleet Solutions Organization to implement additional programs – at any location – that have proven to be best practices in the areas of improved driver productivity, safety, and reduction of cost of operation.

Spartan Motors' business strategy is embodied in The Spartan DRIVE Plan. It is a five-point plan that is represented by the acronym D.R.I.V.E.

*D.R.I.V.E.*

- *Diversified Growth*
- *Redefining Technology and Innovation, Develop Exciting Products Value*
- *Integration of the Enterprise to Achieve Operational Improvement*
- *Vibrant Culture*
- *Extend Our Core Markets*

Building on this plan, DRIVE encourages heightened focus, teamwork and a common approach. It will align associate efforts and emphasize the importance of both collaboration and integration across business units. This strategy will enable diversification and limit exposure to industry cyclicity.

### *About Utilimaster*

Utilimaster, 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 marketplace. 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](http://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 and defense, 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](http://theshyftgroup.com).

#### *About LandiRenzo*

Landi Renzo is the global leading supplier/installer of fuel systems to OEM projects. Landi Renzo USA will tap this depth of experience to offer final consumers the highest quality OEM grade alternative fuel systems available in the United States. Landi Renzo is the global leader in CNG and LPG fuel systems design, manufacture, installation and service with over 33% market share. Landi Renzo USA is headquartered in Torrance, Calif. Landi Renzo S.p.A. is traded on the Italian Stock Exchange Star Segment under the ticker symbol LR. For more information on Landi Renzo visit [www.landiusa.com](http://www.landiusa.com).

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