



1541 Reynolds Rd. Charlotte, MI 48813

P: 517.543.6400

**SPARTANMOTORS.COM**

## **Utilimaster(R) Corporation Announces Partnership With Bi-Phase Technologies to Offer Propane Vehicle Conversions**

March 6, 2012

WAKARUSA, Ind., March 6, 2012 (GLOBE NEWSWIRE) -- Utilimaster Corporation, a subsidiary of Spartan Motors, Inc. (Nasdaq:SPAR), announced today that it has partnered with Bi-Phase Technologies, LLC to sell and market propane conversions for Isuzu N-Series gasoline vehicles.

Under terms of the agreement, a Vehicle Modification Center was established at the Charlotte, MI campus where Spartan Motors assembles the Isuzu N-Series gasoline truck. Additionally, the Wakarusa, IN, campus will offer propane conversions for vehicles with GM and Ford engines. In 2011, Utilimaster converted 150 Ford and Isuzu trucks for Schwan's Home Service, Inc. as part of a larger upfit contract.

"The Bi-Phase partnership offers our clients an affordable green solution with a positive return on investment. Our clients appreciate a turnkey solution and a single point of release for vehicle, body, propane conversion, and custom upfit solutions," states John Marshall, Senior Vice President, Sales and Marketing, Utilimaster Corporation.

Bi-Phase Technologies has successfully installed more than 10,000 GM, Ford, and Isuzu propane conversions. The solution is currently deployed for daily route operation on approximately 5,000 Schwan's Home Service delivery vehicles.

"Our partnership with Utilimaster combines their vehicle integration and conversion expertise with more than a decade of engineering development with propane technologies. We operate the largest dedicated fleet of propane vehicles in North America," said John Roberts, Vice President and Managing Director, Bi-Phase Technologies.

### About Utilimaster

Utilimaster Corporation ([www.utilimaster.com](http://www.utilimaster.com)), a subsidiary of Spartan Motors, Inc. (Nasdaq:SPAR), is the 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 one-way truck rental, bakery/snack delivery, utility, package delivery, linen/uniform rental, and a variety of service vocations. The company serves a diverse commercial customer base primarily in Canada and the United States and provides a variety of field service solutions.

CONTACT: John Marshall  
SVP, Sales & Marketing  
Utilimaster Corporation  
574.862.3425  
[jmarshall@utilimatser.com](mailto:jmarshall@utilimatser.com)

Spartan Motors, Inc.