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Spartan Motors Gains New OEM Customer for RV Chassis Shipments for Damon Corporation Commencing in First Half of 1999

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CHARLOTTE, Mich., March 8 /PRNewswire/ -- Custom chassis maker Spartan Motors, Inc. (NASDAQ:SPAR) today announced it has reached an agreement to supply recreational vehicle chassis to Elkhart, Ind.-based Damon Corporation.

The Charlotte, Mich.-based chassis engineer and manufacturer said it received an initial order for 60 custom Mountain Master chassis for Damon's Escaper Class 'A' motorhome. Spartan's chassis order from Damon restores a relationship between the two companies from nearly five years ago.

"The improvements we've made in quality, customer service and innovative product designs were critical factors in our ability to win back Damon's business," said John Szykiel, Spartan Motors President and Chief Operating Officer. "We are very pleased to be aligned with Damon and their progressive RV operations and look forward to helping them build their presence in the premium, diesel pusher RV market."

According to Recreational Vehicle Industry Association (RVIA) statistics, rear-engine diesel motorhomes are the fastest growing segment of the overall Class 'A' RV market and currently represent 25% of the total segment.

Damon's Escaper motorhome will include a 300 h.p. or 330 h.p. diesel engine; 39-foot length; slideout and high line options; and varying kitchen, bath and bedroom layouts and accessories. Damon's Escaper is one of five Class 'A' models offered by the RV maker.

"We fully expect the combination of Damon's unique coach designs and floor plans and the premium performance of Spartan's chassis to be well received by our dealers and the overall RV market," said Damon Corporation President Don Pletcher. The Escaper will be sold by select Damon dealers among the Company's network of more than 300 dealerships nationwide.

Jim Calerbank, director of marketing for Damon, added: "The Escaper will be available for retail RV buyers this month. The unit has received outstanding reviews from the press and public at dealer shows, and we look forward to solid sell through on this new product."

Since its inception in 1988, Damon Corporation has become one of the largest full-line RV manufacturers in the country. Damon manufactures fifth wheel, travel trailer and fold-down towable campers, park model recreational vehicles and a variety of Class 'A' motorhomes sold under the Challenger, Homet, Camplite, Breckenridge, Daybreak, Intruder, Ultra Sport and Escaper model names.

Spartan Motors, Inc. (<http://theshyftgroup.com/>) is a leading engineer and manufacturer of custom chassis for recreational vehicles, as well as fire trucks, transit buses, school buses and other specialty vehicles. Spartan also owns three companies that manufacture emergency vehicles -- Luverne Fire Apparatus, Quality Manufacturing and Road Rescue -- and a stake in school bus manufacturer Carpenter Industries, Inc.

Source: Spartan Motors, Inc.

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