



1541 Reynolds Rd. Charlotte, MI 48813

P: 517.543.6400

SPARTANMOTORS.COM

Spartan Motors Awarded \$214 Million Contract From United States Postal Service

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Multi-year Prime Contract Calls for More Than 2,000 Cargo Body Fleet Vehicles

CHARLOTTE, Mich., Oct. 26, 2017 /PRNewswire/ -- [Spartan Motors, Inc.](#) (NASDAQ: SPAR) ("Spartan" or the "Company"), a global leader in specialty chassis and vehicle design, manufacturing and assembly, today announced that its Spartan Fleet Vehicles and Services (FVS) business unit — which encompasses the Utilimaster go-to-market brand — has been awarded a \$214 million contract from the United States Postal Service (USPS) for more than 2,000 cargo body fleet vehicles. The contract represents the largest revenue contract in the history of Spartan Motors.

"Utilimaster has been engineering and building the very best purpose-built parcel delivery vehicles for more than 40 years," said Daryl Adams, President and Chief Executive Officer, Spartan Motors. "We've worked hard to make our products stand-out in the industry and we're committed to manufacturing excellence."

The order from the USPS includes a combination of Cab Over Engine (COE) and Cab Behind Engine (CBE) Utilimaster truck bodies in a variety of 18-foot and 24-foot configurations. The USPS order will be built and delivered over the span of two years, with an option for additional quantities delivered over a third contract year. Production will begin in Q2 of 2018.

"Our ability to design, custom engineer, and build commercial trucks across classes 1-6, in addition to providing custom vocation-specific upfits uniquely positions us to serve the growing 'last mile' delivery fleet that is in demand by today's ecommerce retailers," concluded Tom Ninneman, President of Spartan Fleet Vehicles and Services.

For more information on Spartan's Fleet Vehicles & Services and its Utilimaster brand, visit theshyftgroup.com/fleet-vehicles.

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; Smeal® and its family of brands, including Ladder Tower™ and UST®; and Utilimaster®, a Spartan Motors Company — are known for quality, durability, performance, customer service and first-to-market innovation. The Company employs approximately 2,200 associates and operates facilities in Michigan, Indiana, Pennsylvania, Missouri, Wisconsin, Nebraska, South Dakota; Saltillo, Mexico; and Lima, Peru. Spartan reported sales of \$591 million in 2016. Visit Spartan Motors at theshyftgroup.com.

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SOURCE Spartan Motors, Inc.

Media Contacts: Samara Hamilton - Corporate Director of Marketing, Spartan Motors, Inc., 517.997.3860, Samara.Hamilton@spartanmotors.com; Matt Jackson - Senior Director, Lambert, Edwards & Associates, 616.233.0500, mjackson@lambert.com