



SPARTAN CHASSIS, INC.
A SPARTAN MOTORS COMPANY

For Immediate Release

Spartan Chassis Showcases “The Premier Foundation” During the 49th Annual National RV Trade Show

Featured concept chassis define future design direction of the marketplace

Charlotte, Mich. – November 29, 2011 – Spartan Chassis, Inc., a subsidiary of Spartan Motors, Inc. (Nasdaq: SPAR), will exhibit two concept chassis and promote its latest social media program at the 49th Annual National RV Trade Show in Louisville, Ky., November 29 – December 1.

With a strong focus on emerging market segments and expanding opportunities within Classes A and C, Spartan Chassis’ design concepts have garnered broad interest throughout the pre-show period. Recreational vehicle original equipment manufacturers are demonstrating interest in opportunities with a unique edge that can drive demand. Opportunities exist in the marketplace with both current owners looking to downsize their RVs and prospective buyers interested in purchasing entry-level units.

“There are several key factors that are driving change in both the Class A and Class C recreational vehicle markets,” said Dave Snitgen, Vice President of Recreational and Specialty Chassis at Spartan Chassis. “Given the various forces at work within our economy, such as higher fuel prices, a trend has emerged towards downsizing by both first-time and repeat buyers. Spartan Chassis has created two chassis concepts that we are confident will define the future design direction of the marketplace.”

Both concepts, a 32’ Class A chassis and a 25’ Class C chassis, capture key design features such as flexibility and adaptability that have always been key attributes of Spartan’s premier chassis foundations.

32’ Concept Chassis

A 2010 study by Harris Interactive* indicates strong interest in smaller and more fuel efficient RVs. In an effort to target this growth within the Class A segment, Spartan Chassis developed the 32’ concept, which is a light weight, maneuverable mid-size, diesel-pusher chassis. The concept features improved fuel efficiency and a smaller carbon footprint, as well as the traditional benefits of a rear diesel engine chassis such as low engine noise, increased power options, and carrying capacity.

Additional features of the innovative concept chassis design include:

- Navistar MaxxForce 7 turbo-diesel engine
- Allison 1000MH electronic transmission

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- Cummins Onan 6k generator
- 22,000 lb. gross vehicle weight rating
- High-strength, low-alloy steel construction: 50,000 psi minimum yield
- Hydraulic disc brakes
- Polymer diesel fuel tank

25' Concept Chassis

With more than 40 million disabled adults living in the United States and a growing baby-boomer generation, there is a need in the marketplace for a purpose-built, low-floor platform design that offers ease of entry and egress with the option of including an ADA compliant ramp.

According to 2005 United States Census Bureau data** of people aged 15 and older:

- 27.4 million had difficulty with ambulatory activities of the lower body
- About 22.6 million people had difficulty walking a quarter of a mile; 12.7 million were not able to perform this activity
- About 21.8 million people had difficulty climbing a flight of stairs; 7.4 million of them were not able to do it at all
- Roughly 3.3 million people used a wheelchair or similar device and 10.2 million used a cane, crutches, or walker to assist with mobility

The 25' concept incorporates front and rear self-leveling air suspensions with four-corner kneeling. The kneeling feature, available at the touch of a single switch, reduces entry step height to a level never before seen on an RV. This concept chassis provides manufacturers with the opportunity to expand their business to include RVs for customers with mobility and health concerns.

Additional features of the 25' concept chassis include:

- Chevy G4500, gas and diesel chassis
- Air-ride suspension with sway bars (front and rear)
- Electronic control kneeling (front and rear)
- Available in multiple lengths (24', 26', and 28')
- High-strength, low-alloy steel construction: 50,000 psi minimum yield
- Powder-coated frame for extended life and corrosion resistance
- Premium air dryer system with spin-on eco-friendly filtration
- 3 year / 50,000 mile limited chassis warranty

“Since 1985, Spartan Chassis has developed significant technological innovations that have changed the RV industry,” said John Szykiel, President and CEO of Spartan Motors. “Today, we continue that history of innovation with the presentation of our vision of chassis design. We are excited to gather pertinent information related to our current product line, as well the innovative concept chassis that are on display here, for future consideration and refinement.”

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Spartan Chassis will engage attendees with its most recent social media program, Facebook.com/SpartanChassisRV, during the event. Representatives of the company will conduct video interviews with show attendees to capture feedback on the concept chassis that will be shared through the social outlet.

Snitgen added, "Spartan Chassis has created a community for all of our RV chassis manufacturers, dealers and suppliers to collaborate, engage consumers, drive growth of the brand, and improve customer satisfaction. Displaying the two innovative chassis concepts in our exhibit provided the perfect opportunity to interact with show attendees on the future possibilities of our product line for viewing by a wider audience."

The concept chassis will be on display at the Spartan Chassis exhibit, #2001, in the Kentucky Expo Center. The 49th Annual National RV Trade Show, November 29 - December 1, 2011, is the preeminent trade show for the RV dealer market, and brings together suppliers, dealers, and other industry representatives each year to showcase the latest RV technology and new models.

** Harris Interactive, RV Perceptions & Purchase Motivators: A Communications Planning Study, Go RVing, 2010.*

*** Brault, Matthew, Americans with Disabilities: 2005, Current Population Reports, P70-117, U.S. Census Bureau, Washington, DC, 2008.*

About Spartan Chassis

Spartan Chassis, Inc. is a world-class leader in the engineering, manufacturing and marketing of chassis and aftermarket parts for emergency-response, recreational vehicle (RV), defense and specialty vehicles. End users recognize and request the Spartan Chassis brand, which consistently delivers superior performance, exceptional safety ratings and innovations which distinguish us from the competition. Visit Spartan Chassis at spartanchassis.com.

About Spartan Motors

Spartan Motors, Inc. designs, engineers and manufactures specialty chassis, specialty vehicles, truck bodies and aftermarket parts for the recreational vehicle (RV), emergency response, government services, defense, and delivery and service markets. The Company's brand names- SpartanTM, Crimson FireTM, Crimson Fire AerialsTM, and Utilimaster[®]- are known for quality, value, service and first-to-market innovation. The Company employs approximately 1,800 at facilities in Michigan, Pennsylvania, South Dakota, Indiana, Florida and Texas. Spartan reported sales of \$481 million in 2010 and is focused on becoming a global leader in the design, engineering and manufacture of specialty vehicles and chassis. Visit Spartan Motors at www.spartanmotors.com.

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