

Ford Motor Company Selects PosiCharge® as Supplier for Company-Wide Fast Charge Rollout

Kicks Off Plan to Convert All Internal Combustion Forklifts to Electric without Battery Changing

CHICAGO, At ProMat 2005, Jan. 10, 2005 -- PosiCharge®, the industrial fast charger division of AeroVironment, today announced that Ford Motor Company has selected the company for its system-wide deployment of fast charge technology throughout its manufacturing operations. In the first phase, PosiCharge will facilitate the seamless replacement of all of Ford's internal combustion material handling vehicles with electric vehicles. As the rollout continues, PosiCharge will help Ford Motor Company to discontinue reliance on battery rooms.

“Ford's selection of PosiCharge to support this major corporate initiative represents a significant milestone for our company and for fast charging in general,” said Pat Dellario, vice president and general manager, PosiCharge. “It validates the success we have had in implementing fast charging at Ford over the last four years. In addition to reducing operational costs, this program will dramatically reduce the potential for injuries due to battery handling, cross-plant traffic, and hazardous material spillage.”

PosiCharge fast charges each battery in the vehicle during short breaks, lunches and shift changes, resulting in instant operational efficiencies. Its proprietary system gathers battery data, analyzes energy usage, and protects batteries using custom charge algorithms. To further enhance its system's capabilities, PosiCharge has partnered with I.D. Systems Inc. to offer Ford a custom RFID-based data management system that delivers real-time truck, charger, and battery data and management recommendations.

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About PosiCharge

PosiCharge is the leading provider of fast charge systems, allowing users to run multiple shift operations without a battery room and its associated challenges – including run time issues, reduced battery capacity, infrastructure cost, lost productivity, worker injury, and excess battery inventories. For years, PosiCharge has been keeping fleets running in some of the hardest working Fortune and Global 500 plants and distribution centers in the country. PosiCharge is an AeroVironment, Inc. business. For more information on PosiCharge, visit www.posicharge.com.

About AeroVironment, Inc.

AeroVironment develops innovative technology for energy efficient systems and unmanned aerial vehicles (UAV), and leverages its intellectual property base into breakthrough commercial ventures. AeroVironment (www.aerovironment.com) was founded in 1971, and its Monrovia, Calif., headquarters is home to more than 200 engineers, physicists, and business managers specializing in cutting-edge research and development, new venture development, manufacturing and marketing.

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