

PosiCharge® Named Sole Supplier for Multi-Facility Fast Charge Deployment at Del Monte Foods

MONROVIA, Calif., March 31 2005 – PosiCharge®, the industrial fast charger division of AeroVironment, today announced that Del Monte Foods has chosen the company as the sole supplier for its multi-facility fast charge deployment to convert internal combustion forklifts to electric at selected facilities. The multi-year conversion program will eliminate battery changing rooms at applicable facilities as well as improve productivity and reduce operating costs.

“We have been very impressed with PosiCharge’s robust technology and the company’s ability to implement turn-key solutions in a variety of applications,” said Glen Lewis, Western Region Procurement Manager, Del Monte Foods. “Our company has implemented aggressive energy-saving and employee safety programs at our plants and distribution centers. At applicable locations, PosiCharge’s technology will enable a smooth transition from internal combustion to electric forklifts while improving overall facility productivity and costs.”

Lewis added that, in addition to saving energy and improving safety, the fast charge deployment will increase productivity at all facilities. “Achieving the highest possible plant and distribution center efficiency is critical in the food industry in order to maintain competitiveness,” Lewis said. “We believe this conversion program will be a significant contributor to ensuring a competitive advantage for Del Monte Foods.”

Pat Dellario, vice president and general manager, PosiCharge, said that, in addition to the environmental and safety advantages of fast charge technology, Del Monte Foods will experience immediate benefits from PosiCharge’s parallel technology that allows multiple electric trucks to be charged simultaneously while personnel are on break.

“Our parallel charging technology and wireless transmission of the results will contribute substantial productivity improvement at Del Monte Foods’ plants and distribution centers,” said Dellario. “PosiCharge’s unique product offering and application engineering capabilities, along with ongoing targeted research and development, will enable us to continue to deliver the best systems solutions to our customers.”

PosiCharge fast charges each battery in the vehicle during short breaks, lunches and shift changes, resulting in instant operational efficiencies. Its proprietary system gathers real-time truck, charger, and battery data, analyzes energy usage, and protects batteries using custom charge algorithms.

About Del Monte Foods

Del Monte Foods Company is one of the country's largest and well-known producers, distributors and marketers of premium quality, branded and private-label food and pet products for the U.S. retail market, generating over \$3 billion in net sales in fiscal 2004. With a powerful portfolio of brands including Del Monte®, Contadina®, StarKist®, S&W®, Nature's Goodness™, College Inn®, 9Lives®, Kibbles 'n Bits®, Pup-Peroni®, Sausages®, and Newsomes!®, Del Monte products are found in 9 out of 10 American households. For more information on Del Monte Foods Company, visit the Company's website at www.delmonte.com.

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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