

**SYSCO FOOD SERVICES FAST CHARGE RESULTS IN
Independent Tests Yield Positive Results for PosiCharge®**

LAS VEGAS and MONROVIA, Calif., Oct. 20, 2004 – SYSCO Food Services, longtime users of PosiCharge® fast charge systems for electric forklifts, today announced the results of its second independent fast-charge battery audit in 22 months. Both tests indicate that the batteries retained capacity well beyond standard fast-charge battery warranty expectations.

The ongoing testing is managed by Motive Energy, a California-based Deka battery distributor and performed on a battery powered solely by PosiCharge fast chargers. The battery has been in service for nearly two years.

The 36v 1000Ah battery has been working two shifts a day in a heavy-use reach truck, both in the dry and cold areas of one of SYSCO Food Services' state-of-the-art operating companies located in Las Vegas. The test shows that the battery has retained 106 percent of its rated capacity. In a recent letter, Steve Carter, sales manager of Motive Energy, stated that SYSCO Food Services "should expect five to six years of total life from the battery."

PosiCharge management indicated that these tests further substantiate that fast charging is reliable and compatible with all major industrial batteries on the market.

Performing Like New Battery

Pat Dellario, vice president and general manager of PosiCharge, explains, "The battery that was tested at SYSCO is performing like a new battery. PosiCharge can extend battery life through the use of closed loop current, voltage, and temperature control. These proprietary algorithms protect against overcharging and overheating, while still delivering sufficient charge to support high-velocity operations only during scheduled breaks. The result is a more productive operation and batteries that retain their capacity."

Another independent battery distributor has performed a similar test on a heavy-use battery at Ford Motor Company and has yielded similar results. The PosiCharge team has plans to revisit

the same battery and commission a complete test in coming months. The battery is now three years old and going strong, well on its way to effectively outlasting its warranty.

About SYSCO Food Services, Inc.

SYSCO is the largest foodservice marketing and distribution organization in North America. The company's 150 distribution locations in the United States and Canada provide food and related products and services to approximately 400,000 restaurants, healthcare and educational facilities, lodging establishments and other foodservice customers throughout the United States and Canada. For the fiscal year 2004 that ended July 3, 2004, the company reported sales of \$29.3 billion and net earnings of \$907.2 million. For more information about SYSCO visit the company's home page at www.sysco.com.

About PosiCharge

PosiCharge fast charge systems allow users to eliminate the battery room and all the challenges that go with it – including run time issues, reduced battery capacity, infrastructure cost, lost productivity, worker injury, and excess battery inventories. PosiCharge fast charges each battery in the vehicle during short breaks, lunches, and shift changes, so the battery never leaves the vehicle. The result is instant productivity improvements, and no workflow interruptions for battery changing. With a proprietary system that safeguards batteries by measuring temperature and customizing each charge, PosiCharge can actually extend the useful life of a battery. 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 a division of AeroVironment, Inc. More information can be found at 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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