



## **KVH Introduces New Satellite Antenna For Stationary TV Reception in Vehicles**

March 1, 2000

Middletown, RI, March 1, 2000 – Tonight it's Montana, tomorrow maybe Wyoming, but wherever a recreational vehicle (RV) or truck is parked at journey's end in North America, the new TracVision™ SA from KVH Industries, Inc., (NASDAQ:KVHI) quickly and automatically provides the link to live satellite television and music broadcasts. At a cost comparable to old-fashioned fold-down satellite antennas, TracVision SA delivers a broad range of direct broadcast satellite (DBS) entertainment, news and music programming with the fastest acquisition time of any automatic system on the market.

The completely automatic TracVision SA requires no user input to rapidly and accurately locate and acquire channels from Dish™ Network or DIRECTV®, and there are no separate control boxes to install inside the vehicle. The stylish, weatherproof dome that protects the satellite antenna from the elements does not need to be stowed during operation like pop-up automatic systems that often are affected by wind, rust and corrosion.

"The introduction of TracVision SA marks the second major milestone in our comprehensive strategy for delivering satellite communications and data to the vehicle market," said Martin Kits van Heyningen, president and CEO. "The first milestone was achieved just over one year ago when we introduced TracVision LM, a ground-breaking, in-motion system for delivering quality, low-cost satellite television to vehicles. TracVision LM's success exceeded our initial expectations and confirmed that we were on track to meet the pent-up demand for a reliable and affordable system that would deliver any time, any where entertainment and data."

KVH's proprietary sensor and software technologies enable TracVision SA to quickly and automatically acquire and maintain satellite contact. The TracVision SA flush-mount antenna dome measures 31" x 14.5" (79 cm x 37 cm), weighs about 33 pounds, and is easily installed on RVs, motor coaches, trucks and vans pre-wired with power and RF cables. TracVision SA is competitively priced at \$1,495 and offers considerable benefits over comparable automatic systems.

Owners who initially seek quality reception for stationary use and later decide to add the in-motion capability can easily upgrade their TracVision SA to have the same features as a TracVision LM. The in-motion package for TracVision SA includes a KVH antenna gyro and software upgrade. TracVision SA is covered by a two-year warranty and supported by the hundreds of dealer outlets throughout North America that also support TracVision LM and other KVH products. KVH has begun shipping TracVision SA, and the new system will be on display from March 24-26 at the Family Motor Coaching Association Winter Convention in Pomona, California.

"TracVision SA meets the needs of a large number of customers who told us they wanted an attractive domed unit for their vehicle but couldn't afford a full in-motion system," said Jim Dodez, vice president of marketing and sales support. "RV and truck owners who previously bought fold-down antennas also have been telling us they didn't stand up well to the elements and that they wanted to replace them with automatic domed units. We now can offer vehicle owners superior products for both stationary and in-motion applications, and the flexibility of an optional upgrade when their needs change."

KVH Industries, Inc. manufactures and markets digital navigation systems and mobile satellite communication products for use in commercial, military, and marine applications. The company's headquarters are in Middletown, RI, and additional offices are located in Hoersholm, Denmark, Tinley Park, Illinois, and St. Petersburg, Florida.

### Contact:

Alice Andrews

Director, Corporate Communications

tel: 401-847-3327

fax: 401-849-0045