



KVH Named 'Vendor of the Year' by Leading Marine Dealer Larry Smith Electronics

March 4, 2003

Cites KVH's Commitment to Quality Products and World-class Support for Marine Dealers and Consumers

MIDDLETOWN, R.I., Mar 4, 2003 /PRNewswire-FirstCall via COMTEX/ -- KVH Industries (Nasdaq: KVHI) was recently honored as "Vendor of the Year" by Larry Smith Electronics of Florida, one of the world's premier marine electronics dealerships. Mr. Larry Smith, the company's president, presented the award during the 2003 Miami International Boat Show in February.

"In addition to their outstanding products, KVH also offers world-class support and a commitment to quality and business operations that makes them a great business partner," remarked Mr. Smith. "KVH is considered the best in the industry, and it's nice to know that we can count on them for the same high quality and dedication that our customers expect from us."

After accepting the award on behalf of KVH Industries, Mr. Martin Kits van Heyningen, president and chief executive officer said, "We are very honored that the employees of Larry Smith Electronics felt that our efforts were worthy of this recognition. A key to our success in the marine electronics industry, as well as in our other markets, has always been the superior relationships we strive to develop and maintain with our dealers, customers, and partners. We are committed to the continuous improvement of our business operations and products to better serve our customers and our partners."

Larry Smith Electronics (www.marine-electronics.com) has been serving the maritime market for almost 50 years and is now based in Riviera Beach, Florida. Recognized as one of the leading marine electronics dealers in the industry, the company offers worldwide support through its Florida facility as well as branch offices in Seattle, Washington, Germany, and Italy. Larry Smith Electronics now provides marine electronics to custom yacht builders and shipyards throughout North America, Europe, Asia, South America, and Australia. All Larry Smith Electronics employees participate in the selection of the "Vendor of the Year" winner.

The 2003 "Vendor of the Year" award is the most recent in a series given to KVH by its dealers and distributors recognizing not only KVH's outstanding business practices but also its products, support, and service. In October 2002, the dealers and marine electronics professionals who comprise the National Marine Electronics Association named KVH's TracVision and Tracphone systems the "best products" in the satellite television and satellite telephone categories for the fifth consecutive year. KVH was also named the 2001 recipient of the STAGPARKWAY "Peach Award," given each year to honor STAGPARKWAY's Vendor of the Year. The award was presented by Atlanta-based STAGPARKWAY, the nation's largest distributor of parts and accessories to the recreational vehicle aftermarket. In 2000, KVH and its TracVision LM in-motion satellite TV system received the "Best New Product" award from Camping World, one of the world's largest RV accessory dealers.

Complete information about all of KVH's mobile satellite TV and communication systems can be found at www.tracvision.com and www.tracphone.com. High-resolution photos of KVH's marine satellite systems and the presentation of the "Vendor of the Year" award have been provided in the News section of the company's award-winning web site, www.kvh.com.

KVH Industries, Inc., designs and manufactures products that enable mobile communication, navigation, and precision pointing through the use of its proprietary mobile satellite antenna and fiber optic technologies. The company is developing next-generation systems with greater precision, durability, and versatility for communications, navigation, and industrial applications. An ISO 9001-registered company, KVH has headquarters in Middletown, Rhode Island, with a fiber optic manufacturing facility in Tinley Park, Illinois, and a European sales, marketing, and support office in Hoersholm, Denmark.

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