



KVH and Tech Electronics Team Up to Serve Canadian RV and Coach Market

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Tech Electronics Designated as KVH Authorized Distributor in Canada for Award-winning Satellite TV and Mobile Internet Systems

MIDDLETOWN, R.I., May 8, 2003 /PRNewswire-FirstCall via COMTEX/ -- The KVH TracVision family, the world's best-selling mobile satellite television antennas, further strengthened its leadership in the international market today as KVH Industries (Nasdaq: KVHI) announced a new working relationship with Canada-based Tech Electronic Services, a leading distributor of parts, accessories, and technical support to the Canadian recreational vehicle (RV) aftermarket. Through this relationship, KVH's TracVision in-motion satellite TV systems and the TracNet Mobile High-speed Internet System will be marketed throughout Tech Electronic Services' extensive network of RV and motorcoach dealerships and after-market retailers throughout Canada.

"The addition of Tech Electronic Services' distribution, sales, marketing, and technical support capabilities enhances TracVision's position as the world's number one choice for in-motion satellite TV systems," declared Ian Palmer, KVH's vice president of satellite sales. "We have had the opportunity to work with Tech Electronic Services for more than a year now and are pleased to formalize our arrangement by designating them our authorized Canadian TracVision and TracNet distributor."

According to Armand Lalonde, Tech Electronic Services' national sales manager, "The KVH TracVision systems have consistently demonstrated their superior capabilities and reliability within the Canadian marketplace. There is a growing demand among Canadian consumers for mobile satellite entertainment, and we look forward to our continued collaboration with KVH to bring this award-winning technology to retailers and consumers nationwide."

KVH's TracVision systems are fully automatic domed antennas that deliver satellite television and audio to RVs and motorcoaches via the ExpressVu service in Canada, as well as the U.S.-based DIRECTV and DISH Network services. These satellite services provide access to hundreds of stations of high-quality digital programming, including news, sports, weather, movies, and commercial-free music throughout Canada and the United States. TracVision antennas are also capable of supporting multi-satellite programming, unlike competing antennas, which can only track a single satellite and require a data connection to the satellite TV receiver. The premier TracVision L3 and S3 antennas are fully compatible with the new KVH TracNet Mobile High-speed Internet System, which receives Internet downloads at speeds reaching 400 kilobits per second (Kbps).

"Tech Electronic Services brings a host of benefits that complements KVH's sales efforts and is committed to delivering unparalleled dealer and customer service and support," Palmer continued. "For example, the dedication that Tech Electronic Services has shown providing on-call technical support for KVH systems has ensured that our customers receive the service, support, and quality that they have come to expect from KVH."

For complete details on KVH's line of TracVision and TracNet systems, visit www.TracVision.com. A high-resolution, press-ready photo of KVH's award-winning TracVision antennas is available for download and publication from the News section on KVH'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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