



KVH Receives STAGPARKWAY 'Peach Award;' Honored as Vendor of the Year

March 16, 2004

United States' Leading RV Parts and Accessory Distributor Cites KVH's Quality Products and Unparalleled Customer Service

MIDDLETOWN, R.I.--(BUSINESS WIRE)--March 16, 2004-- KVH Industries (Nasdaq: KVHI) was named a 2003 recipient of the STAGPARKWAY "Peach Award," given each year to honor STAGPARKWAY's Vendors of the Year. KVH was one of 5 vendors selected for this honor from a field of more than 700 that currently do business with Atlanta-based STAGPARKWAY, the nation's leading distributor of parts and accessories to the recreational vehicle aftermarket. STAGPARKWAY began distributing KVH's TracVision mobile satellite TV antennas to more than 3,000 RV and truck dealerships nationwide in June 2001. This marks the second time in the past three years that KVH has been honored with the Peach Award.

"We are gratified that STAGPARKWAY has chosen to recognize KVH and our efforts to provide outstanding products and world-class customer service and support," said Ian Palmer, vice president of satellite sales. "We are committed to developing and strengthening our relationships with our dealers, customers, and partners like STAGPARKWAY. It is an honor to receive the Peach Award and a pleasure to work with STAGPARKWAY."

According to Mike McKay, vice president of sales and marketing for STAGPARKWAY, "We are pleased with our working relationship with KVH. Both of our organizations value the proposition of adding value to the market through the delivery of quality products and unparalleled customer service."

Recipients of the Peach Award must develop and maintain an excellent working relationship with STAGPARKWAY, facilitate communications between the companies, create and implement an achievable plan, monitor and continuously improve performance, and foster a mutually beneficial partnership.

STAGPARKWAY is KVH's largest aftermarket distributor of the TracVision family of mobile satellite TV systems, as well as the TracNet Mobile High-speed Internet System. The TracVision family has become the satellite TV antenna of choice aboard RVs, trucks, buses, and motor coaches. For entertainment on the move, the TracVision L2 and the Digital Video Broadcast (DVB(R))-compatible TracVision L3 automatically find and track the satellite service of choice when the vehicle is in motion. The TracVision S2 and the DVB-compatible TracVision S3 offer automatic satellite acquisition once the vehicle has come to a stop. These roof-mounted systems are protected under a stylish, 14.5" high, impact-resistant dome and ensure reliable and easy access to as many as 300 channels of digital satellite TV entertainment from such services as DIRECTV(R), the DISH Network(TM), and ExpressVu. Both the TracVision L3 and TracVision S3 are also fully compatible with TracNet, which offers in-motion Internet access with downloads at speeds reaching 400 kilobits per second (Kbps).

STAGPARKWAY was founded in 1968 as Stag Trailer Supply. The company was later renamed STAGPARKWAY in 1989 following the acquisition of Parkway Distributors. Currently STAGPARKWAY provides next-day or second-day service to more than 90 percent of the U.S. retail outlets for RV parts and accessories through one of the company's 11 U.S. distribution centers, making it the leading RV parts and accessory distributor in the United States.

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-certified company, KVH has headquarters in Middletown, Rhode Island, with a fiber optic and military navigation product manufacturing facility in Tinley Park, Illinois, and a European sales, marketing, and support office in Hoersholm, Denmark.

This release may contain certain forward-looking statements that involve risks and uncertainties. Forward-looking statements address, for example, the functionality, characteristics, quality and performance of KVH's products and technology; and customer preferences, requirements and expectations. The actual results could differ. Factors that may cause such differences include, among others, those discussed in KVH's most recent Form 10-Q filed with the SEC. KVH assumes no obligation to update its forward-looking statements to reflect new information or developments.

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