



## **KVH Appoints Robert Riedford as Director of Business Development, Satellite Products**

June 15, 2004

***With 20 Years Experience at General Motors and Delphi Electronics, Riedford will Focus on New Opportunities for TracVision Antennas***

MIDDLETOWN, R.I.--(BUSINESS WIRE)--June 15, 2004-- KVH Industries, Inc., (Nasdaq: KVHI) announced today that Mr. Robert Riedford has joined the company as its Director of Business Development for Satellite Products.

"Bob Riedford brings a remarkable breadth of expertise to KVH thanks to his more than 20 years working with General Motors, Delco Electronics, and most recently Delphi, the world's largest Tier 1 supplier of electronics to the transportation market," remarked Martin Kits van Heyningen, KVH's president and chief executive officer. "His proven record of identifying and successfully pursuing new domestic and international sales opportunities for non-traditional transportation electronics will be a tremendous resource for KVH as we expand our sales efforts for our TracVision low-profile satellite TV systems into the automotive OEM and commercial marketplaces as well as through potential licensing arrangements.

Mr. Riedford most recently served as sales manager for global diesel and commercial vehicle electronics at Delphi Electronics. While serving in this role, Mr. Riedford doubled electronics sales to North American commercial vehicles. He also oversaw business accounts that encompassed such commercial vehicle manufacturers as Freightliner, Caterpillar, Peterbilt, Kenworth, and John Deere as well as international commercial accounts with Isuzu and Volvo among others.

Commenting on the opportunities ahead of KVH, Mr. Riedford said, "People want to stay connected while they are traveling. Now that in-vehicle video penetration rates are approaching 30 percent in North America, there is a tremendous potential market for mobile access to such services as DIRECTV. At the same time, truckers and commercial operators deserve DIRECTV service in their rigs. KVH's TracVision mobile satellite TV antennas make integration and access to live satellite TV services available to virtually any vehicle. I look forward to helping KVH seek out and take advantage of these opportunities."

Mr. Riedford holds a Bachelor's degree in Electrical Engineering from the University of Evansville.

KVH Industries, Inc., is the leader in designing and manufacturing satellite television antennas for mobile applications on land or sea. More customers use mobile TracVision antennas on their boats, RVs, trucks, buses, and automobiles than any other product. 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 Kokkedal, Denmark.

Please contact Chris Watson, KVH's corporate communications manager, at (401) 847-3327 or via e-mail at [cwatson@kvh.com](mailto:cwatson@kvh.com) for additional information regarding this or any other KVH release.

This release may contain certain forward-looking statements that involve risks and uncertainties. Forward-looking statements address, for example, the potential market opportunities, future product sales and revenues, the functionality, characteristics, quality and performance of KVH's products and technology; anticipated innovation and product development; 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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