



## Commercial Marine Operators Turning to KVH for Complete Satellite Communications Solution

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Mowinckel Ship Management latest to select TracPhone V7 and mini-VSAT Broadband for multi-ship fleet

MIDDLETOWN, R.I., March 23 /PRNewswire-FirstCall/ -- Commercial maritime professionals have a keen eye for value in order to be successful. One feature that can add tremendous value to any ship is a versatile and affordable satellite communications solution. Broadband connections onboard are playing a valuable role in enhancing operational efficiency, reducing costs, and increasing competitive position. Increasingly, commercial shipping operators are turning to KVH Industries, Inc., (Nasdaq: KVHI) and its comprehensive suite of satellite communications and entertainment solutions. Selected by tanker fleets, commercial fishing operators, ferries, government vessels, and other vessels, KVH's broadband Internet, telephone, and satellite TV solutions are proving to be powerful tools that strengthen ship management, boost crew morale and retention, and help meet regulatory requirements more efficiently.

One of these is Mowinckel Ship Management AS (formerly Vista), the latest commercial ship operator to convert to KVH's commercial-grade TracPhone V7 satellite communications system for its day-to-day satellite communications and crew use on seven chemical tankers.

"We are excited to have a new solution for day-to-day shipboard satellite communications that is both affordable and easy to install alongside our existing Inmarsat and GSM systems. This helps to keep our business operations efficient, and allows the crew to use the services to stay in touch with their loved ones," says Runar Gaarder, ICT Manager for Mowinckel Ship Management. "This is especially important, because in our industry retaining quality crew and officers is essential."

The TracPhone V7 and mini-VSAT Broadband service offer highly valuable features for Mowinckel, including data service at 256 Kbps and two lines of enhanced Voice over IP (VoIP) telephone service, dramatically increasing their network capacity while staying within their monthly airtime budget.

"We use the TracPhone V7 for a variety of applications, including daily reports, troubleshooting, quality control, supply requisitions and job instructions," explains Stephen Kemp, resource manager for Houston, TX-based Tesla Offshore, LLC, illustrating the many tasks that the TracPhone V7 supports on Tesla's geophysical data acquisition vessels.

KVH also offers its rugged satellite TV antennas for use aboard commercial vessels, including shipping and fishing vessels that are often at sea for long periods of time, to increase crew morale and support retention of quality staff. Many operators choose to have live TV onboard for this very reason - as competition for the best crew intensifies, amenities like satellite TV can help an operator succeed.

"The equipment was easy for our vessels' electrical engineers to install," says Sergey Minakov, Electrical Engineer Superintendent for Unicom Management Services Ltd., a member of SovComFlot, Russia's largest shipping company, which is in the process of fielding KVH TracVision systems on 60 vessels. "Now, the TracVision M9 allows our crew to watch the latest news. Having live TV onboard clearly increases the morale of our people."

Steven J. Griffin, commercial marine sales manager for KVH, will discuss these solutions in depth at 10 a.m. on Tuesday, March 24, 2009 at the CMA Shipping 2009 Conference and Exhibition in Stamford, CT.

Please visit [www.kvh.com/commercial](http://www.kvh.com/commercial) for more information about KVH's comprehensive suite of satellite communications for the commercial maritime industry.

Visit [www.kvh.com/whitepapers](http://www.kvh.com/whitepapers) to download free case studies illustrating how commercial operators like Mowinckel are relying on KVH's satellite communications and entertainment solutions to improve shipboard operations and crew morale.

Note to Editors: High-resolution, press-ready photos of KVH's TracPhone and TracVision products are available at <http://press.kvh.com> for download and editorial use.

About KVH Industries, Inc.

Middletown, RI-based KVH Industries, Inc., and its wholly owned subsidiary, KVH Europe A/S, are leading providers of in-motion satellite TV and communications systems, having designed, manufactured, and sold more than 150,000 mobile satellite antennas for applications on vessels, vehicles, and aircraft. KVH's mission is to connect mobile customers around the globe with the same digital television entertainment, communications, and Internet services that they enjoy in their homes and offices.

This release may contain certain forward-looking statements that involve risks and uncertainties. Forward-looking statements include, for example, 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 materially. Factors that may cause such differences include, among others, those discussed in KVH's most recent Form 10-Q filed with the SEC. KVH does not assume any obligation to update its forward-looking statements to reflect new information or developments.

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