

## VICTRON ENERGY POWER TO SUCCESS AT CVS AND HIGHLIGHT INDUSTRY CONCERNS

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*For Victron Energy, the CV Show at the NEC last week proved to be a great success. Feedback from customers, however, highlighted concerns at the lack of regulation in this sector.*

Victron, exhibiting in conjunction with distribution partner Merlin Equipment, reports a significant improvement on business at this year's show. Danny Jones, Victron Energy's Area Manager for the UK said "we were busy from start to finish and have accumulated a great number of first class leads for us to work on"

The company puts the success down to two issues; the clear fact that the market for on board auxiliary power is growing rapidly and the effort invested in making the stand appealing to visitors. "It was clear from the feedback we had that our displays were of real interest and practical working exhibits were more effective than a collection of neatly displayed components might have been" Jones added.

What did transpire, however, was a growing concern that the use of auxiliary power is not governed by clear guidance with regard to what is considered good practice. "In the absence of a clear standard for electrical power installations in vehicles, guidance is being drawn from different and often contradictory sources" Jones stated. "We had one group visit the stand from a recently merged electricity utility organisation that has an amalgamated fleet using entirely different standards for installation on one half to that of the other". This is an issue the company regards to be in need of urgent attention.



Merlin Equipment & Victron



Working Victron Energy installation