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Altronix Expands FM Valenti Representation in the Northeast

Brooklyn, NY (December 19, 2023) – Altronix, the recognized leader in power and data transmission products for the professional security industry, is building upon its successful relationship with manufacturer’s representative firm FM Valenti by expanding their responsibilities to now include the New York Metro and Northern New Jersey region. FM Valenti was initially appointed to represent Altronix in June 2023 throughout New England, including MA, CT, VT, RI, NH, ME, and Upstate NY. FM Valenti supports a growing network of security professionals, ensuring that end-users, system integrators, and consultants can best leverage Altronix’s extensive portfolio of leading power and data transmission solutions.

"As we further build on our relationship with FM Valenti and our continued success in the New England area, we are pleased to include them in this strategic expansion," said Alan Forman, President, Altronix Corporation. "We are confident that with FM Valenti's adept sales experience with Altronix solutions will continue to flourish, allowing a broader base of customers to specify our cutting-edge products and technologies."

[FM Valenti](#) was founded in 1967 and has grown into one of the top-rated manufacturers rep firms in the nation. They represent quality manufacturers in the security, AV, and enterprise network market segments across the Northeast region.

“We have had stellar growth and success representing Altronix in the New England and Upstate New York territories,” said Steve Valenti, President of FM Valenti. “Business has progressed so well with our mutual teams, and we are thrilled to take on more responsibility and be appointed the New York metro and surrounding New Jersey areas. With more than 17 people on our team, we are excited to get the word out on all the new products and technologies Altronix has to offer.”

For specific information regarding representative coverage, please visit our rep locator [here](#). For more information on Altronix’s extensive line of products, call toll free 1-888-258-7669, e-mail info@altronix.com or visit www.altronix.com.

About Altronix

Altronix Corporation is the leading designer and manufacturer of quality low voltage electronics for the video surveillance, security, fire, access control and automation markets. The company continues to enhance its series of products that deliver “More than just power” including LINQ™ Network Power Management Technology, Tango™ PoE Driven Power, Trove™ Access and Power Integration, Pace™ UTP/Ethernet Long Range Ethernet Adapters, eBridge™ Ethernet over Coax, eFlow™ Enhanced Power Supply/Chargers, NetWay™ PoE Solutions, NetWay Spectrum Fiber Solutions, FireSwitch™ Network NAC Power, HubWay™ UTP Video Solutions, VertiLine™ Rack Mount Power Solutions, WayPoint™ Outdoor Power, and Strikelt™ Panic Device Power and Control. Altronix’s U.S. corporate headquarters located in Brooklyn, NY with the latest manufacturing technologies for the highest levels of quality and performance. Altronix is an ISO 9001 Registered Firm, headquartered in Brooklyn, NY – U.S.A. Altronix products are backed by a lifetime warranty. Please visit www.altronix.com for more info.

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