

distribution on a personal level



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## News Release

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## Almo Professional A/V Pumps Up the Volume with Niles Audio

### Commercial Audio Products and Other Accessories Make Almo a Single Resource for Dealer Partners

**Philadelphia, PA — March 18, 2010** — Making the message about its dedication to the supply of audio products and other accessories loud and clear, [Almo Professional A/V](http://www.almoproav.com), the nation's fastest growing audiovisual distributor, has entered into an agreement with [Niles Audio Corporation](http://www.nilesaudio.com). As part of the deal, Almo is now [stocking](#) 77 different Niles-branded commercial products, ranging from amplifiers to weather-resistant loudspeakers.

"Niles has always been a respected name in the residential market; however, many of the company's products are also ideal for commercial applications," said Sam Taylor, executive vice president and COO for Almo Professional A/V. "This relationship with Niles gives our dealer base access to premium commercial audio products that provide great margin potential. Adding the Niles brand to our audio line up also strengthens our ability to be a single source for our partners' A/V needs."

"Almo Professional A/V has been in business for only a short time but has done an outstanding job of providing dealers with the right combination of A/V displays, complementary accessories, training and educational opportunities," said Mike "Sparky" Detmer, vice president of sales and marketing for Niles. "Almo has the reach and relationships in place to give our commercial customers quick access and thorough support for their commercial audio installs."

Almo Professional A/V offers a wide range of Niles system integration [amplifiers](#); [Cat-5 Baluns](#); [IR systems](#); and in-wall, ceiling and indoor/outdoor [loudspeakers](#) with speaker selectors and volume controls. In addition, Almo has a variety of Niles [MultiZone](#) products, including sleek, wall-mounted controls that integrate well with multichannel amplifiers, speakers and other audio systems.

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### **About Niles Audio Corporation**

Miami-based Niles Audio Corporation is a 32-year-old company recognized as "The First Name in Custom Installation®". The company is a leading designer, manufacturer and marketer of audio/video custom installation products and accessories and is guided by its vision to be the world's leading provider

of products and services that enable professional custom installers to design and install systems that delight customers. Niles pursues a mission to provide solutions for end users which enable simple and easy access to home entertainment and that integrate seamlessly with other low voltage subsystems like lighting, internet, security and HVAC in residential and light commercial environments. For more information, go to [www.nilesaudio.com](http://www.nilesaudio.com).

#### **About Almo Professional A/V**

Founded in 2009, Almo Professional A/V is the nation's fastest growing distributor serving the needs of professional audiovisual integrators, dealers and consultants. With a highly skilled sales team, reseller education programs, 12 distribution centers across the U.S. and product lines specifically for the Pro A/V channel, customers can expect the full distribution experience on a local and a personal level.

The entire Almo Professional A/V sales team is Infocomm-trained, and the vast majority is CTS-certified. The team is also the first to complete the Digital Signage Certified Expert program. Almo Professional A/V teams with InfoComm International to offer certified courses that enable partners to stay ahead. At the same time, the division works with industry vendors to bring live and online product training opportunities directly to channel partners.

Almo Professional A/V distributes all the leading displays and peripherals, with new manufacturers and products being added each day. Markets served include bar and restaurant, corporate, digital signage, education, government, healthcare, home theater, hospitality, house of worship, and rental & staging. Almo Professional A/V is a division of Almo Corp., the nation's leading independent distributor of consumer electronics and major appliances. For more information about Almo Professional A/V, please call 410-560-2890 or go to [www.almoproav.com](http://www.almoproav.com). Almo Professional A/V can also be followed on Twitter at <http://twitter.com/almoproav>.

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