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# Clearview



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# A LONGSTANDING PARTNERSHIP IN SECURITY, QUALITY AND RELIABILITY

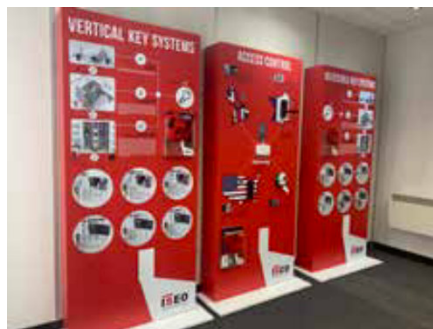
In 1969 ISEO security products was founded from Giuseppe Fachinetti's extraordinary entrepreneurial spirit. It began manufacturing locks, cylinders and padlocks in Pisogne, a village on Lake Iseo in Northern Italy, from which the company gets its name.

More than 25 years have passed since ISEO searched the UK to find a suitable and like-minded company with the same values in order to be principal distributor and bring their product and brand to the British market. This company was M.Marcus Ltd, a similar, family-owned business with long established links throughout the architectural ironmongery market. A company still renowned for its proud family history since the 1940s with its Heritage Brass door furniture range.

ISEO and M.Marcus have worked together to find products that continue to give the best in security, quality and reliability. In support of this, five years ago M.Marcus began an additional programme of investment and expansion in order to back the ever-expanding ISEO product portfolio. A new department was born with its own sales office, support centre and dedicated specialist sales team out in the field.

Neil Sheane-Smith, Commercial Manager at M.Marcus Ltd said: "We are very proud of our connections with this European manufacturer and along with the support of our long term customers, staff members and sales force here at M.Marcus; we have been able to secure the platform for further investment within our own business which will assist us in expanding the ISEO brand even further, especially with their new strategy within the access control and electrical locking markets.

"It is a very exciting time for us all here in Dudley and we have had some extremely experienced individuals join our business recently within our internal and external sales team and we continue to build securely for the future. As well as offering eight different cylinder platforms and an extensive range of panic hardware solutions we pride ourselves on a fabulous lead time on master key suites as well as technical training/support for our customers.



"We frequently welcome customers who wish to be introduced or refreshed on matters of pinning within the ISEO cylinder ranges and we have an ideal facility in which to offer this with a dedicated pinning and conference/training room.

"We have long established links with trade organisations such as the MLA and the GAI just to name a few but we are more than happy to welcome individuals or groups to visit us for further insights into the product range."

"In such a specialised industry, staff retention is essential to ensure a skilled and knowledgeable team, and the company has many longstanding members of staff, evidence of the family-run mentality that remains at the heart of its ethos today.

"The locks team in particular has since expanded to more than a dozen specialist individuals in recent years, with the lead time for master keying now at a three to five day turn around (even on high security patent protected ranges), with next day service also, being an option, which has proven to be a huge selling point for the company."

M. Marcus now boasts many thousands of product lines for which, despite the significant stocking challenges this poses, the company operates an impressive stock holding policy. The company also exports its products all over the world.

The new ISEO department is the culmination of hard work, further investment and endeavour from the whole team in order for it to become fully operational. Branded in a sleek, contemporary design, it comprises of an assembly office where master key suites are written and pinned by fulltime experienced pinners, a key cutting room with computerised machinery, as well as a sales office for the team of dedicated ISEO sales staff and finally meeting rooms and showrooms.

The new addition to the M. Marcus premises provides a platform from which the company is set to launch a wave of new ISEO products that have been designed to work with the new ISEO Smart Gateway.

*For further details or for any enquiries please contact the M.Marcus Security sales office: 01384 457900 > OPTION 3.*

[www.m-marcus.com](http://www.m-marcus.com)



# ISEO<sup>®</sup> MA1A Smart Intelligent Access Control

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Compact and easy to use, this battery-powered handle fits perfectly on any type of door.

Enjoy the convenience of keyless access and the security of a reliable system.

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- DIN holes = 38mm (DIN)
- IP54 version for external door installation
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