

# Case Study

## A Case for **Signature Industries**

### COMPANY HISTORY

Originally established in 1929 the company has a history of pioneering many electronic systems and devices. In 1967 the company was responsible for the introduction of the world’s first ever electronic sounder. This breakthrough in technology became the foundation for a long and established role in the manufacture and development of future generations of product.

The design and technical features of company products have proven extremely successful over the years, so much so, that the name Clifford & Snell, a division of Signature Industries, is synonymous with quality in both design and performance. The Company offers a comprehensive range of product, addressing a wide variety of applications and industry sectors, including Hazardous Area, Industrial and Process Control, through to the Fire and Security market.

CLIENT STATISTICS	
Company	Signature Industries
Parent Company	Digital Angel Corporation, USA
Division	Clifford and Snell
Staff	120
Turnover	Group £15 million, Clifford and Snell £4 million
Type of products	Specialised radio beacons, emergency alarm and warning equipment for hazardous environments.
Location	Woolwich, Glasgow and Aberdeen
No of Suppliers	242
Overseas supply	Yes. Also tested the Chinese supply market for mouldings which proved interesting but the supply relationship could not be sustained over that distance.
Product sourced	Y04 & YL4 which is made up of 4 mouldings supplied through two trade moulders in the UK. Signature chose to transfer business to HBC for this product
Tooling	Existing, needed renovation
Issues	Some quality issues which are handling based and not moulding based. A solution is being sought. Client Viewpoint Signature Industries seek high value added service suppliers (see customer comments). They believe in building strong relationships with suppliers to achieve optimum price and quality. Customer Focus is a key element for Signature Industries in its upstream and downstream activity.

### HBC - THE COMPANY

HBC has been serving the engineering sector for over 40 years. During this time we have maximised our skills to suit our customers from sectors including Electrical and Medical. We provide a range of services that compliment many a manufacturing project. The versatility of our engineering project management leaves customers to concentrate on their own solutions safe in the knowledge that the supply chain is fluid with HBC. Operating from our premises based at Sheerness, in Kent, we are equipped with the latest technologies to design and manufacture your “complete solution” under one roof.

## CLIENT'S VIEW

HBC are prepared to take our business relationship to the extreme that we feel is necessary in order to fully exploit component compliant potential. As with most engineering tasks there are problems and we work closely with HBC to overcome these.

As part of our commitment to HBC we send our specialist teams into their factory on workshops to identify new product scope, and potential improvements in both the existing and future manufacturing tasks we face.

HBC are pitbull like, they are hungry for work and are keen to supply solutions. They appear to hold no secrets and they even declare their margin which we prefer as this is transparent and makes us less likely to challenge prices or view competition.

We feel that their customer service and support is worthy of our full support and we plan to transfer work from other sub suppliers of mouldings to HBC as we believe this is in the best interest for the evolvment of our products.



## KEY COMPONENT SUPPLY CHALLENGE FOR SIGNATURE AND HBC

- Moulded Parts – Material handling, quality highly polished moulding, colour matched material.
- Dedicated Quality Assurance line, every part hand inspected.
- Tool optimisation and maintenance to extend tool life.
- Strategic long term supply agreements for our group component purchase.



*Clifford and Snell  
YL4 (see above) and YO4 Alarms*



## MAIN FEATURES

- 2 Stage Alarm.
- High Sound Output.
- 3 wire polarised DC (Not additional voltage option) and AC, or 2 wire bipolar for DC only.
- 3 wire AC second stage control.
- Complies with BS 5839.
- Strobe 2.5 and 5 joule.
- Choice of 6 lens colours: Amber (A), Red (R), Green (G), Opal (O), Blue (B) and Clear (C) made from flame retardant polycarbonate plastic.
- Red / White flame retardant ABS plastic enclosure.
- Continuously rated.
- Flush mounting base available
- 32 selectable tones meeting international regulations.
- Sound selection via 5 way DIL switch.

HBC produce a range of case studies for differing types of projects. Please contact our marketing team for more cases or Paul Blackmore on 01795 586301 or email [paul.blackmore@hbcengineeringsolutions.com](mailto:paul.blackmore@hbcengineeringsolutions.com)

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