

## **Hari Chand Anand & Co. (HCA) - Complete Knowledge Base**

### **COMPANY OVERVIEW**

**Full Company Name:** Hari Chand Anand & Co. (HCA)

**Founded:** 1910

**Age:** Over 115 years of continuous operation

**Type:** Family-owned private company

**Industry:** Industrial sewing machinery and automation

**Headquarters:** New Delhi, India

**Company Motto:** "We don't sell machines, we sell solutions!"

**Mission Focus:** "Making Automation Affordable"

**Key Differentiator:** HCA positions itself as a solution provider to the sewing industry rather than just an equipment seller.

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### **LEADERSHIP & FAMILY HISTORY**

#### **Founding Generation (1910)**

- **Founder:** Shri Hari Chand Anand
- **Background:** Pioneer in the sewing machine industry
- **Training:** Trained with Singer Sewing Machine Company
- **Achievement:** First Asian General Manager at Singer
- **Legacy:** Set the foundation for HCA's commitment to quality and innovation

#### **Second Generation (1930s-1970s)**

- **Leader:** Mr. D. C. Anand (son of founder)
- **Training:** Trained in Germany at Adler company (1933-1939)
- **Initial Location:** Lahore, undivided India
- **Major Challenge:** Re-established HCA operations in Delhi, India after partition in 1947
- **Contribution:** Broadened technical expertise during mid-20th century

#### **Third Generation (1978-Present)**

- **Current Managing Director:** Mr. Anil Anand (grandson of founder)
- **Education:** Economics graduate
- **Tenure:** Leading HCA since approximately 1978 (over 4 decades)

- **Experience:** Associated with HCA since late 1970s
- **Leadership Style:** Hands-on leader, travels globally to learn latest sewing technologies
- **Vision:** Combines traditional values with innovation
- **Focus:** Emphasizes training next generation and R&D in sewing automation

#### Future Leadership

- **Fourth Generation:** Currently being groomed to join the business
- **Continuity:** Ensures sustained family leadership and long-term vision

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### CORE SERVICES & OFFERINGS

#### 1. Industrial Sewing Machines

- **Range:** Basic models to advanced automated units
- **Applications:** Garments, leather, technical textiles
- **Partnership Model:** Authorized distributor for major global brands
- **Key Brands Represented:**
  - Kansai Special
  - Highlead
  - Merrow
  - Duke
  - Megasew
  - AMF Reece
  - Others
- **Value Proposition:** Genuine machines and spare parts with local sales and service support

#### 2. Spares and Accessories

- **Manufacturing:** In-house production of sewing machine spare parts
- **Sourcing:** Strategic sourcing of specialized components
- **Reputation:** Leading manufacturer/provider of sewing spares and accessories in India

- **Availability:** Replacement parts, specialized attachments, and consumables
- **Distribution:** Available through HCA's extensive network

### 3. Maintenance and After-Sales Service

- **Service Team:** Trained technical professionals nationwide
- **Services Offered:**
  - Machine installation
  - Regular maintenance
  - Repairs and troubleshooting
  - User training
- **Network:** Nationwide service network for prompt technical support
- **Objective:** Minimize client factory downtime
- **Competitive Advantage:** Strong after-sales support infrastructure

### 4. Automation Solutions

- **Focus Area:** Automation in garment manufacturing
- **Equipment Types:**
  - Automatic pocket setters
  - Pattern sewers
  - Button wrapping machines
  - Knotting machines
  - Other productivity-enhancing automated equipment
- **Approach:** Consulting on automation integration into production lines
- **R&D Investments:** Development of patented machines to reduce labor-intensive operations
- **Goal:** Increase productivity and reduce labor dependence

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## INDUSTRIES SERVED

### 1. Apparel and Fashion

- **Clients:** Garment manufacturers, ready-made garment producers

- **Specialties:** Fashion apparel, leather garments, fashion accessories
- **Market Segment:** Clothing exporters and domestic fashion brands

## 2. Home Furnishings

- **Applications:** Home textiles, furniture components
- **Specific Clients:**
  - Upholstery makers
  - Bedding manufacturers
  - Mattress manufacturers
  - Furniture workshops
- **Equipment Focus:** Heavy-duty sewing machines for thick materials

## 3. Footwear and Leather Goods

- **Products:** Shoes, bags, belts, leather accessories
- **Specialization:** Industrial sewing equipment for leather stitching
- **Technical Expertise:** Specialized machines and technical know-how for leather applications

## 4. Technical and Outdoor Textiles

- **Applications:**
  - Parachutes
  - Tents
  - Trampolines
  - Technical textile products
- **Requirements:** Specialized equipment for heavy fabrics and webbing
- **Medical Applications:** Surgical equipment with sewn components

## 5. Automotive and Defence Textiles

- **Automotive Applications:**
  - Car seat covers
  - Automotive interiors
- **Defence Applications:**

- Military uniforms
  - Defense gear
  - Military textile products
  - **Industry Reference:** Ordnance industry clients
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## GEOGRAPHIC PRESENCE

### India (Domestic Network)

- **Headquarters:** New Delhi (relocated post-1947)
- **Regional Offices:** Over 10 regional offices across India
- **Distribution Network:** Numerous authorized dealers and re-sellers in different states
- **Coverage:** All major garment manufacturing hubs of India
- **Service Model:** Local sales and technical support

### International Operations

#### Bangladesh

- **Establishment:** Branch established around 2013 (HCA Bangladesh)
- **Significance:** Global center for garment manufacturing
- **Activities:** Trade fair participation, local sales and service
- **Market Focus:** High-volume apparel sector

#### Ethiopia

- **Market Position:** Emerging hub for textile and apparel production
- **Strategic Importance:** Entry point into Africa's growing textile industry
- **Services:** Same level of machinery sales, service, and automation solutions

### Market Positioning

- **Regional Player:** Strong presence in South Asia and expanding beyond
  - **Cross-Border Support:** Ability to support multinational clients across borders
  - **Market Expertise:** Experience with different market dynamics (high-volume Bangladesh, emerging Ethiopia)
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## COMPETITIVE POSITIONING

### Heritage and Reputation

- **Industry Standing:** One of the oldest companies in the field in India
- **Trust Factor:** 115+ years of continuous operation builds credibility
- **Industry Recognition:** Often cited as a pioneer in the trade
- **Reputation:** Known as "solution provider to the sewing industry"
- **Client Approach:** Customers approach HCA for technical solutions to manufacturing challenges

### Scale and Market Leadership

- **Market Position:** One of the largest players in the Indian subcontinent
- **Scale Indicators:**
  - Large sales volume
  - Extensive client base
  - Wide product portfolio
- **Industry Presence:** Regular participation in major industry exhibitions and trade shows
- **Market Influence:** Often sets trends in the market, especially in automation technologies

### Innovation and Technology Leadership

- **Strategic Focus:** Promoter of automation in garment manufacturing
- **R&D Investments:** Engaged in research and development of adaptive machinery
- **Patent Portfolio:** Developed patented machines (e.g., automated button wrapping and knotting)
- **Differentiation:** Positions as technology leader pushing industry forward
- **Accessibility:** Makes cutting-edge technology affordable for manufacturers including SMEs

### Comprehensive Solutions Approach

- **Philosophy:** Selling "solutions" rather than just machines
- **Client Engagement:** Works closely with clients to understand production processes and pain points

- **Integrated Offering:** Machines + attachments + process adjustments
- **Long-term Partnership:** Reliable support for maintenance and spare parts
- **Customer Priority:** Focuses on client uptime and productivity

#### Global Partnerships

- **Strategic Alliances:** Authorized distributor for top international brands
  - **Technology Access:** Early access to latest machine models and technological advancements
  - **Market Role:** Bridge between foreign OEMs and local industry
  - **Innovation Pipeline:** Showcases new equipment soon after global releases
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### KEY ACHIEVEMENTS & MILESTONES

#### Historical Milestones

- **1910:** Company founded by Shri Hari Chand Anand
- **1930s:** Second generation training in Germany (1933-1939)
- **1947:** Successful re-establishment in Delhi post-partition
- **1978:** Third generation leadership begins under Anil Anand
- **2013:** International expansion with Bangladesh operations
- **Recent:** Expansion into Ethiopian market

#### Innovation Achievements

- **Patent Development:** Created patented machines for automated processes
- **Automation Leadership:** Pioneer in making automation affordable
- **R&D Focus:** Continuous investment in reducing labor-intensive operations
- **Technology Integration:** Successfully bringing global best practices to local markets

#### Business Achievements

- **Market Leadership:** One of largest players in Indian subcontinent
- **Service Excellence:** Established nationwide service network
- **International Expansion:** Successful entry into Bangladesh and Ethiopia
- **Industry Recognition:** Regarded as solution provider rather than equipment seller

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## CONTACT INFORMATION

**Important Note:** This knowledge base is based on company profile information. For current contact details, customers should:

- Visit the official HCA website: [grouphca.com](http://grouphca.com)
- Contact through official company channels
- Reach out to regional offices for local support

### Service Coverage:

- Nationwide service network in India
- International support in Bangladesh and Ethiopia
- Local technical support through regional offices and authorized dealers

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## FREQUENTLY ASKED QUESTIONS

### About the Company

**Q: How old is HCA?** A: HCA was founded in 1910, making it over 115 years old with continuous operation.

**Q: Is HCA related to hospitals or healthcare?** A: No, HCA stands for Hari Chand Anand & Co., which is an industrial sewing machinery and automation company, not a healthcare organization.

**Q: Who leads HCA currently?** A: Mr. Anil Anand serves as Managing Director. He represents the third generation of the founding family and has been leading the company since approximately 1978.

### Services & Products

**Q: What does HCA sell?** A: HCA provides industrial sewing machines, spare parts, automation solutions, and comprehensive after-sales service. As they say, "We don't sell machines, we sell solutions!"

**Q: Which brands does HCA represent?** A: HCA is an authorized distributor for major brands including Kansai Special, Highlead, Merrow, Duke, Megasew, AMF Reece, and others.

**Q: Does HCA provide service support?** A: Yes, HCA has a nationwide service network with trained technical professionals providing installation, maintenance, repairs, and training.

### Geographic Coverage



**Q: Where is HCA located?** A: HCA is headquartered in New Delhi, India, with over 10 regional offices across India and international operations in Bangladesh and Ethiopia.

**Q: Does HCA operate internationally?** A: Yes, HCA has expanded internationally with operations in Bangladesh (since around 2013) and Ethiopia.

### **Industries & Applications**

**Q: Which industries does HCA serve?** A: HCA serves apparel and fashion, home furnishings, footwear and leather goods, technical and outdoor textiles, automotive, and defense textiles industries.

**Q: What automation solutions does HCA offer?** A: HCA provides automated sewing equipment including automatic pocket setters, pattern sewers, button wrapping and knotting machines, focusing on "Making Automation Affordable."

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### **IMPORTANT DISCLAIMERS**

1. **Company Identity:** This HCA refers to Hari Chand Anand & Co., an industrial sewing machinery company, not Hospital Corporation of America or any other organization.
2. **Information Currency:** This knowledge base is based on available company profile information. For the most current information, contact HCA directly through official channels.
3. **Technical Specifications:** For detailed technical specifications of specific machines or solutions, consult with HCA's technical team or authorized representatives.
4. **Pricing and Availability:** Product availability, pricing, and specific terms should be confirmed directly with HCA or authorized dealers.
5. **Service Areas:** While HCA has an extensive network, specific service availability should be confirmed based on location and requirements.