

The reinvention of Hutchison Ports TIMSA

After a reduction in volume, the terminal is celebrating the movement of 10 million tons of bulk ore and the return of containers to its operation

By Alberto Zanela & Osiel Cruz

The reconfiguration the port of Manzanillo has undergone in the last decade with the entry into operation of several terminals, as well as exogenous factors such as shipping consolidation, caused the Hutchison Ports TIMSA terminal to see a drastic drop in the movement of containers, its main market niche. However, it reinvented itself.

In 2017, the terminal invested around 350 million pesos in the acquisition of an innovative system consisting of tipping containers and Revolver, specially designed to transport and handle bulk ore. This technology was selected to assist the mobile cranes, tractor-trailers, Reach Stacker and forklifts, so that to date it has already handled 10 million tons of products such as iron ore, copper and zinc, according to Manuel Garcia Gordillo, general manager of Hutchison Ports TIMSA (pictured left).

"We handle more than 50% of the mineral that is operated in the port of Manzanillo and that is why it has been interesting how in 4 years we have already handled 10 million tons ; that has to do with the system we implemented with Revolver that ensures good yields and takes care of the environment.

Revolver is a safe system that protects the customers' cargo with lids, avoiding spills and loss of product."



In an interview with T21, Manuel Garcia maintains that, despite the fierce competition that exists in the port for the attention of all types of cargo, the productivity of the terminal and the levels of service it offers have allowed it to obtain good results, together with the digital systems it has and with which it facilitates information transactions with its customers. In the case of the Revolver, where it is pioneering in its use in Manzanillo, Hutchison Ports TIMSA will invest in this and the following 2 years 30 million pesos in the technological update.



"It has been an intense work of the group to resume the container operation, it has had much to do with the commercial teamwork between the corporate and our local commercial area, even with the strength we have as a group in the world, to get Evergreen to favor us with its main service in Manzanillo, to the local TIMSA team it is up to us to provide an efficient service, that today we give for productivity vessel hour," details Manuel Garcia.

"The competition in the port of Manzanillo is very strong and customers have very different options to choose from, but our company has focused on flexibility and very good service, we are very aware of the needs of customers, and this has helped us to improve our processes with an internal system for measuring costs in each of the activities, we do analysis and propose solutions and good rates to our customers," emphasizes the executive.

Return to origin

With competitive advantage, coupled with the strength that Hutchison Ports has as a group, last year TIMSA signed a contract with the Evergreen shipping company that allowed it to return to the container market, where it expects to move 280,000 20-foot units (TEUs) in 2021.

Under this combined cargo scenario, logistics has been a key factor within Hutchison Ports TIMSA, since with 13.5 hectares of infrastructure in the port, 7 mobile cranes and 450,000 TEU of dynamic capacity, it has efficiently dealt with both container and bulk mineral cargo, a product that it also has the capacity to store with revolver.

Despite the COVID-19 pandemic, Manuel García considered 2020 to be a good year for the terminal, because in addition to the 10 million tons of minerals it has accumulated in four years, it could soon be adding a second shipping line in terms of containers, which would exceed the volumes projected for 2021.

The above also derived from the actions that Hutchison Ports undertook as a group, providing optimal sanitary conditions to reduce the risk of contagion among its personnel, including rapid tests to identify the SARS-CoV-2 virus, and more than 20 other measures that were implemented among all its personnel.