

Hexagon will lean on Truck Center to distribute orders

By Cole Epley | Posted: Friday, June 20, 2014 4:15 pm

Truck Center Cos. of Omaha will distribute natural gas storage cylinders for Hexagon Lincoln, a Lincoln-based manufacturer that has been booming as demand increases for natural gas-powered transit and heavy-duty vehicles.

Marc Meyer, business development manager at Hexagon Lincoln, said the company's growth has forced it to focus more on high-volume customers and that it has "kind of shut out some folks we'd like to be able to service."

Hexagon earlier this year announced a \$15 million order for storage vessels, for example, so the company will rely on Truck Center to fulfill smaller orders.

Shain Heiss, fuel solutions specialist at Truck Center, said customers "can easily save a few hundred dollars per tank" on freight costs now that the Omaha-based company is distributing the parts.

"We're a full-service dealership so we understand how to distribute truck parts and we've already got the infrastructure and resources to handle that," Heiss said.

Truck Center has Freightliner dealerships in eight cities in Nebraska, Iowa and Kansas.

The company is the latest Nebraska business to benefit from Hexagon's growth.

Lincoln-based manufacturer HTI Plastics spent more than \$1 million on a new injection molding press to make parts for Hexagon-made natural gas fuel cells, the company announced June 16.