



LINCO teams up with California plastic molding manufacturer

New moldings are economically and environmentally friendly

Tuesday, July 13, 2010, Southern California—LINCO sells a product dear to the heart.

Championships, awards, business features, recognition and hard work are what most frame displays boost.

LINCO Custom Picture Frames and Mat Designs frames the news for its corporate and small business clients, but also serves artists, galleries, designers and sports memorabilia collectors.

LINCO owner/operator, Steve Lindemann recently teamed up with NEPCO, an international recycler of polystyrene foam, to produce cheaper framing without substituting the professional framing look.

According to Lindemann, NEPCO does in California what most other companies can only do overseas.

"What's so exciting about NEPCO is they do all the molds and production right here in southern California," he said. "The quality is much better than China and they're using US workers to make the finished product."

NEPCO has a production plant in Chino and processes Styrofoam into the high-end picture frame moldings, which Lindemann can offer to his largest corporate clients, down to his single frame order clients.

LINCO further cuts the eight-foot finished moldings into specific sizes to fit each customer's needs.

"At our production facility we can cut the material into any custom size required. We're fast and provide one day service on orders up to 150 frames," said Lindemann. "In addition to the large production orders we also sell retail for the customer that just has one project and wants an alternative to expensive wood moldings."

The light, yet durable moldings don't scratch, warp or break. Lindemann noted the overall yield of these moldings is better, and that plastic materials require a different saw blade, which can result in the perfect corner.

Many businesses ordering from LINCO have been mandated to order a green product, which NEPCO's polystyrene is.

The moldings are made out of a recycled plastic foam called Styrofoam.

"Using these products can satisfy the initiative and help the environment at the same time," said Lindemann.

LINCO teamed up with NEPCO in early **2010** as NEPCO was testing their new moldings. Lindemann works directly with Tommy Kim at the Chino location, and since he adopted their moldings, Kim has referred LINCO to several companies to do their framing work.



“We presented to LINCO the styles of moldings we’re producing and started selling,” said Tommy Kim, NEPCO partner. “We also started sending customers to him because LINCO does what we don’t—turns the moldings into frames. Kim added that his company which makes the moldings from 80 percent recycled material, is an environmentally friendly alternative to wood. “These days people just aren’t using wood as much,” he said. Customers need choices, and this alternative gives LINCO’s customers just that. At times, bidding frame jobs come down to affordability, and this gives LINCO the opportunity to service potentially lost jobs.

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