

ROMTEC

Design - Engineering - Construction Services

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ARE WE LISTENING?

by Nannette Sibley

We have two ears and one mouth and should use these proportionately in the art of listening.

Sometimes, listening can be a challenge. At Romtec, we are so excited about our products that we often want to do all the talking. However, Romtec values our customers, so our objective is to learn from you.

The first call we take from a new customer is very important. Many times the caller is unsure of what they want. It is our goal to help them determine exactly what they “really” want and what they need. This means each of us needs to use our very best listening skills.



Our customers include municipal park and public works departments; county, state and federal agencies; architects and contractors; and many others. For each customer, we must truly listen, build trust and understand. The information we can provide will help them make the best choice for their project.

Give us a call. We'll be sure to take the time to really listen.

