



From its modest beginnings in Tuscaloosa in 1974, Tusco, Inc. has grown into a leading supplier of perimeter security solutions throughout the United States and beyond. The company works with government agencies, private industry, educational institutions and numerous other clients. In the high stakes world of security, Tusco provides safety and peace of mind through the sales and installation of such products as crash rated fencing and gates, wedge barriers, bollards, and drop arms, all designed to deter crime and combat threats of terrorism.

Achieving a high level of success wasn't always easy, but Tusco President Scott Riley said doing things the right way has made all the difference.

"We strive to provide quality customer service, and we have top-notch employees," Riley said.

Naturally, strong relationships is another key factor in Tusco's success, and Riley points to Robertson Banking Company as a prime example.

"They do things the right way, too," Riley said. "I've known John Lollar for almost 40 years, and I know him to be a man of high integrity. The more people I meet at Robertson, the more I realize that's the kind of people they are."

While the importance of honesty and integrity cannot be overstated, Riley also points to the aforementioned customer service as one of Robertson Bank's strong suits.

"I can talk to anybody I need to at the bank, and they are all there to help," he said. "They are always friendly and they are on top of anything I ask of them. They've met every need that we've had. I can't imagine any need we'd have that they can't supply."

In the end, though, it's the trust in Robertson Banking Company that keeps Riley a satisfied customer. "In our business, we do everything we say we'll do, and Robertson Banking Company is the same way," he said. "You can count on them - they do what they say they will do."