

ICB – Pacific Silk

(Geoff on screen)

Geoff: My name is Geoff Nicholson and I am the co-owner of Pacific Silk. Pacific Silk is...

(Interior - Pacific Silk warehouse)

Geoff: a high-end men's furnishing company. A lot of what I do...

(Geoff on screen)

Geoff: ...is merchandising product for our product lines – all the different...

(Interior – Close-up of Geoff's hands, inspecting a tie)

Geoff: ...neckwear collections we do, and...

(Geoff on screen)

Geoff: ...we're a wholesaler, so we distribute all over the country to all the retailers...

(Exterior - International City Bank Building)

Geoff: ...around the U.S. We are with International City Bank...

(Geoff on screen)

Geoff: ...and that's the only bank we work with. They handle all of our banking transactions. What drew us to International City Bank was the fact that they are a...

(Exterior - International City Bank Building)

Geoff: ...small business bank, and because they're small...

(Geoff on screen)

Geoff: ...I could pick up the phone and talk to someone and get help right away. They really want to get to know...

(Interior - Geoff pulling ties out of boxes in Pacific Silk warehouse)

Geoff: ...you and understand your business. When you lend money...

(Geoff on screen)

Geoff: ...to a lot of different businesses, it's imperative that you understand who you're lending money to.

(Interior – Geoff sorting through tie boxes in Pacific Silk warehouse)

Geoff: It's been fun explaining our side of the business to them.

(Geoff on screen)

Geoff: The nice thing about International City Bank for us has been their constant contact with us – always seeing how we're doing, if we need anything. We've got a great working relationship with...

(Interior – Geoff sitting in his office, working)

Geoff: ...them where we can get stuff done over the phone or remote, but they still take the...

(Geoff on screen)

Geoff: ...time to come down here and they've been down on multiple occasions to really see our business, see what we do, and really try to understand our industry.

(Interior – Close-up of Geoff's hands holding ties, sorting into different boxes)

Geoff: Obviously we are a client, but there is that feeling of a partnership.

(Geoff on screen)

Geoff: When you see them enough, and they come down and visit you, it's definitely a friendship as well as business. We are Pacific Silk, and we bank at International City Bank.

("International City Bank: Business made personal" logo on screen)