

At First Sound Bank we are proud of our diverse set of clients

We strive to offer services that make your business a success and are happy to share with you some of our customers' thoughts about working with us.



First Sound Bank

Innovative Business Banking. Your Way.



Air Van is a moving, storage and distribution company that serves specialized client needs. The Northwest-based company handles transportation challenges as varied as corporate relocations, the moving of sensitive equipment and touring exhibits, the distribution of goods, and the management of inventory.

President Steve Galvagno decided to research smaller banks to see who would be the best fit for his family-owned company. "We wanted to explore different financing options, make an acquisition, and invest in new technology."

Galvagno liked what he observed at First Sound Bank. "During the 'wooing' phase, they made all sorts of promises, but they did everything they said they'd do and more. They lived up to their word, plus."

Once Air Van decided to bank with FSB, Galvagno was impressed with the ease of the transition. "The best thing is I haven't heard about First Sound Bank in the office, except for good things. My controller gets almost all our banking done online. And if I do have a problem, I can get hold of them in a heartbeat."

"They're high tech. They're aggressive. Like us, First Sound Bank is willing to work with you to look at the details and find solutions."

— Steve Galvagno, President
Air Van Group



Redmond-based Spectralux has provided the aerospace industry with innovative designs and engineering services in avionics since 1973. Elwood "Woody" Hertzog, CEO of Spectralux, didn't make the decision to go with First Sound Bank lightly. "We wanted to align ourselves with individuals who could respond to our needs. Should we need to borrow money for acquisitions or product growth, I wanted to bank with people who can make a decision without waiting 90 days to get an answer from a credit officer."

Hertzog values the relationships he has with First Sound bankers. "First Sound is not just a bank, but a group of individuals. If we go to talk to them, they know what I'm talking about. People are friendly, and there is a sense of community."

He values First Sound Bank's flexibility and local focus. "It's effortless to be with First Sound. As a small bank, they make sure they can offer the services and systems of a large bank. They're willing to listen, and they make their business fit our needs."



"I want to do business with individuals, not with a box. Being able to meet with my bankers firsthand—and look them in the eye and know we have mutual trust and understanding of the business plan—is a must."

— Elwood "Woody" Hertzog, CEO
Spectralux



Serving the Northwest since 1972, SME Inc. of Seattle designs and installs electrical, fire, security and communications systems for commercial and industrial customers.

CFO Adam Pinsky says what really prompted his company's move to First Sound Bank was not getting the attention they deserved from their former bank. After

SME's long-time relationship manager moved to First Sound, the company went through several different assistants and a couple account officers in short order. "The last one was nice but didn't want to know much about us or our company," says Pinsky. "It was off-putting. We never heard from the guy, except when it was time to renew our line, so it was time for us to try something else."

Pinsky wasn't disappointed with his decision. "The people at First Sound are great! They're very helpful and customer-oriented, and they really care about our business and our being successful," says Pinsky. "They're solution-focused and check in regularly. And whenever we've had a challenging business problem, they've been right there to help us. Our fees are lower, too!"

"When we need something, First Sound Bank is Johnny-on-the-spot. We have a real partnership. They're not just giving lip-service to it."

— Adam Pinsky, CFO
SME Inc. of Seattle



Ruth Dykeman Children's Center

Committed to fostering success and self-sufficiency for children, families and the community, Ruth Dykeman Children's Center is a non-profit social service agency that provides residential treatment for young people recovering from a history of abuse, neglect, behavior and mental health challenges. The Center also operates community-based treatment and prevention programs as well as an independent living service program for older female adolescents transitioning from foster care and group homes to living independently.

In the business of delivering crucial services to the community, every penny and relationship counts at Ruth Dykeman Children's Center, and that's why President and CEO Thomas Rembiesa decided to switch to First Sound Bank. "We've not only accomplished our primary goal of getting the best earnings on our funds, we've saved money by consolidating our banking services and realized the added benefits of a more personalized banking relationship," says Rembiesa. "Everything is easy with First Sound Bank, whether we're dealing with bankers in person or on the phone, or banking online."



"We very much appreciate their focus and dedication to helping us — and they listen."

— Thomas Rembiesa
President & CEO
Ruth Dykeman Children's Center