

MB Success Stories

Isola Imports' and MB's menu for success



Putting together a good menu is like building a good partnership with your banker. A good menu is created through time, effort and planning and is set apart by using handpicked, complementary ingredients that are seasoned with care, balance and passion. Your banking relationship should be no different.

“Most every business understands that banking is a business of ‘give and take,’” says John Nitti, owner and president of Isola Imports. “But MB is a bank that is willing to give what it takes to help us grow our business.” Isola (pronounced Ee-so-la) Imports knows a thing or two about growing a business—and the value a strong bank partnership has on it.

Over 40 years ago, Isola founder, Giovanni, came to the U.S. from his home in Puglia, Italy (located at the heel of the boot) and opened a small store in Chicago’s West Side Italian neighborhood. The family-owned business has grown significantly over the years, with the help of MB.

Today, the company operates their retail location plus an import distribution business specializing in gourmet tastes selected from all of Italy’s regions. They serve some of the nation’s finest stores and restaurants.

“At the time we started the distribution business, we were a small company, in a small warehouse facility,” notes Mr. Nitti. “We knew we could grow the business, but realized we needed a banking partner that could share our vision and understand our business. Our MB banker made it his business to understand our business. And MB became a valuable partner—not only in the cash flow challenges, but also in the real estate needs of finding a new facility.”

With the support of MB, Isola Imports relocated to a facility five times the size of its old location. And the expansion has resulted in good things.

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“Since the move, our business has grown at a rate of three times the national average for our type of business,” says John. “And MB continues to provide the service to accommodate that growth. They’re a true partner. They not only help us finance our growth but also help us market our products through a variety of bank programs and efforts.”

What’s the true indicator of success, whether it be a menu, a business or a banking relationship? Satisfaction.

“We appreciate MB,” says Mr. Nitti. “Not only would we recommend the bank to others but we do recommend the bank to other entrepreneurial companies!”

At MB Financial Bank, relationships start here. Let us help you implement financial solutions that make sense for your business. Together, we make big things happen.

Customer:

Isola Imports

John Nitti, owner and president

Products and Services:

- Internet Banking
- Commercial Mortgage
- Commercial Line of Credit
- Treasury Management
- Merchant Services
- Corporate Checking



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