

April 23, 2019



Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849

Re: Proposed merger of BB&T Bank and Sun Trust Bank

To whom it may concern,

Smooth-On Inc is a manufacturer of liquid rubber and liquid plastic molding and casting compounds with revenues of over \$110MM and over \$20MM in various loans with BB&T. Smooth-On has grown over the past 30 years partly due acquisitions of over 20 complimentary companies across the United States. We historically banked with Susquehanna bank which was acquired by BB&T. Since 2014 BB&T has consistently provided a broader array of products and services than our former bank and has always been a proactive partner to make sure we had the capacity to be agile in our buying opportunities. BB&T offers a full line of insurance brokerage as well as a “unique in the industry” Leadership Institute which has trained many of our senior managers to become better leaders and increase their contribution to the company as a whole. This has been a significant differentiator in the banking segment.

While the bulk of BB&T's banking services are “best in class” they have been challenged to provide online Treasury services and accounting automation at the same level as the larger more well-funded banks like Bank of America or Wells Fargo. I believe that Sun Trust also finds that some of their technology offerings do not pair with larger institutions. Both banks have been committed to focusing their resources on investing in technology however as separate entities, these investments would require both banks to invest the same amount for each new product they offer to compete with Wells for example. If they join forces, these combined resources would result in the opportunity for a significantly better Tech platform for less cost than either bank could achieve on their own. This is the type of synergy that benefits all stakeholders from investors to customers at all levels. There is no greater priority for the banking industry than to re-invent their digital assets and products.

It is these types of opportunities for collaboration between BB&T and Sun Trust which provides a net stronger bank and that benefits everyone. Banks need to provide a long term sustainable, competitive product line to survive in the industry. As such I strongly support the merger and look forward to the combined benefits this promises. I would be happy to discuss the details of our relationship and enthusiasm further if you would like.

Respectfully Submitted,

Trey Bianco, President/CEO