From: Randy Bell

To: <u>comments.applications@rich.fbr.org</u>; <u>BankMergerApplication</u>

Cc: rbell@bellsteel.com

Subject: [EXTERNAL MESSAGE]BB&T--Suntrust Merger Date: Thursday, April 25, 2019 10:00:52 AM

I am the President of a 61 year steel fabricating company, and value my relationship with the management and work force, of the local BB&T facilities.

Currently I have 4 accounts with BB&T,, and I am a past client of the Suntrust Bank. BB&T has been an excellent business partner with my firm, providing long and short term equipment financing, and a working Line of Credit. Our relationship with BB&T has assisted with our firm's ability to grow and prosper.

Three or four times a year we are visited by BB&T management representing different area of their banking business. Their representatives are always very informative, showing us the latest trends in the banking industry which might apply to our needs.

We have many clients around the world, which BB&T has assisted us, with getting the correct payment language, and payment path in our contracts, to ensure that we get paid for our goods, after shipment.

Throughout the years, I have seen BB&T contribute time and money, to local events in our community, in an effort to make it a better place to live and work.

I sincerely believe the BB&T –Suntrust merger would be good for our community, region, and all current and future clients for both Banks.

Cordially,

Randy Bell President Bell Steel Company, Inc. PO Box 12109 Pensacola, FL 32591 850-432-1545 Ext. 106 www.bellsteel.com

