

**'North Eye', Noida**

GOOD NEWS

BEB Renews Registration with Military Engineer Services

We have renewed our Registration with Military Engineer Services (MES) in SS Category (i.e. Super Special – without tendering limit) after a gap of two decades. This was indeed a case of thorough and meticulous teamwork, which involved several team members and enormous paper work.

One more Award for Team BEB



Dear Colleagues,

The good news is that the order book is swelling in all Regions. This means that the processes and procedures to enable us to deliver a product of a high standard need to be reviewed and followed scrupulously. Our reputation has been built on INTEGRITY, QUALITY AND MEETING CONTRACTUAL COMMITMENTS. And we must do everything in our power not to lose the reputation we have earned in the race for a higher turnover.

I once heard a Construction Industry leader use the expression "TURNOVER IS FOR VANITY; PROFITS ARE FOR SANITY". This is more true for us today than ever before. We are contractually committed to carry out a huge quantum of work and hence we need to ensure that when the work is done we also make the anticipated profits. At the end of the day, we are all working for a return. And it is most essential that we keep an eye on the bottom line.

In order to be successful I suggest that we all need to re look at the way we work. We all claim that we are very busy and that there is too much to do and not enough time in which to do it. But step back for a moment and understand that there are two kinds of tasks that keep us busy. URGENT tasks and IMPORTANT tasks.

URGENT tasks are what we do to deal with problems that crop up. It is also known as fire fighting or sometimes known as "closing the gate after the horse has bolted". We spend a lot of time on interruptions and phone calls and other trivial matters. And the rest of the time dealing with crisis. The urgent tasks are often those things that keep us from focusing on what is IMPORTANT. The working day is full of URGENT tasks that keep us so busy that we seldom think about where we are headed and whether what we are doing is taking us closer to or further away from our destination. By occupying our time with URGENT tasks, very little gets achieved but a lot of time gets consumed.

To be successful in any venture it is most important to start with a clear understanding of your destination and to know where you are headed. If you do not have a destination you are unlikely to get anywhere! The IMPORTANT tasks are to set your goals and objectives before you commence any venture or project. In a construction project this essentially means "planning" so that you know where you are going instead of being busy with day to day activities that actually take you nowhere. So in short.... BEGIN WITH THE END IN MIND and having set your goals, list down the tasks that will enable you to reach there and PRIORITISE the tasks in order of importance.

When you start setting OBJECTIVES and prioritizing tasks you will become PROACTIVE and be able to influence the series of events that will lead you to your goal and not REACTIVE and so having to deal with issues because of your lack of foresight and planning.

The business of construction contracting is not rocket science and there is no substitute for common sense. To solve a problem it is best to go "back to the basics" and work out the problem from "first principles". A "first principle" is a basic proposition that cannot be arrived at from any other proposition or assumption. Most problems and issues have a simple solution and we should resist the temptation to clutter our mind with unnecessary information or data or to use complex methods to solve problems. The best solutions are often simple and best derived from applying "first principles".

EACH OF US IN OUR OWN WAY WILL NEED TO FOLLOW THESE PRINCIPLES IF THE COMPANY IS TO BE SUCCESSFUL IN ITS GOALS AND OBJECTIVES! LET US WORK TOGETHER TO ACHIEVE SUCCESS.

Kaiyoz Billimoria
Managing Director



Limiting the Wastages of Reinforcement Steel at Project Sites

Of late it is observed that reconciliation of construction materials is becoming extremely difficult as the wastage is going beyond permitted percentage. To achieve better financial performance of a project, materials management requires more attention and use of accumulated experience to limit the wastage within the permitted level.

As usual, the Project Manager, who is expected to be fully in control of the project, should allot more attention to bringing down the wastage of construction materials.

Following strict procedures (not limited to only those mentioned below) will surely control the wastage in construction sites with particular reference to reinforcement steel:-

1. Experienced engineers with aptitude for preparing bar bending schedules and with an ability to control the sites should be made responsible for minimizing the wastages.
2. The Reinforcement Steel should be stacked on a raised platform, with weight duly checked and noted. Insist on test reports from the manufacturers / suppliers and have the steel tested in an approved laboratory to confirm its quality.
3. The bar benders should be guided and controlled while cutting the bars so that cut piece lengths are minimized.
4. The responsible engineers should direct the bar benders to utilize cut bars for stirrups (lower diameters) so as to avoid cutting full bars. Permanent gangs should be deployed to collect unused/scrap

steel lying around at site to be stored at the steelyard for reuse, which would also help in housekeeping.

5. Control on the bar benders to be fully exercised to limit the number of bars / stirrups only as per the given schedule / requirement. Habitually the bar benders will prepare stirrups and other bars in excess of the requirement and stack them at site. The excess is either thrown away or left around and ends up as scrap.
6. When free issue steel is involved, the cut bars, which are supposed to be of premier steel as per the tender document or those which cannot be used at site, should be returned to the client from time to time to take care of reconciliation. Generally, the clients insert a Cost Recovery Clause at 1.25 to 1.5% over the common wastage limit of 2.5% and our argument on this count during negotiations, is not accepted stating that other contractors are accepting such a clause
7. In a major Project, where the Reinforcement steel quantity is 5000MT or so, a Senior Engineer shall be made in - charge of the reinforcement work for preparing schedule and control wastage. By following the above strictly, the percentage can be brought down from 5% to 2.5%, thus making a saving of 2.0 to 2.5%. Considering a minimum of 2% saving, i.e., 100.00 MT & with a basic rate of Rs. 35000/- per MT, the saving can be (after deducting for Scrap i.e., Rs. 35,000 - Rs. 15,000 = Rs. 20,000) Rs. 20.00 lacs, which is a substantial amount

P R Shetty VP - Southern Region



MANAGING THE RISKS OF DELAY IN CONSTRUCTION PROJECTS

C V Thatte A G M - Contracts



Delay in construction projects is a common occurrence, as it is in the rest of the world. Indeed, a recent study in the UK showed that 40% of construction projects over-ran their original contract period. As the consequences of unanticipated overruns are often serious, it is essential to have a risk management strategy in place, which uses both contractual and practical measures to reduce the likelihood of delays.

The risk of delay

The first step in any risk management strategy is to identify the problems the risk of delay creates for the different parties involved in the project.

For the owner, delay means that the asset can not be used when intended, causing alternative arrangement costs to be incurred or a delay in receiving income from the asset. The cost of financing the project could also increase, and depending upon the contractual allocation of risk and the events causing the delay, the delay could give rise to claims by the contractor.

For the contractor, a delay means an increase in overheads, such as site staff and facilities, potential liabilities to the supply chain and depending on the reason for the delay it can mean a liability for delay damages to the owner. The delayed recovery of payments and the tie up of resources in the project can also create cash flow problems and the risk of insolvency.

Contractual Management

So, how can these risks of delay be best managed, either by contracts or by practical measures?

- Contracts, if properly drafted, can manage the risks of delay in a number of ways. Liability for the financial consequences of delay can be allocated between the parties.

- Creative sharing of the financial risks with the other parties is another way. For example the contract could contain terms which ensure the parties agree to a limited period free of delay damages, apportion the financial liability with another party by calculating a lower, liquidated level of delay damages or agree that certain events would only entitle another party to time, but not to money.
- The contract could also establish contractual powers to manage the risk of delay, including powers to accelerate the work or terminate the contract.

Practical Management

In addition to contractual terms what are the practical ways by which parties can best manage the risk of delay?

Owners need to be realistic from the outset as to the time their project will take to reach completion. They should undertake their own risk assessment and add a contingency. They should be wary of unrealistic completion dates. In particular, they should allow enough time for the design to be fully completed and checked before work or procurement commences.

- Contractual obligations should be placed on programming the works, services and procurement. This should also include sanctions for failure to meet these obligations. Employing a Project Manager to record progress in detail and, in particular, to record the real causes of delay and their effects should be considered.

- Contractors can best manage the risk of delay by being realistic and allowing for contingencies. They should involve the site team, key subcontractors and consultants in their tender plan at an early stage. In many cases their input is obtained too late, often after a contractual commitment has already been taken on. They should plan for the usual contingencies (e.g. plant breakdowns, bad weather and de-snagging) for those activities on the critical path to completion.
- Contractors also need to devote time to understand the contractual allocation of risk for delay events and ensure they comply with their obligations such as the serving of notices required by the contract. It is important to remember that the contractual management of delay risk can be undone by notice requirements being ignored or by poor record keeping. So although a party may not contractually bear the delay risk of an event they could still lose their entitlement because they have failed to serve the required notices within a set period of time or because they fail to keep adequate records to prove their entitlement.
- Consultants also need to be made aware of their obligations to provide timely design information. Design development as the project proceeds remains one of the biggest causes of delay in a project.

The risk of delay is unfortunately unavoidable. This is despite the much needed unbiased forms of contract, best practice construction methods and detailed, computer based critical path programming.

Contracts are however the key tools to enable the risk of delay to be managed, provided that they are properly drafted to take care of unconscionable contract provisions, well understood and of course, complied with!



BUILDING Relationships

IN RECOGNITION OF
COMPLETION OF

25
years
Service



Mr D T Kadam - Sr. Mechanic
on April 30, 2011



Mr Pravin Gohil - Sr. Overseer
on May 04, 2011



Mr Lakshman K Iyer - Asst. Stores
on June 30, 2011



3 Cheers for TEAM BEB!
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One more
Award
for
Team BEB

Dinesh Nayak DGM - Tech. & Mktg.

The Institute of Cost and Works Accountants of India (ICWAI) has selected our Organisation for : Second Award – under the Category of "Private – Service Sector – Medium". The ICWAI gives National Awards for Excellence in Cost Management every year.

Our Company participated in the ICWAI 8th National Award for Excellence in Cost Management – 2010 and submitted our nomination. All the data required for the nomination was compiled from the voluminous records in the ERP System by Mr Manish Gupta, DGM – PMC, which was further refined by Mr Sachin Patankar, AGM – Finance, who prepared the required write-up and notes. All this was done under the overall guidance of our Indefatigable CFO, Mr Monesh Bhansali.

In a letter to our CFO, the Additional Director, Mr S.C. Gupta, ICWAI has written, "..... Your sincere endeavour towards effective cost management and leading role will be a source of inspiration to others and show the path in making India a cost efficient economy in facing the global competition".

This award comes close on the heels of our two awards from CIDC this year. One of the awards was for being the "Best Professionally Managed Company." By bagging the ICWAI Award, we have proved that our professionalism is not just confined to technical functions but extends to non-technical functions of the Company as well.

3 Cheers for TEAM BEB!

How Challenges in the Brigade Gateway Project were Overcome

Our Brigade Gateway project was winner of this year's CIDC Vishwakarma Award for the 'Best Project' in commercial buildings category. Behind every achievement lies the toil and dedication of a large number of people who overcome challenges at every step. This project was no exception.

It is but natural that a project of this size, scope and complexity will have problems and challenges galore. True to our tradition of accepting projects with challenging technical requirements and overcoming them, we came up with ingenious solutions to complete the project successfully resulting in complete satisfaction to all the stakeholders.

A brief narration is in order:

1. A number of buildings were under construction within the campus. Therefore working space was at a premium. Yet, we successfully coped with this challenge by carefully planning and sequencing all the activities and by constant monitoring of all the activities as well as receipt and movement of materials.
2. As the work progresses, vertical movement of staff and labour becomes critical. We installed a Mechaster Mech passenger elevator having a capacity of 15 persons to expedite vertical transportation.
3. The tower is curved in plan. It was necessary to mark various centre lines and grid lines very accurately. Accuracy in verticality was also of critical importance. This was achieved with great care and diligence by our team so much so that the specialist agency doing the external façade had no difficulty in installing the façade. No chipping and adjustments were required. Similarly, the agency installing the lifts had no problems regarding verticality of the lift shafts.



07/25/2009

4. Certain columns reduce in size and their shape changes from elliptical to circular at 8 floor level. Here, the formwork with M. S. shuttering had to be carefully detailed and concreting had to be done in two stages.
5. The massive raft foundation for the tower portion was 1 m. thick at corners and 3.5 m. in the centre. It consumed 12894 Cum. of concrete. This was done in 12 pours each lasting 2 to 3 days. Concreting was done continuously round the clock for 24 hours for each pour. Chilled concrete was used to control rise in temperature of the concrete after placement.
6. Three stage shuttering was required at 3rd and 4th floor level and at South-East corner of the tower.

Compiled by **Dinesh Nayak**, DGM - Tech. & Mktg. based on conversations with **Mr. Digant Kapadia**, **Mr. Manoj S.M.** and **Mr. Kedar Limaye**.

GREEN EARTH MOVEMENT

at Reliance Media

Remember "you and I
can save the future"



SOW THE SEEDS

BE Billimoria & Co Limited, a high-rise prestigious project when it secured the contract in Noida. The agreement was signed between Ltd and R K Arora, chairman & managing director of all services, to be completed in 45 months North India, and the contract is worth Rs 500 Crore.

North Eye will be spread over an area of 21 lakh square feet, projected skyscraper would be 255 meters tall and 60 floors.

Bagging of the prestigious contract of Supertech's flagship project 'North Eye' in Noida by us has been extensively covered by the print and electronic media.

Infrastructure development is witnessing impressive growths across various sectors in India.

B.E. Billimoria welcomes NorthEye on board.

Thank you Supertech, for choosing us to create North India's tallest residential development.

High technology and advanced engineering based construction is nothing new to B.E. Billimoria & Co. Limited, including the 222 m. Lodha Bellissimo the tallest tower of India which was completed. For each new project brings fresh challenges and opportunities. We are excited at being chosen as construction partners of Supertech, for NorthEye - North India's tallest residential development at sector 74, Noida, NCR. And we are committed to deliver beyond expectations.

B.E. Billimoria & Co. Limited
Civil Engineering Construction Contractors

Supertech
Specialized Real Estate Developer

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A sample for your eyes

BUSINESS STANDARD - Delhi: Friday, July 01, 2011

B.E. Billimoria & Co. Limited, India's leading high rise specialist contractors bagged yet another prestigious construction contract of Supertech's flagship project, North Eye in Noida. The contract signed is worth Rs 500 Crore to build North India's tallest residential project, which will be spread over an area of 21 lakh square feet, 255 meters tall and 60 floors.

B.E. Billimoria & Co. has successfully completed 500 mega projects including the residential building of the Chairman of the Reliance Group at Mumbai, Planet Godrej, Petit Tower for Tatas, Lodha Bellissimo which stands at 222 meters, the tallest building in India.

The agreement was signed between Mr. Digant L. Kapadia, Managing Director, B.E. Billimoria & Co. Limited and Mr. RK Arora, Chairman & Managing Director of Supertech Limited.

Digant L. Kapadia, Managing Director, B.E. Billimoria & Co. Limited said, "We are proud to be associated with this prestigious project of Supertech. This iconic building when completed, shall add another feather in our cap and our track record of creating landmark civil engineering structures. We are looking forward to a long and fruitful association with Supertech and are confident of delivering the project on schedule".

On signing up of the deal, Mr. RK Arora asserted, "We are confident that Billimoria team will achieve the desired results within the given timeframe while maintaining our high quality standards".

The contract includes works of all services, to be completed in totality in 45 months.

North Eye will be the tallest residential building in North India. When completed, it shall be a jewel in the skyline of NCR and shall stand at 255 meters above ground. The structure includes Shopping & Retail areas, Residential & Commercial floors, Restaurants, Recreation & Sports, etc. The project will also have a swimming pool at the top 60th floor, an observatory and a helipad for the inhabitants.

Supertech Limited is Delhi's NCR one of the leading real estate developer, established in the year 1988. The company has revolutionized the real estate arena in Delhi NCR. Supertech has its projects in Noida, Noida Extension, Greater Noida, Ghaziabad, Moradabad, Meerut, Haridwar and Saharanpur and has plans to venture in Western and Southern parts of India.

Editor

Do we know what are we Serving ?

Dinesh Nayak DGM - Tech. & Mktg.

Last year, I had an occasion to attend a lavish marriage ceremony in a district headquarter town in the South. The venue was the best and the oldest 1st grade hotel in that town. An extensive buffet was laid out for the feast.

As I was going forward in the buffet queue, I was reading the label for each dish. Label for one dish was missing and the dish was unfamiliar. From the look, I could not guess what the dish was. I asked the young man who was serving that dish its name and what it was made of. He was non-plussed and embarrassed. He did not know the name of the dish or what it was made of. He asked the serving staff on his either side but they also could not answer.

Then suddenly I noticed that the person who was serving was not from the category of waiters on the other side of the table. Others who were serving were uniformed waiters. This young man was well-dressed and was wearing a tie and was speaking good English. While entering the hotel premises, I had noticed a polished brass signboard of an Institute of Catering and Hotel Management. It dawned on me that the hotel was also

running this institute and this young man was probably a student there. In all probability, he was standing there as part of his practical training. When I asked him about it, he confirmed that indeed he was a student there.

The casual and careless attitude of the young man saddened me immensely. Here was a young man at the threshold of his career but was not interested in finding out what he was serving to the guests. For all he knew, he might as well be serving grass.

Throughout the marriage feast, I could not remove the thought of that young hotel management student from my mind. Later it occurred to me that what I expected from him applies to all the professions including ours. We civil engineers serve our clients in various capacities like site engineers, quantity surveyors, designers, planners, consultants etc. either through our employers or as self-employed professionals. Should we not ask ourselves periodically - what are we serving?



WAAAAA!!!

A man & a Casket

A man who makes caskets was on his way to deliver one of the coffins when his car broke down. Trying not to be late, he put the coffin on his head and began heading to his destination. Some policemen saw him and wanted to make some money off him so they challenged him - Hey !!! What are you carrying and where are you going ? The man said, "I do not like where I was buried, so I am relocating". The policemen ran for their lives.

Creating Perfect Relationships

A person visited the Government Matchmaker for marriage and requested "I am looking for a spouse. Please help me to find a suitable one." The officer said - your requirements please. "Oh good looking, polite, humorous, sporty, knowledgeable, good in singing and dancing. Willing to give me company the whole day at home during my leisure hour, if I don't go out. Telling me interesting stories when I need company for conversation and be silent when I want to rest." The officer listened carefully and replied, I understand you need a television.

Thinking? Seed your mind with positivity Positive Thinking

We often take ourselves for granted. We accept everything our mind thinks. But our minds think what we feed it. So, it is important to figure out what messages we are sending to our minds about ourselves.

What are the affirmations that we send to our minds? Are you sending negative thoughts about yourself? Affirmations are actually suggestions that you send to yourself. The more you send the message, the better, as it gets reinforced. Affirmations are extremely important as they help in transforming your thinking patterns.

We often need to do this consciously. Affirmations have to be skillfully phrased and should be repeated so that the subconscious mind will believe it and weave it into your mindset. Send positive messages like: *I love life. I find life so beautiful and enthralling. I am open to change.* You will notice that in none of the affirmations a negative word has been used. You can even write down the message and pin it up on your notice board at work or at home.

Sometimes when you express such affirmations, a noise may come from within saying that this is far from reality. If this happens, tell yourself that it is only your feeble negative self and today you are a different person with a new attitude that is going to take you far.

Repeat your affirmations before you sleep. It works wonders on your mind as you sleep. Try the first one today.

— Anonymous

Project Update

RESIDENTIAL

NEW 'North Eye' at Cape Town, Noida - residential tower with double basement, ground + 66 upper Floors + Terrace

'Madhav Bhavan' at Lower Parel, Mumbai - residential tower with basement, ground + mezzanine, 5 podiums + 45 Storey Tower

'Lotus Complex' at Lower Parel, Mumbai - 2 residential towers with 34 Floors, 1 commercial building with 17 Floors & 1 service apartment with double basement, ground + 7 level podium + 38 Floors

'Mahindra Splendour' at Bhandup, Mumbai - 5 towers with 2 level parking and stilt, 2 towers having 32 floors each and 3 towers having 21, 23 and 25 floors each

NEW 'Bougenvilla' at Sarjapur, Bangalore - 4 towers with ground + 11 floors

NEW 'IREO Victory Valley' at Gurgaon, Harayana - 1 tower with double basement, ground + 25 floors and Row Houses G+1 - 1 nos, G+3 - 2 nos & G+7 - 2 nos

'Crescent Court' at Greater Noida, Uttar Pradesh - 3 towers with double basement, ground + 22 floors and 2 towers with double basement, ground + 6 floors

'Lodha Bellissimo' at Lower Parel, Mumbai - 3 level podium and stilt + 50 floors

'New Haven Township' at Boisar, Thane - 33 buildings with ground + 2 floors & 49 buildings with ground + 3 Floors

'Concorde Manhattan' at Doddathoguru village, Bangalore - 5 towers with double basement, ground + 14 floors

NEW 'Salarpuria Greenage' at Hongasandra village, Bangalore - 3 towers with 21 floors and 1 tower with 25 floors

'Salarpuria Phase II' at Hongasandra village, Bangalore - 6 towers with double basement, ground + 21 floors

'Manjeera Residential' at Kukatpally, Hyderabad with three basements, ground + 23 floors

Residential Tower at Bhavini Township, Anupuram, Kalpakkam, Chennai, with ground + 17 floors

'Embassy Residency' at Perumbakkam, Chennai - 4 towers with ground + 8 floors

NEW 'Gulmohar Villas' at Perambur, Chennai - 110 villas with ground + 2 floors each

COMMERCIAL

NEW 'Prakashwadi Commercial Tower & Rehab Project' at Andheri, Mumbai - 1 commercial tower with four basement, ground + mezzanine, + 45 Storey & 1 residential tower with ground + 14 Storey

'Rubix Mall' at HMT layout, Bangalore - with single basement, ground + 11 floors + terrace

Manjeera Commercial' at Kukatpally, Hyderabad - with three basements, ground + 8 floors

UTILITY

'Namaste Hotel & Office Tower' at Mumbai with three basements + 67 floors

'P. D. Hinduja National Hospital and Medical Research Centre' at Mumbai, with additional 20 floors above existing 2 floors

'Reliance Mediaworks' studios at Film City- Goregaon, Mumbai (ref. pic. 1)

'MRR Hospital' at Worli, Mumbai

NEW 'ASB Mold Factory Building' at Ambarnath, Thane with ground + 2 floors

NEW 'Amul Dairy Plant' at Virar, Thane with basement, ground + 1 floor

'Sri Sathya Sai Hospital and Medical College' at Chennai with ground + 3 floors and ground + 4 floors respectively

'Vedanta Cancer Hospital and Research Centre' at Raipur with numerous low rise structures housing various departments & facilities

'Centre of Excellence for Training in Energy Efficiency' at Chennai, Block D with ground + 1 and Block E & F

'IGCAR' (Head End Cell Building) at Kalpakkam, Chennai - ground + 3 floors

'Amanora' Mall at Hadapsar, Pune - 2 blocks with basement, ground + 3 floors

NEW 'Garden Galleria Shopping Complex' at Bangalore with three basements, ground + 6 floors



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