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From the September 29, 2000 print edition

Telcobuy cuts \$25 million supply deal with Gabriel

[Rick Desloge](#)

Telcobuy.com has received a contract worth roughly \$25 million that calls for the company to supply equipment, build and engineer [Gabriel Communications Inc.](#)'s 125 telecommunications locations in 13 cities.

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The deal between the two companies, neither of which existed two years ago, was aided by the fact that both companies are based in St. Louis, said Jerry Howe, chief executive of Gabriel.

He acknowledged the contract was competitively bid with other companies including Sprint North Supply in New Century, Kan., and Marconi Communications in Pittsburgh, both seeking part of the multi-million-dollar assignment.

"I couldn't build out 125 locations without somebody like Telcobuy to help me," said Howe, who started Gabriel in December 1998, with the late telecommunications entrepreneur Robert Brooks.

Howe declined to disclose the exact value of the contract but said his

competitive local communications company spends roughly \$200,000 in equipment to build out each of the 125 locations in 13 markets.

Telcobuy.com started as an equipment purchasing subsidiary of David Stewart's World Wide Technology. In September 1999, Jim Kavanaugh, another executive of World Wide, and Stewart split the company off from World Wide.

In March, Telcobuy registered plans for a public stock offering. Kavanaugh acknowledged Telcobuy delayed its public offering because of a weak market for technology stocks. He won't say



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when or if the company will move forward with the public offering.

Kavanaugh, who serves as chief executive of Telcobuy, emphasized the deal with Gabriel reaches beyond buying telecommunications equipment. It includes the engineering involved with the equipment; assembling, wiring and testing all the components; and shipping and installing the finished product.

The contract with Gabriel is not Telcobuy's largest. The company is building out almost 1,000 locations, including some for Gabriel's larger rival, SBC Communications Inc., said Kevin Cantwell, who joined Telcobuy in May as a vice president in charge of emerging markets.

The expanding telecommunications market has pushed Telcobuy's revenue to \$480 million for the first nine months of 2000, said Kavanaugh. That's placing the company on track to more than double the \$247 million in revenue from 1999.

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