



Keystone sells
hardscaping supplies
like pavers for driveways
and sidewalks, and pad
materials like rock and
sand for patios, lanais,
and decks.

KAWASAKI KEY TO **KEYSTONE** **ROCK SUPPLY**

Located on the Florida west coast between Venice and Fort Myers, Keystone Rock Supply and Nursery sits on several acres of prime retail space fronting the scenic and historic Tamiami Trail.

This Florida company with the Pennsylvania name developed as a result of a retiree from the Keystone State discovering a real need for a competitive supplier of landscape building stone. Harry Henry had just moved to the area after 30-plus years in the construction and heavy earthmoving business. His son, Richard, still living in Pennsylvania, had over 18 years doing the same. So they reached out to their construction contacts, started importing palletized Pennsylvania stone — including Blue Stone and West Mountain Field Stone — and Keystone Rock Supply was born.

"In 2004, we sold the family farm we had up North and I moved down here," says Richard. "My father planted the seed and I came down to start it. He was pretty much a silent partner, but he was here through thick and thin until he recently passed away. He was my right-hand man when it came to the business."

No sooner had they opened their doors to their hardscaping business when Hurricane Charley hit. "Who wanted a new landscaping

area when everyone needed a new roof? It was touch and go, but when everything started moving again we were doing pretty well."

THIRD TIME'S A CHARM

Like many other parts of the country, Florida is not immune to equipment theft. And Keystone was hit not once, but twice. So after their second compact wheel loader was stolen, Richard decided to do a lot of research to check out the current crop of loaders before buying another. He looked at the usual ones and found their specs were all pretty similar. Then he discovered Kawasaki's 42ZV-2: he liked that it had a Kubota engine, and he really liked the specs.

"I called GS Equipment, the local Kawasaki dealer. They brought one out right away and let me run it for a month until they got the new one in. As soon as I operated it, I bought it. They were so good about it all. I mean I didn't have a loader, I couldn't move anything. Talk about customer service!"

When Richard said he couldn't move anything without a loader, he wasn't kidding. A visit to his bustling yard reveals his Kawasaki compact zipping from one task to another, non-stop. The Department of Agriculture-certified one-cubic-yard bucket

scoops up all kinds of loose materials like sand and aggregates. The 42ZV-2 then loads into customer pickups or company haul trucks. The standard quick coupler and third spool means he can use forks to lift and load pallets of rock and paver brick or wield a grapple bucket to clean debris from tight places a backhoe can't even reach. With storm-debris removal a given in Florida, and the easy transportability of a compact wheel loader, Richard can continue to generate income even when the prevailing community need is rebuilding, not re-landscaping.

"The Kawasaki is tops in my book," concludes Richard. "It is a very well-built machine. It is user friendly and has a lot of power. I looked at other brands, but Kawasaki was the better buy — the bigger and better machine."

"When it comes to maintenance, everything is right there; it is so easy to change the filters. And GS Equipment will handle the major maintenance. I had never dealt with GS Equipment before, and their customer service is impressive. I would recommend to anyone to buy a Kawasaki wheel loader!"

**Keystone Rock Supply and Nursery
is serviced by GS Equipment, Fort
Myers, Florida.**

Keystone likes the fast cycle times of their loader. Four quick passes fills one of his delivery trucks, and then it's ready to hit the road.

