



We are K&S McKenzie
more than just a motor factor!

AUTUMN NEWSLETTER

INSIDE:

**50 YEAR ANNIVERSARY // PRODUCT LAUNCH // LATEST OFFERS
AND MUCH MORE...**



www.kandsmckenzieltd.co.uk



For 50 years K&S McKenzie has been serving customers across the UK from their own fleet of trucks and vans.

With a stock of over 250,000 items we aim to find you exactly *what you need, when you need it.*



OUR SERVICES

**ADBLUE // BOC GAS // TORQUE WRENCH CALIBRATION
BRAKE RE-LINING // CHAIN & WIRE // GARAGE EQUIPMENT**



Welcome to K&S McKenzie's new newsletter!

This newsletter will be produced quarterly and is a place for us to share all our news, supplier stories, offers, events, and general thoughts on developments within the industry.

In this edition we celebrate **50 years in business** and on pages 4-5 we share with you the story of how it all began for us back in 1968. We also launch our new product Dipetane on pages 6-7 and talk about the ground-breaking benefits that it offers.

In addition to all this we share our latest product offers, and tell you all about our expert testing services.

We know that any newsletter is only as good as its content, and this is where we need you!

Please contact us to let us know of any articles or products you would like to see featured in our next issue, or share feedback on this issue, by emailing info@kandsmckenzielttd.co.uk.

We hope you enjoy this autumn issue of our newsletter!

Stuart and Alastair McKenzie



We're celebrating 50 years in business!

We first opened our doors in 1968 in Carlisle, Cumbria.

At the time there was a shortage of parts suppliers to the commercial vehicle market in the area and it was this opportunity that Keith McKenzie knew was too good to let pass him by.

1968



2018

"50 years on and we are proud to be one of the most well-respected motor factors in the north west."



Keith always had an eye for business and could spot a good opportunity a mile away. In 1972 he was on the lookout for some new premises and came across a newly developing industrial estate on the outskirts of the city. This location had excellent road links and was the perfect site for him to build K&S McKenzie's new head office. We were one of just ten businesses to move into the area that year, an area that today forms the largest industrial estate in Carlisle, home to the likes of Eddie Stobart, Travis Perkins, and ParcelForce Worldwide, to name but a few.

Keith owned the business with his wife Sara. They were the perfect team; Keith working directly with our customers whilst Sara took care of the day-to-day running of the office. Their dedication and team-work saw the business continue to thrive and before the decade was out the couple would expand the K&S McKenzie warehouse and office.

Stuart and Alastair spent this decade working alongside their father, soaking up the knowledge he held and learning about the things that really matter in business... good, honest service.

The 1980s saw the next generation start to work in the business with Keith and Sara's sons Stuart and Alastair taking active roles. This was also a period that saw the business (and family) meet a huge challenge - the decline of Keith's health. This was an illness that was to stay with him for 11 years until his death in 1996. Stuart and Alastair spent this decade working alongside their father, soaking up the knowledge he held and learning about the things that really matter in business... good, honest service. It was the knowledge and passion Keith held that remained with his sons following his passing and remains with them to this day.

Sara continued to manage the business, aided by Stuart and Alastair who - following in their father's footsteps - were always on the lookout for new opportunities that would further elevate the service offering of K&S McKenzie. This saw the addition of lifting products to our portfolio, something which is today a major product in our range, as well as the launch of our website via which we sell thousands of products.

2006 brought with it the introduction of AdBlue to the market place which led to another opportunity for the business and saw us become one of the first companies to store and sell AdBlue. Today we are a major supplier of the product across the whole of the UK. We also provide an expert chain testing and calibration service, are a BOC Gas agent, and offer a wide-ranging variety of products and services unique to our motor factor.

"I learnt from my father the value of seizing opportunity... never swaying from the values and focus on service that formed the foundation of this business all those years ago..."

We operate all over the UK from our base in Carlisle and provide services to small businesses as well as delivering major contracts for large organisations stretching from the very northern tip of Scotland, down to the south coast of England.

When speaking about the factors that have helped the business reach this 50-year milestone Stuart McKenzie, Director, said; "I learnt from my father the value of seizing opportunity, having a fantastic supply and distribution chain, and importantly on never swaying from the values and focus on service that formed the foundation of this business all those years ago. It is this that drives us forward, builds our customer base, and makes us more than just a motor factor".



We are proud to bring you Dipetane fuel technology!



THE ONLY HYDRO CARBON FUEL TREATMENT

Dipetane helps you to meet new lower M.O.T, NCT and DOE smoke and emissions testing regulations



Dipetane non-additive fuel technology is a game changer for governments, local authorities, and all fuel suppliers who have to reduce CO, CO², NO_x and smoke in engines.

This unique product reduces fuel usage by up to 10%. It also reduces NO_x by up to 35%, CO² by up to 23%, smoke by up to 50%, and offers up to 10% better fuel consumption.

Treating fuel at source with Dipetane greatly enables the facilitation and policing of the above emission reductions. Dipetane navigates climate change issues with greater certainty and outcome by upgrading all fossil fuels, including petrol, diesel, heating oil, kerosene, and heavy oil.

Dipetane uniquely addresses and solves the fundamental problem existing in standard combustion, which is that some of the valuable carbon remains unburnt. Dipetane equalises and stabilises the carbon chains in fuels which allows more of the incoming 21 units of oxygen in the air to attach to the carbon chains, thereby enabling a more complete combustion.

HOW DIPETANE WORKS:

- **Injector Protection:** Dipetane protects costly injectors and valve stems with its full burning of the carbon leaving no hard unburnt carbon grating in the system. This combined with its built-in lubricant greatly increases lubrication thereby protecting injectors and valve stems.
- **Diesel Particle Filters (DPFs):** Dipetane treated fuel has a unique ability to burn carbon more completely, compared to standard fuels. This means that much less unburnt carbon enters the DPF and therefore the regeneration occurs less often. In some 6.8 litre engines Dipetane's use has extended the regeneration from 70 hours out to over 200 hours. This is a substantial fuel saving and protects the DPF from the very high revs involved in the regeneration process. Minimising regeneration, minimising fuel usage and protecting DPFs is very efficient and cost-effective.
- **Up to 10% Fuel Savings:** Dipetane's independent Scientific Chassis Dynamometer and Boiler Tests under controlled conditions show up to 10% fuel savings. Mix rate for Dipetane is always 1:200. One litre treats 200 litres of diesel, petrol, kerosene, and heavy oil. It does not change the spec of the fuel and is not an 'additive', being 100% hydro-carbon.

In simple terms, Dipetane increases the air to fuel ratio. It is the only pre-combustion fuel treatment world-wide that significantly reduces the greenhouse gas problems associated with all standard fuels.

Dipetane has a cold pour point of -34°C and is 100% hydro-carbon. There is nothing in Dipetane that is not already in your fuel. It cannot change the spec of your fuel which remains within the EN590 Fuel Specification. Therefore, all warranties for your vehicle remain intact.

Over 40 million litres of fuel per year is treated with Dipetane with numerous testimonials confirming its ability to reduce emissions, save fuel and reduce engine maintenance.

Dipetane has been saving fuel and reducing emissions over 30 years and as other products come and go, Dipetane has grown from strength to strength.

KEY BENEFITS:

- ✓ Up to 35% reduction in NO_x
- ✓ Up to 23% reduction in CO₂
- ✓ Up to 50% reduction on smoke
- ✓ Up to 10% better fuel consumption
- ✓ Helps to keep injectors DPFS & EGRS clean
- ✓ Reduces AdBlue usage
- ✓ Could cure NO_x sensor problems

To find out more about Dipetane,
or to try it for yourself, visit
www.kandsmckenzieltd.co.uk
or call us on 01228 528218



Our testing services...

At K&S McKenzie we offer a range of testing and calibration services. All testing and calibration is carried out by our dedicated, and highly qualified team of experts.

Chain Testing

Our Chain Testing Division carry out inspection programmes for loose lifting equipment. Each member of our expert Chain Testing team is Lifting Equipment Engineers Association (LEEA) qualified.

We offer certification, non-destructive testing, and inspection services and can ensure that plant registers are kept up-to-date in order to help our customers satisfy the statutory requirements for thorough examination called for by Lifting Operations and Lifting Equipment Regulations (LOLER).



At K&S McKenzie we believe in making life as easy as possible for our customers, and that is why we;

- operate an automated reminder system which prompts you when your equipment is due for testing
- will collect and deliver your equipment within a 120-mile radius of Carlisle free of charge
- send our engineers to test equipment at your site for larger quantities of items

Our Chain Testing Division also supply new lifting and

lashing chains, shackles, hooks and other items, all with the necessary identification markings and certification - these can be made up to order and shipped across the whole of the UK.



To find out more about our calibration and testing services call our friendly team today on **01228 528218** or email us at **info@kandsmckenzieltld.co.uk**

Torque Wrench Calibration

Torque wrench calibration is extremely important to a variety of workmen, engineers, contractors and road hauliers. Our specialist in-house torque wrench calibration service ensures that torque wrenches are performing within specification and that any nut, bolt, or fastener is tightened to the correct amount.

The testing of torque wrenches can be done on any 1/4, 3/8, 1/2, 3/4 and 1" square drive between 8 n.m and 1500 n.m.

Once calibrated we produce a certificate that is to ISO 6789.2003 and shows readings taken at 20%, 40%, 60%, 80% and 100% of the total torque.



Our recommendation is that torque wrenches be calibrated every six months to ensure accurate performance and that the more a torque wrench is used the more it gets checked.

We carry a large stock of torque wrenches and our fleet of vehicles can deliver these all over the UK using an overnight delivery service. To help our customers keep costs to a minimum we offer free collection and delivery of torque wrenches within a 120-mile radius of Carlisle.

Gas Testing



Gas equipment can be a hazard at work if it is not maintained properly and using unsafe equipment or failing to test equipment fully could result in accidents and serious injury in the workplace.

Our expert team provide a quick and easy way to avoid the pitfalls associated

In addition, a report of their findings will be issued and the Inspector will update you on current Health and Safety and BCGA Codes of Practice.

with gas safety and ensure your compliance with the British Compressed Gases Association (BCGA) Codes of Practice by providing customers with a full on-site gas safety equipment check. Each check is performed by our trained oxy-fuel gas equipment Inspectors. During the inspection, the Inspector will perform a thorough functionality and leak test of all components such as regulators, flash back arrestors, hoses, torches and associated fittings.

The BCGA's Code of Practice recommends that regulators and flashback arrestors are checked annually and replaced every five years and these checks must be undertaken by a person who has completed a CQF Level 3 qualification in Mobile Oxy-Fuel Gas Equipment Inspection or equivalent.



OUT AND ABOUT



NEW GUINNESS WORLD RECORD!



Guinness World Record attempt in Northamptonshire. We did it!! All 640 of us!



The K&S McKenzie Team ready to secure a new Guinness World Record for the largest parade of Land Rovers/Range Rovers.

SUMMER SHOWS 2018



We've had a fantastic summer exhibiting at around 20 shows across the country!



Our newly branded exhibition trailer at the Cumberland Show.

PENNY SALE



Director, Stuart with the prize winner from our very successful Penny Sale weekend in Carlisle.

Swarfega®

PROMOTION

Buy any 2 orange hand cleaner products listed below:



15l Bucket
£60.00 +VAT



4l Cartridge
£23.50 +VAT



4l Pump Dispenser
£19.99 +VAT

And receive *the entire Tough range for just £1* (worth £23.16)



Swarfega Tough protection cream 100ml //
Swarfega Tough sun protection SP30 100ml
// Swarfega Tough hand cleaner 250ml //
Swarfega Tough heavy-duty hand wipes (70
wipes) // Swarfega Tough shower gel 250ml //
Swarfega moisturizer gel (after work) 100ml

We have some big offers on commercial brake tester rollers at the moment!

Contact us today on 01228 528218 or email info@kandsmckenzielttd.co.uk to find out more

BRAKE TESTER ROLLERS





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