



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

Winter Newsletter

INSIDE:

THE FUTURE OF DIESEL // GUEST FEATURE: IAAF // LATEST OFFERS
AND MUCH MORE...



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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

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Welcome to the **Winter edition** of the K&S McKenzie newsletter

With the shorter days and longer nights upon us, it is a good time to look back over the past few months and reflect on the great summer we had. We particularly enjoyed the trade shows we were part of and wanted to thank everyone who came to see us – it is always great to catch up and we hope you enjoyed the shows as much as we did.

In this latest edition of our newsletter we talk about **the future of diesel** on **pages 4&5** – a hot topic in the industry at the moment! We also hear from the **IAAF** on **pages 6&7**, in our first guest feature article. In addition to all this we share our **latest product offers**, talk about our **bespoke lifting equipment** service, and share some snaps of our recent adventures.

We know that any newsletter is only as good as its content, and this is where we need you! Please contact us to let of 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@kandsmckenzieltd.co.uk**.

We hope you enjoy this Winter edition of our newsletter!

Stuart and Alastair McKenzie

The *Future* of Diesel



In the 1890s Rudolf Diesel invented an efficient compression-ignition internal combustion engine, an engine that bears his name to this day. Early diesel engines were large and operated at low speeds due to the limitations of their compressed air assisted fuel systems. High-speed diesel engines were first introduced in the 1920s for commercial vehicle applications and in the 1930s for passenger cars.

Changes in diesel engine design contributed to some 10-fold decreases in emissions over a period from the late 1980s to early the 2000s. Major changes also came for both light and heavy-duty diesel engines with the introduction of Exhaust Gas Re-circulation (EGR) and Selective Catalytic Reduction (SCR) systems. SCR systems work to control NOx and use AdBlue to provide the ammonia required to reduce NOx into harmless nitrogen and water.

THE END FOR ADBLUE?

On the 1st September 2015 the European Automobile Association announced the official launch of the Euro 6 engine - the cleanest engine producing the lowest emissions and over the last 15 years, vehicle manufacturers have been working to lower emissions. The Society of Motor Manufacturers and Traders (SMMT) have shared figures that show this effort, combined with advances in technology, has resulted in a reduction in NOx limits for diesel engines by 84% since 2001, carbon monoxide by 82% since 1993, and particulates by 96% since 1993.

In the early part of 2018, figures released by Integer Research showed that 71% of heavy-duty engines (commercial vehicles over 7.5 ton) use AdBlue, as do 22% of off-highway vehicles and 7% of smaller vehicles such as cars and small vans.

We believe that at the current rate of vehicle sales, AdBlue usage should peak in around 5-7 years, where volumes will be approximately three times greater than today. After that point AdBlue usage will drop at about the same rate as the increase has been meaning that the diesel engine as we know it has about 15-20 years of life remaining.

After-injection fuel treatment has been the chosen way forward by the majority of vehicle manufacturers since the focus on emission reduction began. It was this focus that prompted an Irish company to create an exciting new product called Dipetane. Dipetane is the only hydro-carbon pre-ignition treatment on the market today.

Dipetane works by equalising and stabilising 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. This takes the burning efficiency up greatly resulting in less fuel being used and there being less un-burnt carbon – and it is unburnt carbon which can cause a number of problems.

Dipetane is a game changer for governments, local authorities, and all fuel suppliers who have to reduce CO, CO₂, NOx and smoke in engines. This unique product reduces fuel usage by up to 10%, NOx by up to 35%, CO₂ by up to 23%, and smoke by up to 50%. It also helps to keep injectors, DPFs, and EGRs clean.



Rudolph Diesel
1858 - 1913



K&S MCKENZIE
OPINION PIECE

At K&S McKenzie, we have discovered that by using Dipetane in modern commercial vehicles, it may help solve some AdBlue problems meaning that Dipetane can help us all reduce our carbon footprint, regardless of the age of a vehicle.

THE ROAD TO ZERO EMISSIONS

We believe that Dipetane can help put companies on track to meet the government's 2020 emission reduction targets, and with the UK government launching its Road to Zero emissions policy (which will see at least half of new cars become ultra-low emission by 2030) this subject has never been more relevant.

The Road to Zero emissions policy strategy outlines how the government will support the transition to zero emissions, with a focus on the reduction of emissions from conventional vehicles during this time.

This strategy is long-term in scope and ambition and will reach to 2050 and beyond, but what it does mean is that the end for the diesel engine is in sight... a little way off, but in sight.

WHAT NEXT?

So, 'what next for car and light duty vehicles?' you may ask. Well, battery and hybrid technology seem to be the way forward, but these also come with their own share of problems. Afterall, there is a finite life of lithium left in the world, and a shortage of electric to charge all of these new vehicles. For heavy trucks and plant, it looks like gas may be the answer.



Whatever the answer, new technology is certainly a huge part of moving forward. Manufacturers such as Iveco, Scania and Volvo are leading the way by extending the

kilometres a vehicle can travel on one tank of gas, and with customs duty on gas being significantly lower than on diesel, the running costs are reduced as well as the emissions. It is little wonder that organisations like John Lewis Partnership are switching over to 100% gas trucks over the next seven years.

Today, advances in technology are moving at such a pace that manufacturers themselves are struggling to keep up. And with innovations such as driverless vehicles being talked about who knows what can happen? One thing we do know is that the diesel engine will be very difficult to replace.



IAAF: Fighting the CV sector's corner



Established in 1930, the IAAF is the only trade association that lobbies on behalf of the independent automotive sector specifically on

parts. The federation's aim is to promote all aspects of the aftermarket and support every part of a member's business and provide beneficial services. Existing purely to represent the needs and requirements of its members, it also co-ordinates its shared strengths to promote the independent automotive aftermarket as a credible alternative for vehicle service and repair.

THE INDUSTRY'S VOICE

Representing the largest number of Commercial Vehicle (CV) parts distributors and suppliers in the independent automotive aftermarket, in the last year, the IAAF has tackled numerous threats, including eCall, telematics and the extended vehicle, and most recently the proposed changes to the MOT testing frequency, which were subsequently rejected after months of government lobbying by the IAAF. It champions the rights of the Commercial Vehicle (CV) sector, fighting issues affecting the trade such as type approval legislation and MoT extension proposals for vans.

IAAF has welcomed many of the recent amendments approved by the European Parliament's Internal Market and Consumer Protection committee (IMCO) as part of the forthcoming type approval legislation, after leading the fight against the initial proposals, arguing that a level playing field should be provided to ensure consumer freedom of choice when repairing and maintaining vehicles.

Here it lent its voice to a broad industry coalition, calling upon the EU Commission for fair and equal access to in-vehicle data and resources, in order to compete on an equal footing with vehicle manufacturers (VMs).

SPEARHEADING CAMPAIGNS

This has coincided with the re-launch of its Your Car, Your Choice campaign, formerly called Right2Choose, in a bid to refocus the industry's attention on the importance of choice regarding vehicle maintenance and repair work, and also to educate motorists of their rights.



Under block exemption legislation, consumers have the right to use any repair workshop for non-warranty work during the warranty period. The federation is urging motor factors and workshops to raise awareness of vehicle operators' and hauliers' freedom to choose where to service their vehicles.

TRADESHOW PRESENCE

In recent years, it has showed its commitment to the CV aftermarket trade through its presence at some of the key trade exhibitions, including the CV Show, helping vehicle operators and hauliers understand more clearly the complexities of parts supply and how that impacts on their fleet running costs.



The independent aftermarket can provide all that a vehicle operator requires, from the supply of OE-quality parts locally to the provision of technical support and diagnostic information. In short, this equates to many benefits for operators and hauliers, such as quality parts and cost savings.

Wendy Williamson, IAAF chief executive, said:

"A crucial part of what we do is to engage with operators and raise awareness of the major changes affecting the industry and other key technical developments. Equally important is that we demonstrate fully the benefits of the independent automotive aftermarket, which highlights our commitment to servicing a member's business needs.

"There are a number of key pressures on today's fleet operators – to reduce costs, to increase vehicle utilisation, to meet the current Health and Safety requirements and to be mindful of the obligations within Corporate Manslaughter legislation. That's why we are constantly meeting with existing and potential members to ensure they are aware of our latest lobbying activity and our plans to combat industry threats. Knowing they have that support in place makes a vital difference."

IAAF Benefits - There are many advantages of joining the federation as a CV business, from access to cost-effective fleet management solutions to an array of networking opportunities:

Products & services

- Free legal helpline
- Credit protection & advice
- Highly competitive business insurance rates
- A range of lifestyle protection plans
- ADR (Alternative Dispute Resolution Cover)
- Merchandise and promotional workwear
- IT & telecoms solutions

Communications

- Weekly news e-bulletin

Events

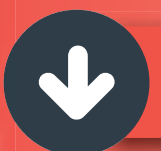
- Specialist CV section
- IAAF Annual Conference and Awards Dinner
- Network meetings
- Corporate golf events

For more information about the IAAF, please visit www.iaaf.co.uk

Limited Time **Special Offers!**

2018 sees us reach a big milestone - **50 years in business**. To celebrate we are offering **50 AMAZING deals** – that's one for each year!

Here we share a just a few of the fantastic offers we are running throughout December and January. To check out what else we have on offer simply visit www.kandsmckenzieltld.co.uk/publications or call **01228 528218**.



BUY THIS

...and receive this **FREE!!**



£59.95

SJ20 20 TON BOTTLE JACK

**WORTH
£57.43
FREE!**



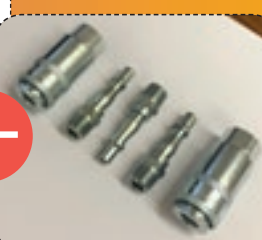
**KSM INSPECTION LAMP
AND THE COMPLETE SWARFEGA TOUGH RANGE**



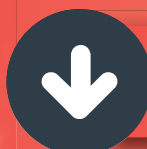
£145.00

**ND2/50 CM2, 1.5KW, 8 BAR 50LT
RECEIVER 240V COMPRESSOR**

**WORTH
£58.34
FREE!**



**KSM INSPECTION LAMP
AND PCL AIRLINE TAIL PIECE PACK**



BUY THIS

...and receive this **FREE!!**



£3,150.00

2500LTR ADBLUE STATION

**WORTH
£600.00
FREE!**



BULK ADBLUE 2000LTR (CONTENTS ONLY)



£119.95

SPB37W SALT SPREADER

**WORTH
£30.00
FREE!**



6x 20KG WHITE DE-ICING SALT



£52.50

**DIPETANE HYDRO-CARBON
FUEL ADDITIVE 5LTR**

**WORTH
£12.00
FREE!**



**DIPETANE HYDRO-CARBON
FUEL ADDITIVE 1LTR**



PRESSES // PRESSES // PRESSES

We have some **big** offers on presses at the moment, such as this 75-tonne press for just **£2,499 +vat**.

Contact us today on **01228 528218** or info@kandsmckenzieltld.co.uk to find out more about all our press offers.

Introducing our newest service: Load Restraint

Due to customer demand we have now invested in a manufacturing facility for load restraint.

Having sold standard lashing systems for many years, we were regularly being asked if we could supply to bespoke requirements. So, we are pleased to announce that with investment in equipment, stock, fittings and webbing of various sizes and tonnage, we are now able to produce straps to your bespoke requirements.



ABOVE: India Tomlinson stitching bespoke straps.

We can make 25mm, 35mm, 50mm and 75mm ratchet assemblies; you decide what length, what tonnage, which end fitting, and which ratchet you require.

We are also able to produce a selection of internal straps, vehicle recovery straps, and pull over straps. For larger quantity orders we can also have your name stencilled on to the webbing.



All of our straps are sold to EN12195-2 standards and are all batch number controlled



For a prompt service call us on **01228 528218** and ask for the **Strap Division**



OUT AND ABOUT



Alastair McKenzie picking up our runner up award for CV Distributor of the Year at this year's IAAF Awards and Dinner.



Stuart and Brandon McKenzie on our stand at November's Carlisle Ambassadors meeting.



A great day was had by all at this year's Stoneleigh Landrover Show!



BBC's Jeremy Vine about to present the award for Family Business of the Year at the in-Cumbria Business Awards for which we were shortlisted. (Photo courtesy of In-Cumbria magazine).





GET SOCIAL!



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Winter edition

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