



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

WELCOME TO OUR



2019 NEWSLETTER

INSIDE:

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// SPECIAL 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**

Give us a call on **01228 528218** or visit us at
www.kandsmckenzieltld.co.uk



Spring has sprung, and so has the latest edition of our newsletter!

We love this time of year at K&S McKenzie, the days grow longer, the sun shines brighter, and our team start prepping for the summer show season! We are attending a number of trade shows this year and love having this opportunity to catch up with clients and contacts across the country.

In this Spring edition of our newsletter we share the latest legislation changes relating to ladders and welding fume on **pages 4 & 5**, ensuring you are in the know and helping you to keep your business compliant.

On **pages 6 & 7** we talk about what makes K&S McKenzie "more than just a motor factor", and our guest feature article is by Tuffa Tanks on **pages 8 & 9**. Last, but not least, on **pages 10 & 11** we share some special offers and latest news with you.

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@kandsmckenzieltld.co.uk**.

We hope you enjoy this Spring edition of our newsletter.

Stuart and Alastair McKenzie

LEGISLATION CHANGES: WHAT YOU NEED TO KNOW

WELDING FUME

A recent change we wish to share is that with immediate effect, there is a strengthening of HSE's enforcement expectation for all welding fume, including mild steel welding; because general ventilation does not achieve the necessary control. This is owing to new evidence by the International Agency for Research on Cancer that exposure to mild steel welding fume can cause lung cancer and potentially kidney cancer.

These changes will impact all workers, employers, self-employed individuals, contractors, and anyone who undertakes welding activities, including mild steel, in any industry.

Action required

1. Ensure suitable controls are provided for all welding activities, regardless of duration or location (including outdoors).
2. Ensure that exposure to any welding fume is controlled using engineering controls, i.e. local exhaust ventilation (LEV).
3. Provide the appropriate respiratory protective equipment (RPE) to control risk from residual fume where engineering controls alone do not control exposure.

4. Ensure any RPE is subject to an RPE programme that captures all elements of RPE use ensuring its effectiveness in protecting the wearer.
5. Ensure the correct use and suitable maintenance of engineering controls including thorough examination and testing where required.

Extraction or RPE?

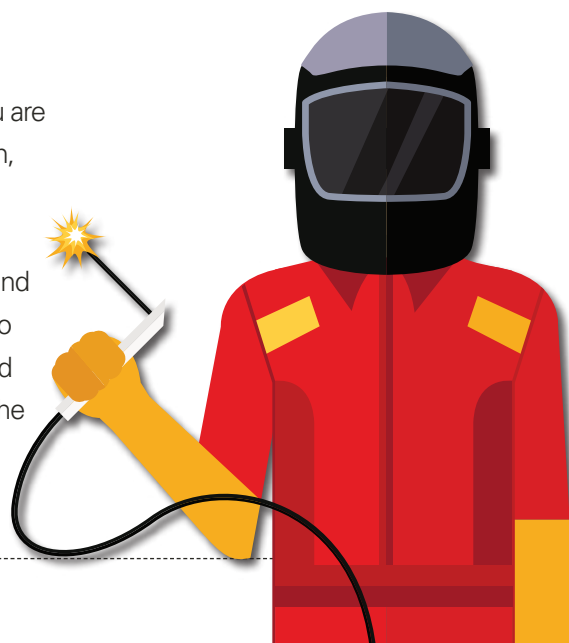
The question of whether to use extraction or RPE depends on a number of factors, such as:

- Location, i.e. inside, outside, or in a confined space.
- The process you are using, i.e. arc or resistance welding, plasma or flame cutting or gouging, automated or manual, etc.
- The length of time that the welder will be creating the fume.
- Are you cutting or welding through any coatings, plating, or contamination?
- What filler wire/consumables you are using, i.e. carbon steel, aluminium, stainless or hardfacing wires.
- Is extraction suitable for the job? For a number of manual cutting and welding it is simply not practical to use extraction systems and air-fed RPE may be required to protect the welder.

Options for welding fume extraction controls

- Use a high-vacuum system such as ProtectoXtract for the filtration of particulate fumes, dusts and some gases. ProtectoXtract is BIGA approved, mobile, and uses a five-stage filtration system.
- Use an industrial welding and grinding table to extract fumes, dust and particles during welding, grinding, and polishing operations. This solution is suitable for fixed workplaces and has a great capture rate.

To find out more about welding fume extraction, or for advice on the most suitable equipment for your business, contact our expert team today on **01228 528218** or email **info@kandsmckenzieltld.co.uk**.



We make sure to keep abreast of changes within the industry so we can let you know about anything that may impact you or your business. For any advice about these changes and how they may affect your business contact our expert team on **01228 528218** or email **info@kandsmckenzieltld.co.uk**.

LADDERS

New legislation relating to ladders was introduced January 2018, and after a 12-month period of grace, the new legislation is now expected to be adopted UK-wide as of January 2019.

So, what does this mean for you?

Here we answer some of the most common questions:

• What are the new standards?

EN131 Non-professional and EN131 Professional

• What is happening to the old standards (BS2037)?

BS2037 is being withdrawn.

• Why have the standards been changed?

The European Commission were dissatisfied with elements of the existing standard.

• What are the changes?

The new legislation includes additional testing and requirements for stability, slip, durability and strength in position of use all of which will help in preventing the main causes of ladder related accidents.

• Can I still use old ladders?

Yes, the new standards only apply to new ladders meaning that you can use any existing ladders providing they are in good condition. Any replacement ladders that you buy moving forward must comply to the new standards.

• Will Brexit affect the new standards?

No, the UK will continue to adopt the new standards EN131.

At K&S McKenzie we ensure that **every ladder we sell meets the requirements of EN131** so you can be confident when buying from us that your ladder is compliant to the new standards.

Visit **www.kandsmckenzieltld.co.uk** or pop in to see us to view our range of ladders.

MORE THAN JUST A MOTOR FACTOR!

With over 50 years trading in the commercial vehicle/plant market, we have built up a strong reputation for having a knowledgeable team and holding a wide variety of stock. Whilst many places may sell certain products, it is our knowledge and experience that sets us apart and makes us **more than just a motor factor!**



"In order to keep up with the ever-changing market in which we operate, we continually invest in the training of our people. It is this training that keeps us at the forefront of the industry and ensures that we are able to provide the very best advice to our customers."



Current training underway at K&S McKenzie:

- We have three members of staff **trained in lifting equipment** and are currently training three more. The LEEA course that they are undertaking will be completed in roughly three months and puts us in an even stronger position when it comes to carrying out testing on lifting equipment.
- We have staff **trained in gas equipment testing**, with the mobile oxy-fuel gas qualification enabling us to test equipment on an annual basis to help our customers remain compliant.
- Staff are currently being trained on-site by compressor manufacturers in both **rotary screw and piston compressors**. This training will enable us to carry out work on their behalf, as well as conduct routine service and maintenance for ourselves.

- **New ladder legislation** has brought with it new courses, and we are currently undertaking training in line with these new regulations and will continue to do so with more staff into the future.
- K&S McKenzie are proud to be the **only brake shoe reline centre within a 60-mile radius of Carlisle**. It is vitally important that this safety critical process is carried out correctly and as such we currently have a team of qualified and accredited staff whose work is audited by an external party on a regular basis.
- Running a fleet of lorries to supply AdBlue means that all our drivers are well trained and hold **CPC driver qualification cards**.

Keeping our staff well-trained and operating at the top of their game is important to us, and we know that it is our people and the knowledge they hold that keeps our customers coming back to us time and time again. It is also a key factor in attracting new customers to K&S McKenzie.



Over recent times our customer numbers have continued to increase, and this rise in numbers has led to an increase in our delivery fleet. So, as well as investing in our people, we also continue to invest heavily in our vehicles ensuring that we are well equipped to deliver the best service to our customers.

Our current fleet of vehicles:

- **5 x 7.5-ton DAF trucks** which are mainly used for the transportation of AdBlue and large palletised goods.
- **4 x Nissan NV400 3.5-ton panel vans** used for the delivery of smaller consignments.
- **1 x Nissan 3.5-ton drop-side Cabstar** used for AdBlue, gas, and palletised delivery. Coupled with our 3.5-ton trailer, this has become a very versatile vehicle.
- **1 x Peugeot Expert panel van** used for quick "about town" deliveries. This vehicle is also used by our Chain Testing and Gas Testing divisions.
- **1 x Peugeot Boxer 3.5-ton drop-side vehicle** with a tail-lift - the latest vehicle to join our fleet. This vehicle is used in situations where a customer does not have a forklift. It is also handy when making gas deliveries.
- **1 x Land Rover 130 demonstration vehicle** which is used to display and sell our wide variety of vehicle lighting. This vehicle is a favourite of ours and can be seen regularly at shows and events we attend and exhibit at.
- **1 x Land Rover 90 (Orange Raptor) vehicle** used to display and sell similar products to the Land Rover 130 but is painted in U-Pol Raptor (which looks pretty cool!) and was the first in the UK.
- **1 x Toyota Hilux Monster Truck** which is everyone's favourite! Our monster truck, dubbed **#McKenzieMonster**, can be regularly seen at shows and events and is used to help raise money for local charities. It certainly brings a smile to many faces and shows off the fun side of K&S McKenzie!



To find out more about K&S McKenzie and what makes us 'more than just a motor factor', visit us at www.kandsmckenzieltld.co.uk. Or if you are interested in joining our team or having our monster truck attend a charity event you are organising, call **01228 528218** or email info@kandsmckenzieltld.co.uk.

All businesses use fuel and all businesses want to save money. One of the practical steps you can take to reduce your operating costs in your business is to bulk buy your fuel. Tuffa UK are a tank partner to K&S McKenzie and has been designing and manufacturing bulk liquid storage tanks for over 30 years. We look at the benefits of bulk buying fuel and how K&S McKenzie and Tuffa Tanks can help you to save money.



SAVE IN BULK

All businesses have a requirement for fuel. Diesel and AdBlue for transport and haulage fleets is the most common within our industry. Depending on your usage, bulk buying and storing fuel is a smart way for your business to save money.

Bulk buying diesel gives you the opportunity to shop around amongst fuel suppliers to get the lowest market price. Not only that, if you have sufficient storage capacity, you will be able to monitor the market price and buy when prices are low, using your stored fuel as market price increases.



TUFFA THAN THE REST

To benefit from buying and storing fuel in bulk, you need a reliable storage and dispensing solution.

Tuffa UK is one of the UK's leading tank bulk liquid storage plastic and steel tank manufacturers. We have supplied a range of oil, diesel, petrol, water and chemical tanks to organisations including The National Trust, The Bank of England, Manchester Airport and Leicester City FC along with many other domestic and commercial clients across a range of industries. We work with customers in transport, logistics, agriculture and local authorities to provide new and replacement diesel, AdBlue and oil tanks.

Tuffa Tanks are bunded with the outer bund a minimum of 110% capacity of the inner tank. This helps to prevent over filling and spillage, making sure you comply with regulations on Secondary Containment and helping to avoid an expensive clean-up bill or fine as a result of a spill.

Capacity ranges from 1,350 to 20,000 litres in plastic, which can be increased by interlinking tanks. Our factory also houses its own steel workshop with a team of skilled fabricators and welders. Tuffa manufactures a standard range of steel tanks in capacities from 900 to 50,000 litres. Our production team can also help you to design and produce a custom made steel bunded tank up to 200,000 litres in capacity. **We have a complete range of dispensing gear, spares and accessories which can be ordered from stock through K&S McKenzie.**

The tanks have applications for the transport and automotive industries providing a clean, safe, secure and convenient means of bulk storing and dispensing fuel. Our diesel and AdBlue fuel stations can be fitted with full forecourt style dispensing gear with automatic shut-off nozzle and holster.

DON'T GET THE BLUES OVER ADBLUE

AdBlue 2500

The additive AdBlue is a mix of urea and deionised water which reduces the harmful nitrogen Oxide (NOx) emissions caused by the diesel combustion engine. AdBlue means that modern diesel engines are much cleaner than you think. In fact, in January this year, the magazine CarBuyer said: *"...despite media coverage to the contrary, Euro 6 standards have forced the development of modern diesel engines to the point where they are as clean as their petrol equivalents."*

At Tuffa UK, we produce a range of AdBlue tanks, mainly in roto-moulded plastic, but as also as a tall "spacesaver" design as a steel tank with a small footprint. The 3,200 litre spacesaver AdBlue tank is over 3.5m high, but sits in a footprint of just 1.85m x 1.25m.



The tank is produced in steel, but utilises the moulded plastic cabinet to house the dispensing gear and gauges.

Tuffa also produces a range of dual compartment tanks, with compartments for both diesel and AdBlue housed within the same outer bund. There is a choice of capacities but most popular is a larger diesel tank with smaller AdBlue, for example, a dual compartment tank with 2,500 litres of diesel storage with 1,400 litres of AdBlue.

All Tuffa Tanks are guaranteed for 10 years with a 12 month warranty on parts and equipment. We can provide fuel management and remote telemetry systems which can be factory fitted prior to despatch.

KEEPING YOUR BUSINESS MOVING

K&S McKenzie stock a complete range of Tuffa diesel and AdBlue fuel stations and can also supply you with AdBlue to keep your fleet moving and on the road. Tuffa UK general manager, James Shenton is delighted to work with K&S McKenzie. *"We pride ourselves on producing a quality product that helps our customers. Stuart and the team at K&S McKenzie are perfect partners for us covering the north of England and Scottish Borders, but also because they share our passion and commitment to the highest levels of customer service."* he said.

Give Stuart and the team at K&S McKenzie a call on 01228 528218 for a chat about diesel and AdBlue bulk buying with storage and dispensing and discover how your business could save money and drive profits.

SPECIAL OFFERS



£24.00
RRP £54.96

**7 Piece Torx
Screwdriver Set**

Part no. BRIT-E160908



£25.00
RRP £73.95

**60 Piece Tool Tray
with Trx Star,
Hex, Ribe and
Spline Bit Set**

Part no. SEAL-TBT11



£50.00
RRP £N/A

**1/4" Square
Drive 2-Step
Torque Wrench
5-25Nm**

Part no. O-M2214



£120.00
RRP £233.61

**1/2" Square Drive
Compact Stubby Air
Impact Wrench**

Part no. DES-CP7732



£25.00
RRP £37.80

**Hydraulic 46 Oil
20ltr**

Part no. KSM-CL46-20L



£25.00
RRP £34.84

**18kgs FLT
Propane Gas**

Part no. FLO-50003



£19.50
RRP £32.82

**Commercial
Ratchet Loadbinder
8-10mm**

Part no. HK-MB1.095.R



£3,800.00
RRP £7,529.00

**Rotary Screw
Compressor -
Receiver and Dryer
PLUS 810/270 7.5kw**

Part no. FP-S F-V91NH92FNM801



£15.99
RRP £43.61

**5ltr Duck Oil
Service Spray**

Part no. SWAR-DUCK OIL 5L



£90.00
RRP £316.63

**1/2" Square Drive
Air Impact Wrench**

Part no. DES-CP734HKM

Note: All prices listed are net prices (+VAT)



OUT AND ABOUT



Cumbria Family Business Awards,
hosted by The Hairy Bikers.
(Photo courtesy Carlisle Family Business Awards).



Andrew Davidson holds K&S McKenzie's
new LEEA Certification.



We were shortlisted in the Retailers and
Wholesalers category and had a brilliant night!
(Photo courtesy Carlisle Family Business Awards).



Our new monster truck hits the road! #McKenzieMonster



The newest addition to our fleet ready to deliver
AdBlue to our customers.



GET SOCIAL!



/kandsmckenzie



@KandSMcKenzie



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