



WELCOME TO OUR
Summer 2019
NEWSLETTER

OUR TOP 5 RIGID PRODUCTS // FOCUS: AIR COMPRESSORS //
LEGISLATION UPDATE // MULTI-BUY OFFERS //



www.kandsmckenzieltd.co.uk

For 50 years K&S McKenzie has been serving customers across the UK from our extensive 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.

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// Chain & Wire // Garage Equipment // Dipetane



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There's always a spring in the step this time of year; what with the sunny skies, beach holidays, and lots of trade shows to look forward to; Summer is certainly a season we enjoy at K&S McKenzie.

So, whether you are lazing by the pool somewhere hot, or sitting at work in an equally hot - yet stuffy - location, pop your feet up and enjoy this latest issue of our newsletter.

In this issue we kick off by sharing our top 5 RIGID products with you on **pages 4&5**. On **pages 6&7** we talk all things compressors - which one is right for you? How should you maintain them? and more...

VBG feature in this month's client article on **pages 8&9** where they give you the lowdown on the new underrun protection legislation changes.

All this plus we share some exclusive offers with you on **page 10!**

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 **Summer edition** of our newsletter!*

Stuart and Alastair McKenzie



RIGID TOP 5, IN A FLASH!



RIGID Industries dominate the LED lighting industry with their torture tested forward projecting LED light bars, and as one of just two major distributors in the UK, we wanted to share some of our favourite RIGID products with you.

These are just some of our popular RIGID products, but with such a wide range we offer lighting for off-road, powersports, agriculture, mining, construction, police and fire rescue, and marine industries.



20" Combo Light Bar

1

E-MARK SR-SERIES

These very versatile and original bars have, over the years, been expanded on to create new ranges. At less than 2" tall, the SR-Series light bars provide a stylish and low-profile lighting solution.

The SR stands for single row, with the lights offering a single row of LEDs with your choice of optics/beam patterns.

This range is now E-Mark compliant (ECE) complying with European safety standards.



Amber Radiance Pod Pair

2

RADIANCE

This range comprises colour back-lit bars and pods and now includes the Radiance Plus and curved versions.

The colourful Radiance range offers LED pods with the benefits of the D-Series and more, including an extra backlight available in white, green, amber, blue or red making them perfect for customisation and adding a bit of colour to any vehicle.



Diffused Pod Pair

3

D-SERIES

The D-Series has always been very versatile and compact, measuring only 3" x 3". Available with a wide range of mounting options such as surface, flush or heavy-duty.

The D-Series now offers up to 102% more raw lumens than before with the PRO upgrade.



D-SS Flood Pod

4

D-SS (DUALY SIDE SHOOTER)

If it's a wide-spread beam you are after, the D-SS range of pods provide powerful optics and have additional LEDs aimed to the side for a much broader beam.

Depending on the optics chosen, the D-SS pods boast up to 120-degrees of horizontal light coverage – impressive!



E Series Pro

5

PRO SERIES

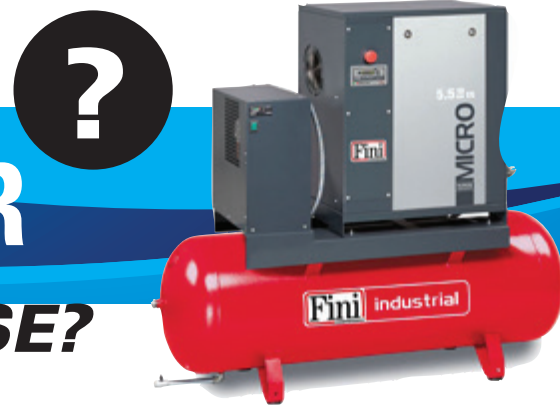
Just when we thought RIGID couldn't get any better, they launched their new PRO Series!

The PRO (Professional Race Output) Series sees their entire product range upgraded and enhanced, boasting benefits such as:

- Up to 170% more light output
- New superior LED technology
- New redesigned packaging

To find out more about the wide range of stock we have on offer visit our website at www.kandsmckenzieltld.co.uk, call **01228 528218**, or email info@kandsmckenzieltld.co.uk.

WHICH AIR COMPRESSOR SHOULD YOU CHOOSE?



Compressed air is one of the most versatile forms of energy available, making an air compressor one of the most important and cost-efficient pieces of equipment you will ever own. In this article we share some tips to help you pick the right air compressor for your needs.

An air compressor creates and moves pressurised air at great force making it perfect to power a variety of different tools, be that at home, in your workshop, on a construction site, your farm, or simply on general maintenance projects. We are often asked to advise on which compressor is right for our customers, so here we share some ways to help you decide what air compressor is right for your needs.

What size is best?

Choosing a large air compressor will certainly meet the minimum requirements for the majority of power tools and is a safe bet in the majority of circumstances. However, most of us don't have open-ended budgets and so hedging your bets and simply "buying big" is often not the most cost-effective or practical way forward. In reality, an oversized compressor can - in certain cases - create more problems than it solves. If you are working at home or in a smaller space then more often than not a smaller and more compact air compressor will suit your needs, for example a 2hp piston compressor. However, if your project is larger in scale and you will be working with numerous tools or running the compressor at over 50% duty cycle, then a bigger compressor is likely to be best such as a 7.5kw rotary screw compressor.

Flow and pressure?

There are two main ways in which air compressors are measured, these are CFM (flow) and PSI (pressure). These measurements determine the effectiveness of an air compressor in any given situation, making it vital you select a compressor that meets the requirements of your tools to ensure you are never underpowered.

If you are only going to be using one tool at a time then selecting the airflow is simple, all you have to do is identify the maximum CFM/PSI of your tool and choose a compressor that delivers this.

If you are planning on operating more than one tool off your air compressor at any one time, then you will need to calculate the total CFM/PSI of all your tools together - we also recommend adding another 25% on to this to allow a margin of error and future expansion.

MAINTAINING YOUR AIR COMPRESSOR

Whether using your air compressor on a large commercial construction site or on smaller projects at home, like all other tools, it will need maintenance. Here are some basic tips to ensure your compressor keeps on running smoothly:

1. It may sound obvious, but always read the manual, paying special attention to any warranty information. If your compressor has a serial number on it then note it down somewhere safe or cover it to keep it protected and prevent it from wearing off over time.
2. Often your compressor will be in an environment that has a lot of dust or dirt around and these particles can very easily clog up your compressor making it have to work far harder than it should. Simply replacing your compressor's air filter regularly will alleviate this problem.
3. Larger compressors rely heavily on oil, not only as a lubricant but also as a coolant, therefore keeping the oil at the correct level and changing it regularly is vital to ensure long service life.
4. It's always advisable to have a service plan set in place that will meet the needs of your compressor. If you have a screw compressor with a digital controller it is easy to keep track as the machine will have its own built-in service counter - this will tell you when it requires maintenance. On smaller machines a service counter usually isn't present, however maintenance of these machines is just as important.

Our team can advise you as to how often your compressor should be serviced depending on your usage level. In most circumstances an annual service will suffice.

We have been partners with compressed air specialists, FPS Air Compressors, for over six years and work together to ensure our vast range of compressors cover project requirements within the automotive, agricultural, and industrial sectors.

We also offer quick delivery on most compressors and auxiliary equipment and can advise on all aspects of air compressors, ensuring you find the right compressor for your needs.

Our engineers are well trained in all aspects of compressed air and are on regular training programmes keeping them up-to-speed with the latest technologies, enabling fast installation or service/repair on any compressed air system.

Call **01228 528218** or email **info@kandsmckenzielttd.co.uk** to discuss your requirements or visit our website to see the range of compressors we have on offer.





The strong connection

NEW LEGISLATION

**UNECE R58.03 for
underrun protection will soon come into place**

The underrun protection device is a safety device for protecting the driver in case a car drives into a truck or trailer from behind. While most people welcome tightening of requirements to improve safety, some may not realise that the coming new regulations for underrun protection will affect the transport industry in different ways. In this article we take a look at how the new rules affect you as a vehicle owner or a fleet manager.

Why new regulations?

Road safety issues are always in focus and different regulations for improving road safety are continuously evolving. This also applies to the heavy truck rules. Transport in general is expected to increase by 50% by 2030, and therefore we can also expect an increase in heavy vehicle traffic. The industry has a responsibility to contribute to a safer traffic environment and part of this is to review how heavy vehicles can be equipped to reduce the risk of injuries. This is why the requirements for underrun protection will be tightened.

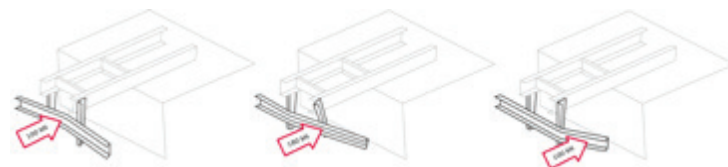
Which rules will change and when?

How underrun protection should be featured is regulated by UNECE Regulation 58, or commonly R58. **This regulation is updated with a new revision becoming effective from September 1st 2019, for new type-approved vehicles, and September 1st 2021, for newly registered vehicles.**

However, there may be local deviations and agreements regarding the transition to the new rules.

What is new?

Simply put, the vehicle must be able to withstand higher forces and have a lower ground clearance to prevent tracing vehicles from being pushed under the truck or trailer at a rear end collision. This may sound simple, but in fact it places significant demands on manufacturers of underrun protection.



For example, computer computations of strength and deformation are not enough but underrun protection must also be tested in physical test environments – with reduced permissible vertical deformation – to be approved.

A consequence of the rule sharpening is that the weight of underrun protection increases. Also, the range of approved underrun protection can be significantly reduced.

To find out more about VBG, visit www.vbg.eu.



What does this mean to me as truck owner or fleet manager?

Different players in the industry are affected differently. The bodybuilder, for example, is faced with new measures and probably a reduced product range. The vehicle owner or fleet manager has every reason to ask other questions, such as:

- How does the increased weight - and the cost - change my transport capacity and ultimately my profitability?
- Will the new dimensions (reduced ground clearance, reduced permissible overhang, etc.) affect the operation of the vehicle?
- Which suppliers will be able to deliver according to the new rules?
- Should I pre- or postpone planned new purchases to match the new rules?

What can I do today?

In practice, the new rules for underrun protection have different impacts on different activities in the industry. No matter what your business looks like, you should consider today how you are affected – and if any negative consequences can be avoided through knowledge and wise planning.



VBG is a business that is continually working to improve both safety standards and their products. Therefore, they put great emphasis on the new underrun protection devices.

So, why should I choose a VBG system?

The main advantages are that the VBG modular system makes the mounting and repair easy and time efficient. VBG have developed and tested a small bracket footprint to save space and make it easy to fit to the vehicle chassis. By the wide range of lengths, mounting brackets and protection beams, the system can easily be customized for vehicles from all common truck brands.

The foldable system is also especially developed to be more user friendly, offers a better ergonomic situation due that the beam is very easy to lift without much effort.

Also to remember, all products are tested and certified according UNECE R58.03.

At K&S McKenzie, we stock a range of **VBG products**, so contact us today on **01228 528218**, email info@kandsmckenzieltld.co.uk, or pop by to see us in store.

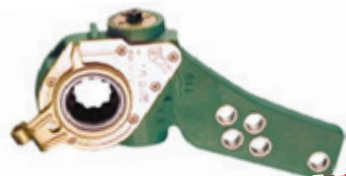
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2x

3G-4W1000

Automatic Slack Adjusters

were £67.43ea - **now £85.00 in total**



£49.86 SAVING

25x

EAC 66252842602

115x22.2mm Cutting Discs

were £2.54ea - **now £18.75 in total**



£44.75 SAVING

20x

JGC-PM0410E/EA

10mm QF Straight Connectors

were £4.71ea - **now £23.00 in total**



£71.20 SAVING

10x

KELL A8013

10mtr 5T Ratchet Straps

were £12.51ea - **now £85.00 in total**



£40.10 SAVING

20x

CR-CT200BL

Pk100 4.8x200mm Cable Ties

were £5.17ea - **now £22.00 in total**



£81.40 SAVING

To find out more or to order any of the offers featured please call **01228 528218** or email **info@kandsmckenzieltld.co.uk**.

All prices listed are nett (excluding vat).

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