

FEATURING:

Our *new* Tool Centre! // Atlas Copco // Upcoming Events

Also inside: Client project focus // New products launch



Summer

2021 NEWSLETTER



www.kandsmckenzieltd.co.uk

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



*Our newsletter took a break over the past year, but we are pleased to be back with this **Summer 2021** issue!*

Our newsletter 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 hear from national industrial tools specialist Atlas Copco, as well as from a business closer to home, David Hayton. On **pages 6-7** we tell you all about our new **Tool Centre** and developments during its first year of business. We also launch our new product line on **page 10** and talk about some fantastic upcoming events on **page 11**.

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@kandsmckenzieltld.co.uk**.

*We hope you enjoy this **Summer issue** of our newsletter!*

Stuart and Alastair McKenzie



David Hayton Group was established in 1966 and today has dealerships across Cumbria and Lancashire selling new and used cars and specialist prestige cars.



The business has continued to grow and their reputation for quality and service has seen them become a popular and trusted business across the north west. K&S McKenzie recently worked with David Hayton Group at their purpose-built site in Penrith. **Director Chris Hayton shares his experience...**

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In order to keep up with demand within our business, we purchased new, larger premises behind our existing Penrith site, and with such a big build ahead of us, we decided to approach K&S McKenzie for a helping hand.

We chose to work with K&S McKenzie primarily due to our long-standing relationship, but also due to the wide range of services they had available – we knew they would be able to help us see the project through to a successful completion.

When I initially approached K&S McKenzie we discussed layouts, designs and budget. I found I was able to communicate easily with Andrew and Andrew (yes, two Andrews!) from the Workshop Services team. Owing to them both being ex car mechanics, they had great knowledge and a real understanding of our industry. This meant they were able to provide excellent advice and suggestions to improve the project.



Through discussions with the Workshop Services team, I suggested multiple layouts for the workshop which they were able to advise me on in order to cherry-pick the best possible plan for moving forward. My ideas also included combining old and new equipment to utilise our existing assets where possible, helping to keep costs low after purchasing the new workshop. We planned to install an airline, oil lines, and MOT equipment and the team from K&S McKenzie suggested that the computerisation of oil dispensing systems would benefit us by improving traceability – and they were right!

Whilst the building was empty the team began installing compressors and an airline throughout the building. Airline installs were shortly followed by oil lines, with the dispensing systems designed to be entirely computer controlled as suggested. We also managed to make savings by reusing our oil tanks.



After all the air and oil lines had been installed, we moved on to installing the MOT equipment. Whilst builders worked at the new site, the team from K&S McKenzie were tasked with removing the old lifts from our previous site so they could then install them in the new workshop. Once all old equipment had been relocated, our new equipment landed in perfect time just as the building work was coming to an end.

K&S McKenzie installed our new equipment in great time, allowing the manufacturers to return to calibrate and certify the lifts.

Going forwards I'll have the K&S McKenzie team back to carry out routine services on all compressors and lifts in the premises. Also, being local, the team are handy to call on in case of any breakdowns.

I found the project was completed in great time, with different installs perfectly scheduled meaning there was no time wasted waiting around. I'm highly satisfied with the quality of all installs and the manner in which the project was handled, and I fully recommend K&S McKenzie for your garage equipment, sales, service and repairs.

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To find out more about our workshop services or to discuss your requirements, call us on 01228 528218 or email info@kandsmckenzieltd.co.uk.

1 YEAR

Celebrating *One Year* of The Tool Centre!

Back in 2018, Stuart and Alastair McKenzie had a vision. They wanted to take the leap and expand the business to offer more products and services than ever before. To do this, they would need more space and so the hunt began for additional premises. Fast forward to 2019 and the perfect spot had been found and the team at K&S McKenzie embarked on the adventure of creating their new **Tool Centre** store.

After months of hard work and substantial investment, the Tool Centre was finally ready to open its doors and welcome customers new and old. It was March 2020... the date for the big open was set... then... the unforeseen curveball that was the Coronavirus pandemic struck and stopped everything in its tracks.

This was such a blow to everyone who had worked so hard and a real concern after all the time and resources put into launching this new venture. However, in true K&S McKenzie style, there was no time to dwell and the team got to work finding a way to get the Tool Centre ready to open safely as soon as the time was right.

OPEN FOR BUSINESS! Finally, the big day arrived, and Summer 2020 saw the Tool Centre open its doors!

The Tool Centre launched with a wide variety of products, from big-name brands such as **Sealey, Britool, Metabo, Jasic, Chicago Pneumatic**, and many more. With a huge focus on value to the customer, there are always special offers running, plus a weekly "Internet Beater" product. **Internet Beaters** are products that will be priced lower than those that appear for sale via online retailers – this way people can be confident of getting a great deal. There is also a **dedicated Ratchet Shop** on site where bespoke straps can be made to order.

Stuart McKenzie, Director says; "We want our Tool Centre stand out from other hardware and auto parts stores in the area. Our focus is on not only excellent customer service, but also on offering a premier experience to people when they walk through the door, there will always be someone on-hand to help. We want our Tool Centre to be somewhere that anyone can enter and feel welcome, from tradesmen to those carrying out home DIY projects".

INTRODUCING *The Display Cabin*

K&S McKenzie is not a business that stands still, and so as time moved forward the Tool Centre continued to develop and evolve. During its first year of business Stuart, Alastair, and the team continued to add to the range of products and services on offer and this saw them expand their premises even further in the Spring of 2021 with the launch of their new Display Cabin. The Display Cabin is dedicated to showcasing a number of larger/heavier items such as floor presses, workbenches, and industrial toolboxes.



Many of these items are supplied flat-packed and so this space gives customers the opportunity to see the products fully built and "in the flesh" before purchasing.

In addition to the Display Cabin, there are also numerous products on display throughout the Tool Centre itself such as hand tools, compressors, toolboxes, trolley jacks, etc.



NEW

K&S McKenzie Product Line Launches!

July 2021 saw the launch of K&S McKenzie's first own-brand product line. The product line features their new range of vehicle cleaning products, including **Wash & Wax, Snow Foam, Alloy Wheel Cleaner, Glass and Plastic Wipes**, and **Orange TFR**. You can find out more about these on **page 10** of this newsletter.

AVAILABLE NOW

New 'Click & Collect' Website LIVE

Perhaps one of the biggest moments for the Tool Centre was the launch of their updated website in June 2021.

This new website enables customers to browse Tool Centre stock and reserve items ready to collect in store using our handy 'Click & Collect' service.

How it works:

- Visit **toolcentrecarlisle.co.uk** to browse our stock and build your order
- 'Check out' your basket to submit an order which we will pick and set aside for you in store
- Receive an email when your order is ready to collect
- Pay for and collect your order in store within two weeks of ordering

To check out the new website head over to **www.toolcentrecarlisle.co.uk** or call us on **01228 642466** to find out more about the products and services on offer at the Tool Centre.

Robust, compact, affordable air compressors and ancillaries designed for the small business user.

When you need a small, reliable, and affordable compressor, with all the benefits of a top brand, we can offer you Atlas Copco's 'Professional range'. This range includes their economical Automan robust piston compressors, as well as their G range of small, economical rotary screw compressors, designed with garages, bodyshops, workshops and small to medium manufacturers in mind.



The G range of reliable rotary screw compressors

Atlas Copco compressors are legendary for their reliability and efficiency. That is why their G range has long been the preferred air solution for small and medium sized businesses, where it offers industry-leading performance at an affordable price level. The G 2-7, the G 7L-15, and the G 15L-22 check all the boxes for low noise levels, efficient operation, supreme reliability and low power consumption.

They are available in multiple configurations – including floor or tank mounted and with or without integrated dryer. Their extremely small footprint and cooling air discharge from the top allow for placement against a wall or even in a corner.

The full-feature version of the G compressors come with a built-in refrigerant air dryer. It cools the compressed air and removes any moisture before it can enter your compressed air network. This prevents rust in your compressed air piping and avoids damage to your air tools. To ensure your compressed air meets the quality air needs of a wide range of applications, different grade air filters can be selected.

The Automan range of small piston compressors

Atlas Copco's range of Automan piston compressors offers a compact, versatile and reliable source of compressed air when you only need a small amount.

We offer either the AF range of direct-drive, aluminium piston compressors or the AC range of belt-drive piston compressors. Some models come with handles and wheels for mobility, as well as petrol and diesel versions, handy for wherever you need to take them, and there are both single and three phase models.

These compact and lightweight compressors provide a versatile and reliable source of compressed air – from 1.7-12.9 l/s – ideal for very small applications.

We offer a selection of air receivers, both horizontal and vertical, as well as aftercooler, service kits and oils, and an automotive dry paper type air cleaner on the larger models, providing clean air for your needs.



SF scroll compressors for 100% oil-free air

Conceived from the start for simplicity and reliability, the scroll compressor principle features a minimal number of moving parts, ensuring a long operating life with the minimum number of service interventions.

The compact, oil-free SF Mono 1-6 and SF+ 2-6 ranges are complete compressor packages that unite the element, drive motor, aftercooler, and starter in a super silent acoustic enclosure to provide 100% oil-free air for critical applications such as milking parlour equipment, R&D laboratories, hospitals, universities, dentistry, and food and beverage applications.

Paint shop breathing air

With the needs of automotive paint shop safety in mind and designed from the outset for quick plug-and-play installation, BAP(+) breathing air purifier units combine the functions of water separation, contaminant filtration and desiccant drying.

Breathing air purifiers play an essential role, by ensuring that workplace air is free from fumes, oils, vapours, gases, solid particles, and micro-organisms. Some 30% smaller than other units on the market, BAP(+) purifiers comply with a wide range of industry standards and regulations.

When it comes to compressed air, go with the flow...and the pressure!

Did you know that specifying your compressed air system by flow and pressure – not kW or horsepower – is the best way to match its performance to your needs? This is because there could be a number of pressure / flow variants within each kilowatt category. For example, we have four models in the 11 kW rotary screw compressor ranges (15 horsepower) that represent a 30% differential in flow rate and over 30% difference in the unit's purchase price!

By purchasing the correct flow rated compressor it can lead to a smaller purchase price and reduced running costs. Remember the mantra: pressure = energy = cost! If you're not sure exactly how much air you need, we can advise.

Teamwork and aftersales service

Compressors and ancillary product users, within our automotive, agricultural and specialist industries customer base, benefit from the close co-operation that exists between K&S McKenzie's and Atlas Copco's sales and technical support services. That means our engineers and sales team members are well-trained in all aspects of Atlas Copco compressed air systems and kept up-to-speed with the latest technologies, enabling us to undertake all repair/scheduled service, fast installation, and warranty work in-house for customers within a 120-mile radius of our base in Carlisle, Cumbria.

For **Atlas Copco** air compressor systems, parts, sales, and maintenance service call us on **01228 528218**.



VEHICLE CLEANING PRODUCTS

FEATURING:

Wash & Wax, Alloy Wheel Cleaner, Snow Foam, Orange TFR, Glass & Plastic Wipes



AWARD WINNERS!

We are so proud to share the news that K&S McKenzie have taken the **Small Family Business of the Year** title at this year's national Family Business of the Year awards!

Stuart McKenzie was delighted to accept the award, and said:

*"It is a fantastic achievement to win this award. 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. Winning this award is such a **huge honour** and is dedicated to each and every member of our team who has worked tirelessly over the past year, and every year preceding it. We are such a proud family business and **couldn't succeed without the support of our people and our customers.**"*

Paul Andrews, founder of Family Business United and organiser of the awards, concluded: "K&S McKenzie first opened their doors over 50 years ago and have always put their customers first... Not only do they have strong family values and an ethos based on service, but this Carlisle based business supplies customers large and small from the very northern tip of Scotland to the south coast of England. Stuart and his brother Alastair work well together and grew up watching their parents build a successful business through hard work and good, honest service. This remains the way the business is run today with the company at the centre of all that they do."

This is a business with a long-term view, planning for the future with a great team who have dealt with all the challenges the events of the past year have thrown at them and with the next generation already involved has its sights firmly set on remaining in the family for generations to come and is a worthy winner of the 2021 Small Family Business of the Year award."



Events Calendar 2021

NEW



Est. UK 1958
Bearthmach



AUGUST

- Sat 14 Our Big Land Rover Event sponsored by Bearmach
- Fri 27 – Sat 28 Ratchet Strap Weekend

SEPTEMBER

- Fri 3 – Sat 4 Tyre Repair Special
- Fri 24 – Sat 25 Rock Oil Weekend



OCTOBER

- Fri 1 – Sat 2 Hybrid & Electric Car Equipment
- Fri 15 – Sat 16 Air Compressors & Tools Event
- Fri 29 – Sat 30 Battery Chargers & Boosters Product Focus





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T 01228 528218 F 01228 514430

EMAIL: info@kandsmckenzieltld.co.uk WEB: kandsmckenzieltld.co.uk

Millbrook Road, Kingstown Industrial Estate, Carlisle, Cumbria, CA3 0EU