



AIR SANITISATION // A TRIP DOWN MEMORY LANE // CORE SERVICES

ALSO INSIDE: SEALEY FACTORY REFURB SERVICE



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**



SPRING / SUMMER NEWSLETTER 2022

With 2022 off to a flying start and Summer underway, we are pleased to share the latest issue of our newsletter!

While we have lots of new and exciting news to share with you in this issue, we start with some news that is a little closer to home. Sadly, at the end of 2021 our mum, Sara (co-founder of K&S McKenzie) passed away. Mum was a huge part of the business, and we share more about our history on **pages 4-5**.

This issue also features an interesting article all about our Core Service Offering on **pages 6-7**, and on **pages 8-9** we share information on our ever-popular factory refurbished service. Plus, on **pages 10-11**, we talk about how we can help you continue to keep staff and customers safe with our air sanitisation products.

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 latest edition of our newsletter!

Stuart and Alastair McKenzie



A TRIP DOWN...
MEMORY LANE

As we nudge ever closer to our **55th year in business**, we thought we would take a look back over all that we have done since we first opened our doors back in 1968.

When Keith and Sara McKenzie first started the business, there was a shortage of parts suppliers to the commercial vehicle market in the area. They jumped at the opportunity to plug this gap and today we are proud to be not only a successful family business but also one of the most well-respected motor factors in the North West.



K&S McKenzie HQ in 1972



Alastair & Stuart McKenzie



<p>Business was born of Keith and Sara McKenzie</p> <p>1968</p>	<p>Expansion of premises including new warehousing and office space</p> <p>1972</p> <p>K&S McKenzie was one of the first 10 businesses to move onto Kingstown Industrial Estate, Carlisle</p>	<p>Founder of the business, Keith McKenzie sadly passes away and his wife Sara and her sons take the helm</p> <p>1979</p>	<p>Stuart and Alastair McKenzie start working for the family business</p> <p>1981</p>	<p>Brandon McKenzie is born</p> <p>1996</p>	<p>Start supplying AdBlue</p> <p>1996</p>	<p>Sara, co-founder of the business, steps down</p> <p>2006</p>	<p>Launched new website stocking over 250,000 items</p> <p>2010</p>	<p>Celebrated 50 years in business!</p> <p>2011</p> <p>24 employees</p>	<p>Rebranded K&S McKenzie, including new site signage, uniforms, and livery</p> <p>2015</p>	<p>Launched new quarterly newsletter</p> <p>2018</p>	<p>Development of load restraint offering by investing in in-house manufacturing facility</p> <p>2018</p> <p>Awarded 2nd place for CV Distributor of the Year at the national IAAF awards</p>	<p>Part of new Guinness World Record for the longest convoy of Land Rover and Range Rover vehicles</p> <p>2018</p> <p>Launched new product, Dipetane</p>	<p>Opened our new Tool Centre store in Carlisle</p> <p>2018</p> <p>31 employees = 25% growth since 2015</p>	<p>Launched our new Tool Centre</p> <p>2019</p>	<p>Launched own brand of vehicle cleaning products</p> <p>2020</p> <p>Won 'Small Family Business of the Year' at the National Family Business of the Year awards!</p>	<p>Launch of new (UK first) online Ratchet Builder</p> <p>2021</p> <p>Launched new 'click & collect' website for the Tool Centre</p>	<p>Launch of new service (by Brandon) of ALIVE Tuning vehicle mapping</p> <p>2021</p>	<p>Launched new website stocking over 250,000 items</p> <p>2022</p>
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Our Core Services

at K&S



At K&S McKenzie we are passionate about offering a wide range of products and services. Over the years our offering has grown and here we share some of our core services.

Ratchet Strap Shop

In addition to our online builder, we also have a well-established ratchet shop that enables us to manufacture bespoke ratchet straps in-house.

Not only do all our straps meet EN12195-2, but we can also display an increased STF rating of 400daN for timber haulage. All the straps we manufacture are batch number controlled and regularly tested to ensure we continue to meet these regulations.

Our in-house facility can manufacture straps with various fittings and colours, at custom lengths, and in large quantities. We can also print your name on the webbing should this be required.

Online Ratchet Strap Builder

Earlier this year, we launched our very own online Ratchet Builder, enabling you to build your own basic lashing systems via our Tool Centre website (toolcentrecarlisle.co.uk).

Not only can you “build” your own custom ratchet straps, but you can also see the product and pricing prior to generating your order. This not only ensures that you get the exact product you need, but it also reduces wait times compared to waiting for a traditional quotation via a sales team.

Our new online ratchet strap builder is the first of its kind in the UK and offers customisable lengths, fittings, ratchet handles, colours, and printing options. Once your order is placed, it will be sent to our Ratchet Shop where a member of our in-house team will create your custom lashing by hand.



ONLINE RATCHET STRAP BUILDER



COMPRESSOR SERVICING

Compressor Servicing

Whilst we have been selling air compressors of all types and sizes for a number of years, recent success in this sector has led to expansion.

Today we have a dedicated team of Service Engineers alongside a well-established Sales team with excellent product knowledge of compressed air systems. Thanks to our fantastic team we are able to retain all service, installation, and warranty work in-house.

In addition to servicing and maintaining the machines that we stock; we are also able to offer customers who have a different brand of air compressor competitive rates for their service requirements.

Compressor maintenance is important, and many customers don't realise they have a legal obligation to maintain their compressors and attached air receivers - not to mention the long-term reliability benefits of having their machines properly serviced and maintained.

Our team cover a large geographical area enabling us to offer our services competitively within a 120-mile radius of our base in Carlisle, Cumbria. Being able to offer such a level of service to our customers not only gives us an edge over our competitors, it also offers invaluable reassurance to our customers that in the event of a machine failure they won't be waiting weeks for an engineer to get to them and rectify any issues.

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 Bottle Delivery

In 2013 we spotted a gap in the market for users of gas – Oxygen, Argoshield, Argon, Pro Fuel – and decided to provide customers with an alternative to the rental market.

We became one of the first distributors in the UK for SGS Gases, offering gas cylinders with a deposit then only paying for gas. This was very successful and we followed this by becoming a BOC Gas agent in 2016, storing and delivering a full range of different gases on behalf of BOC.

In addition, a full range of equipment – including gauges and trolleys – is available from stock.

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 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.

Our friendly Inspector will perform a thorough functionality and leak test of all components such as regulators, flash back arrestors, hoses, torches, and associated fittings. 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 which recommends that regulators and flashback arrestors are checked annually and replaced every five years.



GAS TESTING



TORQUE WRENCH CALIBRATION

To find out more about any of the services mentioned in this article, or to discuss any other requirements you have, contact us today on **01228 528218** or **info@kandsmckenzieltd.co.uk**

Factory Refurbishment

Ex-Demo, Exhibition, Damaged and Refurbished Products

Several years ago, in an effort to bring our customers a bargain, we began sourcing Factory Refurbished items from Sealey. We are now in a position to supply **over 1,000 different items** from stock. We regularly take delivery of these types of goods by the truck load and they are sold on a *'first come, first served'* basis – they don't stay in stock for long!

Factory Refurbished is a term used to describe ex-demo/exhibition items or items that have been damaged and refurbished.

All of our Sealey Factory Refurbished stock is sold with six-months parts and labour warranty. This means that you can be assured that your item is fully functioning and that in instances when there is any sign of damage, it is purely cosmetic.

Due to the refurbished nature of these items, they are often one-off products which are individually graded and priced based on their condition, meaning we can give larger discounts on these products than any others!

Please note these gradings are used only as a guideline and items may not always exactly conform to the details of their grade. If you want to view any of our Factory Refurbished products then you can pop into our Tool Centre in Carlisle, or if you are further afield then we are more than happy to share pictures of any product prior to purchase.

All products are individually graded on a scale of A-E.

The following is a guide to the condition - the lower the grade means the lower the price.

All Factory Refurbished stock sold with six-months parts and labour warranty.*

- A** — New items with damaged or no packaging, may be assembled.
- B** — Light cosmetic damage.
- C** — Items are either ex-display, carrier damaged, or refurbished.
- D** — Items have had medium use, worn parts, or heavy damage.
- E** — Items well used or heavy damage.

*General warranty terms and conditions apply, see www.sealey.co.uk/guarantee

To find out more about either of these products, or to order yours today contact us on **01228 528218** or info@kandsmckenzielttd.co.uk

SEALEY





I don't think any of us expected the pandemic to be quite as embedded in our daily lives two years on as it currently is.

However, with no signs of it leaving us any time soon, we have worked to find effective ways to **utilise our expertise** and supply chain to help **keep businesses safe and operational** during these times we are in.

Air Sanitisation

Here we share more information about two innovative products that have proven popular in the hopes they help you keep your doors open and your people and customers safe.



Stuart McKenzie, Director, says;

We are now operating within a 'new normal' and effective sanitising will play a key role as we all continue to drive our businesses forward. As such, we have been looking for ways to expand our offering in the hopes we can help make a real difference to a number of businesses when it comes to keeping their staff and customers safe.



To find out more about either of these products, or to order yours today contact us on **01228 528218** or **info@kandsmckenzielttd.co.uk**



Air Sanitisation Units for Offices and Workspaces

We have invested in some innovative machines that are able to sanitise the air, ridding it of 99.99% of surface-bound and airborne viruses, bacteria, odours, and allergens at the flick of a switch.

These machines, called **'Viro Tech Mini'**, use NCC Technology which is based on research by NASA. NCC technology was developed for space missions to control ethylene gas which no existing filter could manage due to its tiny particle size, apart from NCC Technology.

Viro Tech Mini machines cover an area of up to 279m² making them ideal for commercial use such as in offices, gyms, factories, schools, colleges, universities, health care, retail, and hospitality to name just a few.

The machines sanitise all surfaces by destroying pollution from the air, embedded in walls, ceilings, floors, carpets, and furniture guaranteeing 99.99% decontamination and disinfection.



Vehicle Sanitisation Kits

We have also teamed up with WAI-Global to supply businesses with innovative vehicle sanitisation kits.

Stuart adds; *"As a motor factor, naturally we have a lot of customers whose own businesses rely on their vehicles. As such we wanted to find a product that would help people such as taxi drivers, garage owners, plant fitters, and bus drivers when it comes to ensuring their cabins remain safe from viruses. We believe we have found a robust and easy to use solution that will prove incredibly valuable as we all move forward."*

The vehicle sanitisation kits are part of a global brand used by Government facilities. Technicians simply need to spray the ready-to-use disinfectant inside the vehicle and close the doors. A few seconds later bacteria, viruses, and spores on that surface will be eradicated by up to 99.99%.

Once it has been left to dry, a reactive barrier is created on the surface which will then regenerate to give up to seven days of added protection. The product has been tested and is effective against many commonly occurring bacteria, yeast, and viruses that are known to be highly transmissible and can result in infections and illnesses.

99.99% decontamination and disinfection





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