



## Our Customers

Here's what we do.

We design new products.  
 We improve the design of existing products.  
 We fix current product failures or component issues.  
 And we are a Tier I manufacturer.  
 Of course we'll also pack it, and ship it, anywhere you need it.

We have outstanding relationships with many of the top manufacturers because we work with them to meet their needs and achieve their goals. Here are some of our stories.



**Challenge 1:** A Tier I OE supplier needed to find a way to provide low volume parts to its service customers.

**Solution:** SMP partnered with this Tier I supplier to assume production and distribution of solid state relays and pressure sensors so this supplier could focus on future products for their OE customers.

**Challenge 2:** An OE manufacturer had made a lifetime purchase on three types of ignition modules. Sales exceeded this OE's expectations and they ran out of the parts.

**Solution:** Not only did SMP engineer the parts and manufacture them, but we improved on the original design—all in less than one year! SMP has been selling these parts to the OEM since 2001.

**Challenge 3:** Our military HUMVEEs require body armor in a climate where the ambient temperature averages 120°F. The US government charged TACOM with finding a solution to reduce the in-vehicle temperature to improve the comfort of our service personnel using these vehicles.

**Solution:** SMP was a major contributor to a redesigned HVAC system for this HUMVEE. Three of our Temperature Control division plants, in the US and Canada, engineered, manufactured and supplied the A/C Compressor, Evaporator, Heater Core, Condenser Coils, Front and Rear HVAC Motor Housing Assemblies, and the Condenser Fan Assemblies.

As the result of SMP engineering and ingenuity, the in-vehicle temperature was lowered from 95°F to 83°F for a 13% reduction.

SMP met all stringent military specifications such as the Electromagnetic Interference (EMI) MIL-Standard-461E and MIL-STD-202 Method 101 for 1,000 Hour Corrosion Protection when designing and manufacturing these application-specific components.

SMP means problem solved.

## Managing Your Parts Business



## Our Products

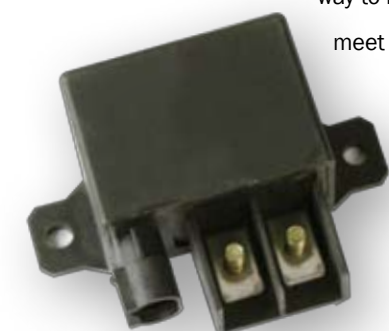
Some companies make one part. Some companies say they make hundreds of parts when actually another company is doing a bulk of the work. At SMP, we make a wide variety of parts that cover a vast array of product lines that we manufacture ourselves. Our product lines include:

- Fuel Injectors
- Ignition Coils
- Wire & Cable
- Hybrid Electronics
- Ignition Modules
- Solenoids
- PCV Valves
- Sensors
- Switches
- Caps and Rotors
- Temperature Control

## Logistics and Material Handling

We not only make the parts ourselves, we package and ship anywhere in the world.

At SMP, we ship over 30,000 parts to more than 10,000 locations, so no shipment is too small or too large. SMP Customer Service Department provides expert assistance every step of the way to help save time and money. We accept orders in many formats will meet any other order process that may be required. We'll get your parts where you need them, when you need them.



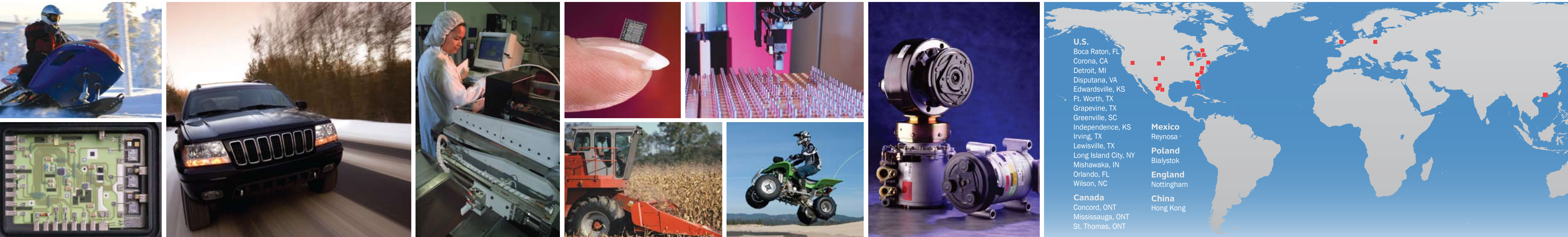
At SMP, we understand what it means to be an OE parts supplier, an OE service provider as well as an aftermarket parts supplier. When you work with SMP, you receive the best of all worlds.

For more information about our OE and OES business, email [information@smfsfa.com](mailto:information@smfsfa.com)

[www.smpcorp.com](http://www.smpcorp.com)







**U.S.**  
 Boca Raton, FL  
 Corona, CA  
 Detroit, MI  
 Disputana, VA  
 Edwardsville, KS  
 Ft. Worth, TX  
 Grapevine, TX  
 Greenville, SC  
 Independence, KS  
 Irving, TX  
 Lewisville, TX  
 Long Island City, NY  
 Mishawaka, IN  
 Orlando, FL  
 Wilson, NC

**Mexico**  
 Reynosa

**Poland**  
 Bialystok

**England**  
 Nottingham

**Canada**  
 Concord, ONT  
 Mississauga, ONT  
 St. Thomas, ONT

**China**  
 Hong Kong

## Why We Are Different

Since 1919, SMP (NYSE: SMP) has been a world-class manufacturer of high-quality engine management components. As a market leader in engine management, wire & cable and temperature control, we have over 80 years of experience meeting our customers' needs. With vertically integrated manufacturing facilities located worldwide, along with over 4,000 employees and nearly a billion dollars in revenue, we have the resources needed to meet Original Equipment (OE) and Original Equipment Service (OES) demands, no matter what the size of the job.

## We Meet Your Needs

SMP's engineering and design capabilities are second to none. We can design and manufacture a new OE or OE Service part or help re-configure an existing one.

We specialize in low-to-mid-volume manufacturing but welcome any size project. As we work with our customers to meet tough challenges, no problem is too small or too big. In fact, we don't see problems; we only see opportunities to help our customers improve their business.

SMP is willing to assume the production, distribution, and sale of products that our OE or OE Service customers are no longer interested in manufacturing. We'll even move the machinery to one of our locations in order to manufacture the product.

## Manufacturing Capabilities

At SMP, our facilities are vertically integrated as we do a vast majority of the manufacturing right in our own plants. With 15 manufacturing and distribution locations in North America, along with facilities in Western and Eastern Europe and Asia, we can make any part, anytime, anywhere.

We understand and expect the demand for quality when it comes to OE and OES parts. All parts are manufactured to stringent quality requirements. Our plants are TS16949 and ISO9001 certified which assures that every part is the right part for the right vehicle.

We do not hire subcontractors to finish the job, we do it ourselves. And we welcome niche jobs. If it is important to you, it is important to us.

We don't make parts for SMP; we make them for our customers.

