

SMP PARTS
BUILT
TO LAST



FOR SMP PARTS, SUSTAINABILITY IS NOT A TREND – IT IS THE NATURAL OUTCOME OF A FOCUS ON MANUFACTURING THE MOST DURABLE, HIGH-QUALITY EXCAVATOR EQUIPMENT.

BUILT TO LAST

PROJECT MANAGED BY: JACK BIBBY

Building on a long and storied history, SMP Parts might be about to enter the most exciting phase of its journey yet. Like its notably durable products, the Swedish excavator attachments manufacturer appears to be getting better with age.

“In 2026, we find ourselves in a really interesting, growing market,” begins CEO Monika Guten. “We have assembled a strong reputation across Scandinavia for our robust, high-quality equipment that has a very long lifespan. Now, an increased focus on efficiency and sustainability throughout the construction industry is helping to make our products more popular than ever.”

As Monika suggests, SMP’s excavator parts are built to last. The company’s goal has always been to develop and manufacture products that withstand the test of time – generation after generation.

“Just the other day, a customer came in with a tiltrotator from 1995 and wanted to know how much it would cost to repair it for continued use,” Monika reveals. “It just shows how long our products last, and how much our clients value their quality.”

IN SEARCH OF GREATER SUSTAINABILITY

While businesses across Europe have always enjoyed the longevity of SMP’s equipment, these products now offer added value in a world determined to operate more smartly and efficiently, especially in its pursuit of reducing CO2 emissions. Consequently, SMP’s range has become of critical importance to clients in search of greater sustainability and increased safety on the construction site.

“We tick all the boxes in a world looking to reduce fuel consumption and decrease waste,” Monika affirms. “Sustainability is an embedded part of our culture, and it begins with the premium raw materials we use in our factory. The result is equipment that will last for as long as the machine it supports.”

Alongside durability and sustainability, SMP is widely recognised for its ability to work >>



closely and co-operatively with its clients. Far from dictating to machine owners, SMP operates a highly collaborative process of development and support.

"Lately, a lot of customers are requesting more online assistance, so we are exploring further digitalisation," Monika says. "Primarily, we will be launching a new customer portal, which will allow us to provide better customer service and enable clients to more easily make orders and access spare parts."

STRONGER AND MORE FLEXIBLE

In line with market demand, SMP also released an updated product range in 2025 – the FX-Series. Stronger and more flexible than their forerunners, FX tiltrotators are representative of SMP's commitment to continuous improvement.



"We really believe in investing in improvement, whether that involves upgrading existing equipment or introducing brand-new product lines," Monika remarks. "In 2026, we will be launching new equipment to meet the demand of our customers – especially those in Central Europe, where we will make our equipment easier to integrate,

strengthening our position in the region. We will also be adding more sizes for our tiltrotators this year, so there is lots for our clients to look forward to."

One of the biggest areas of exploration for SMP at present surrounds the rising call for electrification. The organisation is currently taking part in electrification testing in order to stay ahead of a changing market.

"Up here in the Nordics, there are already a lot of requirements on entrepreneurs to have battery electric vehicles, which of course require attachments," Monika comments. "We are involved in some of these projects, but we would like to develop electric solutions for the larger market which, although not there yet, will likely be drawn into electrification soon enough."

TRUE TO ITS VALUES

Even as the company evolves, SMP remains true to the values that have made its equipment so successful. This includes safety; SMP solutions remain some of the safest on the market.

"We offer very safe equipment that protects operators charged with changing attachments," Monika declares. "With our Hard Lock System, you will never drop your tools – it's just another feature that makes SMP equipment so popular."

Renowned for the safety, quality, and sustainability of its equipment, SMP has established itself across the Nordics and Central Europe. It is an ideal platform for an organisation with ambitions to grow further in the years to come.

"We are pleased to have a long-standing presence in a number of key markets, leveraging close relationships with some very strong partners," Monika reports. "We intend to build upon that."

For now, SMP's output will remain centred around its

world-class production facility in Sweden, where the company has substantial capacity and a tradition of quality craftsmanship.

"We know our products inside out – in the SMP factory, welded products like excavator buckets have been produced for over 100 years," Monika asserts. "A strong technical understanding of the equipment this industry needs remains a differentiator for us today. Eventually, we may need to complement our production facility with assembly in other locations, but for now, overseeing our own design and manufacturing under one roof is a great way to guarantee quality."

ASPIRATIONAL GLOBAL EXPANSION

With the company targeting careful but aspirational global expansion, SMP is looking to acquire the people and resources it needs for success. Becoming a complete solution provider for its clients will also require additional strategic partnerships.

"Building partnerships is a key capability we have benefitted from over the years," Monika states. "From the beginning, we have been a Swedish company with good coverage in the Nordics, but we now want to be a more global organisation. To be present in more markets, we need to have good partnerships or a local presence with technical people on-hand to deliver the right level of service."

"Our equipment can be quite expensive to buy, so wherever we have clients, we need to be there too, supporting our end-users. The products we develop and manufacture are brand-new for many markets – customers need us to help them understand all the benefits our solutions have to offer."

"Ultimately, SMP will be part of industry efforts to standardise, and in doing so, simplify the



process for the end-user. From the very beginning, we have been part of Open-S and Mic4.0 collaborations and this approach to innovation will continue."

Structured growth is likely to define SMP's journey in the years to come, as the organisation scales its broad product portfolio, while maintaining its trademark quality. As its evolving offering makes clear, the business is more than capable of adapting to client needs and market demands, as well as maintaining a commitment to its powerful core purpose.

"Sustainability has always been at the very heart of what we do," Monika affirms. "For us, it is not a trend; it has been our core focus since well before it was a hot topic for businesses."

"Buying high-quality products with a long lifespan simply makes sense for modern customers – not just from an operational perspective, but in terms of cost and sustainability. Like our equipment, we're in this business for the long run and we aim to be there for both our partners and our clients whenever they need us." ☺

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