

CASE STUDY

SKANSKA SWEDEN

MX FUEL™ POWERS THE FUTURE OF WET CONCRETE CONSTRUCTION IN THE NORDICS

THE CHALLENGE

Skanska is one of the world's largest development and construction companies, operating across select markets in the Nordics, Europe and North America. In Sweden, Skanska employs approximately 8,000 people across the country, which includes its own internal tool rental business.

The company has long been at the forefront of construction sustainability initiatives and has an ambitious vision to replace all petrol-powered tools and equipment with battery alternatives by 2027. Hence, Skanska's Swedish rental arm undertook discussions with MILWAUKEE® with a view to strengthening their relationship and including more examples of the MX FUEL™ and M18™ systems within its thriving rental business. But first, it conducted a comprehensive trial and training session with MILWAUKEE® to prove their worth.

Having successfully converted its entire power tool portfolio to batteries, Skanska nonetheless continued to rely on petrol-powered solutions for certain heavy-duty applications, particularly wet concrete work. This was not ideal, as it created an obstacle to achieving its low-emission goals; Skanska was keen to identify a practical, scalable battery-powered alternative.

There were substantial health and safety concerns presented by petrol-powered machines, particularly indoors, where personnel could only work for limited periods due to harmful emissions. That wasn't all, the lack of immediate cut-out options also posed serious safety hazards.



MIRZA PALISLAMOVIC, PRODUCT MANAGER, SKANSKA RENTAL, SWEDEN, SAYS:

"For us, safety is number one and always has been. So, if we have a product with better safety features, like MX FUEL™ and M18™'s AUTOSTOP™ feature, then of course it's a big plus."

He adds that traditional mixing and refuelling processes introduced additional risks.

"Our customers now understand the benefits of battery-powered machines: no fuel, no mixing, no spills, and no hazards associated with fuel storage. They also eliminate service costs, and operators can work safely indoors."

Fortunately, longstanding tools and equipment partner, MILWAUKEE®, had the perfect solution to hand: MX FUEL™ battery-powered light equipment that could match petrol's performance standards, while mitigating petrol's downsides. It would remove the hazards associated with emissions, noise, vibration, as well as the frustrations of petrol maintenance, especially when working indoors.



"Skanska has had a vision to transition away from petrol tools for many years. We had to prove that MX FUEL™ batteries could deliver the runtime needed to power through long shifts on busy construction sites, without compromising on performance. Not only that, we also had to win over the hearts and minds of the people who would be using these machines day-in-day-out. Many workers had spent years relying on petrol tools and were sceptical that battery power could match the job. Our role was to challenge that mindset and prove that battery-powered technology could perform when it really counts."

Admir Garaplija, Key Account Manager,
MILWAUKEE® Rental SE

THE SOLUTION: MX FUEL™ FROM MILWAUKEE®

A wet concrete trial took place in November 2024 at Skanska Rental's Nordic headquarters, where MILWAUKEE® arranged comprehensive product training.

This full-day session included detailed presentations and hands-on product training sessions with key decision-makers from Skanska. This practical experience enabled Skanska personnel to witness firsthand the capabilities and benefits of the battery-powered alternatives.

THE MX FUEL™ EQUIPMENT AND ITS BENEFITS

MAKING THE SWITCH FROM PETROL TO BATTERY POWER

MX FUEL™ equipment delivers game-changing operational benefits that petrol tools simply can't match. Start work safely in just three seconds with a simple push-button – no pull cords, no cold starts, no hassle mixing fuels or safety issues with transporting and managing fuel storage on-site. Battery power means true indoor use capability with zero emissions and no fumes, while eliminating the stresses and risks associated with petrol-powered alternatives.



■ IMPROVED SAFETY

AUTOSTOP™ instant cut out for improved user protection, preventing accidents

■ ENHANCED PERFORMANCE

Strength and weight distribution provide much smoother operation

■ ENVIRONMENTAL BENEFITS

Quiet operation with zero emissions in use/no fumes on-site

■ COMPATIBILITY

Works with accessories from competing brands, allowing for an easy transition from Skanska's current assortment



■ VERSATILE OPERATION

The first reversible Plate Compactor in its weight class, providing greater flexibility

■ ZERO EMISSIONS

Quiet operation with zero on-site emissions/fumes, especially important when working in trenches/enclosed spaces – reduced risk of headaches/dizziness from fumes

■ ERGONOMIC DESIGN

Anti-vibration handle prioritises operator comfort



■ ENHANCED SAFETY & REDUCED ACCIDENT RISK

- 1) RAPIDSTOP™ brake system, stopping blades within 3 seconds
- 2) Anti-kickback system, preventing user injury

■ PEAK POWER

Allowing for heavy duty applications on site

■ EXTENDED RUN TIME

Greater battery capacity and compatibility enables inter-changeable operation across projects

■ ENVIRONMENTAL BENEFITS

Zero emissions and reduced noise improves working conditions and supports sustainability goals

PLACING THE ORDER

The following order was quickly placed following the trial, a clear sign of how impressed Skanska was with the equipment:

- **MX FUEL™ 900 MM WALK BEHIND POWER TROWELS**
- **MX FUEL™ 600 MM WALK BEHIND EDGING TROWELS**
- **MX FUEL™ PLATE COMPACTORS**
- **MX FUEL™ CUT-OFF SAWS**
- **MX FUEL™ SUPER CHARGERS**

Additional battery capacity provides extended runtime, allowing for continuous operation across projects.

A year later, Skanska invested in reordering MX FUEL™ 900 mm Walk Behind Power Trowels and MX FUEL™ 600 mm Walk Behind Power Edging Trowels.

Representing a milestone in the two companies' relationship, MILWAUKEE® was the first manufacturer to supply Skanska with battery-powered trowels that could effectively replace petrol-powered alternatives.

"If our customers can be more productive and efficient with battery power, then it's a big benefit for us as a rental company. The team doesn't have to maintain so many different products, and our customers can do the job with machines that previously never worked indoors."

Mirza Palislamovic, Product Manager, Skanska Rental, Sweden



ONE SYSTEM OVER **30** SOLUTIONS



IMPACT AND RESULTS

MX FUEL™ HAS TRANSFORMED WET CONCRETE WORK FOR SKANSKA

"With MX FUEL™ trowels, we noticed that end users really, really like this equipment. They don't have to bother with petrol mixing or a trailing cord, and they know these trowels will finish the job."

Mirza Palislamovic, Product Manager,
Skanska Rental, Sweden

The transition has perfectly aligned with Skanska's sustainability objectives. The elimination of emissions and harmful fumes has not only reduced the company's carbon footprint but has also significantly improved working conditions for operators, creating safer, less hazardous, cleaner, and more pleasant jobsites.

Operational efficiency has exceeded expectations. MILWAUKEE® covers the whole wet concrete process, from pour to finish, using one battery platform. This removes cable and petrol risks – something especially important around wet concrete – contributing to streamlined operations and peak productivity.

"Even in the most reluctant parts of this conservative business, when people try battery-powered tools and equipment, they really see it's a game changer, and then they really prefer to work with battery-powered tools."

Elif Wahlund, Climate and Sustainability Manager,
Skanska Rental, Sweden

Another immediate improvement has been in creating a substantially safer working environment; where the AUTOSTOP™ instant cut-off and RAPIDSTOP™ swift cut-off functionalities have reduced accident risks. (Note, from the above-listed applications, AUTOSTOP™ is only available with Walk Behind Trowels.)

Feedback from Skanska has been overwhelmingly positive, with workers appreciating the reduced weight compared to petrol-powered alternatives, improved handling and significantly quieter operation of battery power – particularly on the walk-behind trowels – alongside the impressive performance of the MX FUEL™ tools.

"Skanska is very, very strong, as an industry leader within safety and ergonomics. So, we find battery-powered tools and equipment, like those from MILWAUKEE®, are better for people, better for jobsites, for working indoors, and for the wider environment."

Elif Wahlund, Climate and Sustainability Manager,
Skanska Rental, Sweden

"There's a lot of benefits when it comes to battery-powered tools and equipment; like how fast you can start them, it's just one button, simply push it, and off you go."

Mirza Palislamovic, Product Manager, Skanska
Rental, Sweden



CONCLUSION

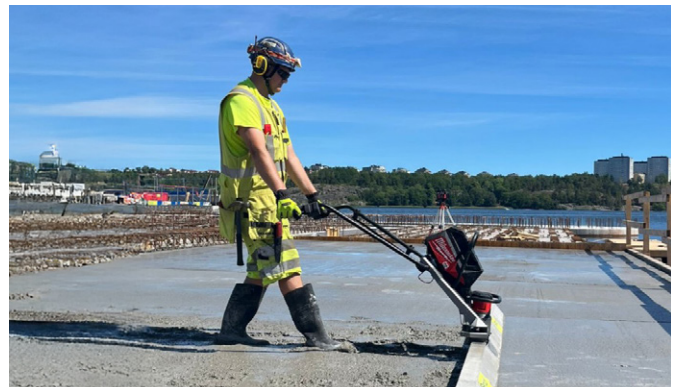
The partnership between MILWAUKEE® and Skanska in Sweden demonstrates how innovative battery technology can successfully replace traditional petrol-powered tools in demanding construction applications.

"In our climate roadmap, we say that battery-powered tools will play a large role in our long-term, environmental goals. We need to have emissions-free machines. Some projects make it easy for us, as they will only use electrical tools. For others, it's more about prompting customers by saying; 'Okay, have you tried this machine with a battery? You know, it does the job as well as the other one, but you don't have to fill it up, so the cost is not much more'."

Elif Wahlund, Climate and Sustainability Manager,
Skanska Rental, Sweden

"Not only does this prove the efficacy of the MX FUEL™ range, it also highlights the importance of hands-on demonstrations, as delivered by the MILWAUKEE® Jobsite Solutions (JSS) team, with comprehensive training and ongoing support in facilitating the safe transition to new technology. The safety element is particularly important as construction companies worldwide face increasing pressures to prevent jobsite accidents and reduce their environmental footprint, and this partnership provides a blueprint for successful adoption and implementation."

Admir Garaplija, Key Account Manager,
MILWAUKEE® Rental SE



MILWAUKEE®

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