

# EquipmentWatch

Q1 2026 Webinar



**Josh Crowe**  
Senior Account Manager

# FUSABLE

Stronger data. Smarter decisions.  
Greater impact.

- Parent company of **EquipmentWatch** and its trusted data ecosystem
- Our brands deliver real-world intelligence across construction, transportation, and industrial agriculture
- This connection fuels innovation and keeps decisions current, credible, and grounded

Fusable spans the full equipment lifecycle



# Deep Data Assets Across Your Critical Markets

- Trusted equipment cost, valuation, and market data intelligence
- Data-backed decisions for contractors, fleet managers, finance/insurance teams, and public agencies
- Clear benchmarks for estimating, budgeting, and lifecycle planning



# Meet Your Experts



**Josh Crowe**  
Sr. Account Manager



**Paul McConville**  
Chief Revenue Officer



**James Hamilton**  
Sr. Product Manager



**Molly Mooney**  
Data Analytics Mgr.



**Jordanne Waldschmidt**  
Chief Editor  
*Equipment World*

# Executive Summary

1. Get clarity on what's changing—and why it matters
2. See how EquipmentWatch is evolving the tools you use
3. Understand the latest cost recovery updates
4. Ground your 2026 planning in real market signals
5. Know what you're backed by with Fusible

# Carhartt GIVEAWAY

Duffle + Cooler + Sherpa Blanket



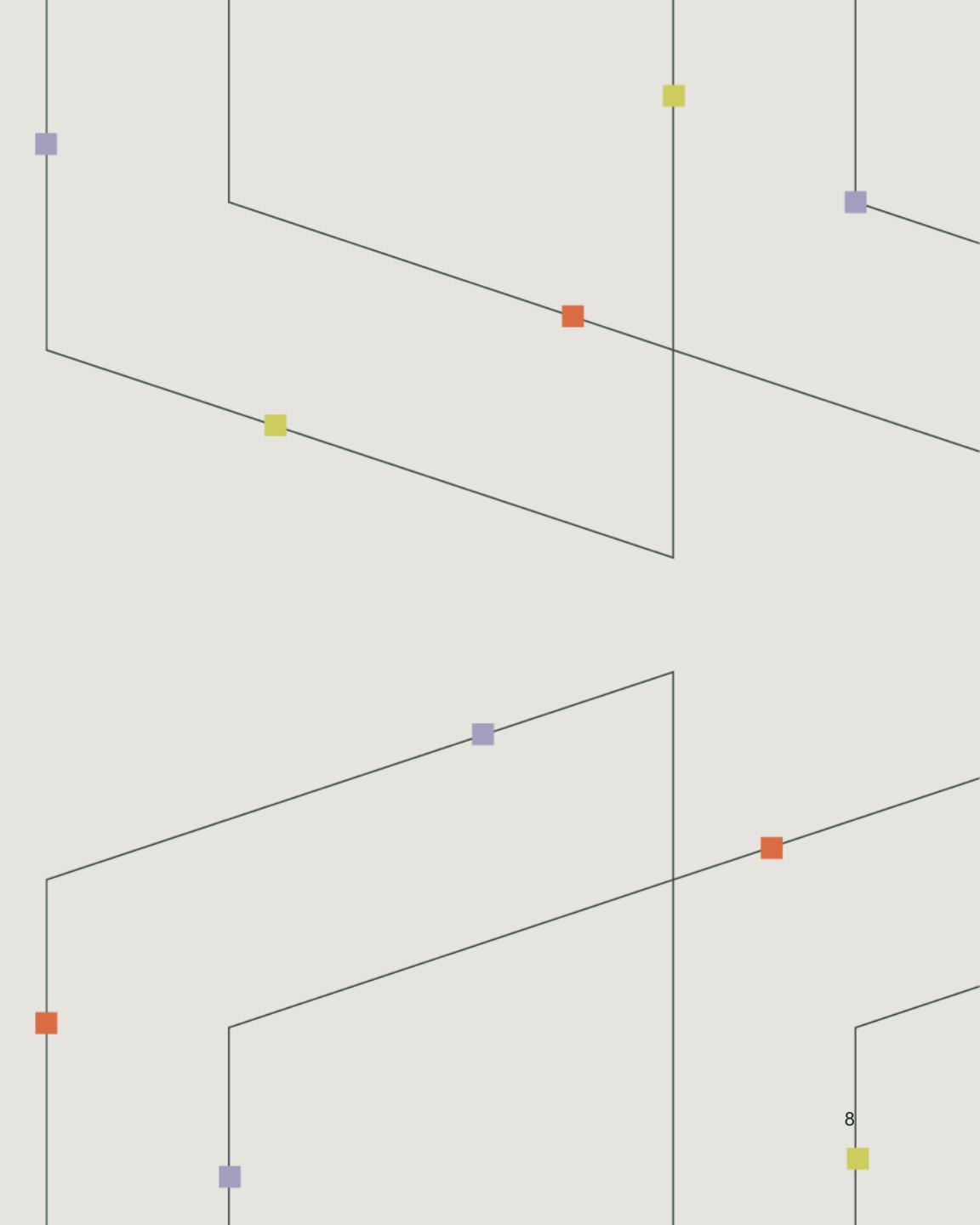
# Fusable Updates



**Paul McConville**  
Chief Revenue Officer

## Fusable Updates

- Stay informed and confident in a changing market
- Understand updates, cost recovery rates, and economic trends
- Gain clear data and insights for better decisions
- Share feedback, ask questions, and engage in the Q&A



# Product Updates



**James Hamilton**  
Sr. Product Manager

## Product Updates

### Enhanced Serial Number Detail View

#### What's New?

The **Serial Number Detail View Page** now includes **sortable and searchable columns**, giving you greater control and flexibility when reviewing serial number details.

## Caterpillar 120 Verification & Recent Marketplace Activity

SERIAL NUMBER Y9A00932 **GO** **2024**  We have verified that serial number Y9A00932 is a 2024 120 based on matched manufacturer rule.

**Recent Marketplace Activity** **Custom Sorting** **Quick Search** **Brazil**

No marketplace activity found

Serial Number Ranges Reference							
Equipment Type	Model	Prefix ↑	Country	Lowest Serial Number	Highest Serial Number	Suffix	Model Year
MOTOR GRADERS	120	Y9C	BRAZIL	Y9C01118	Y9C01120		2024
MOTOR GRADERS	120	E92	BRAZIL	E9201560	E9201600		2024
MOTOR GRADERS	120	E92	BRAZIL	E9201555	E9201556		2024
MOTOR GRADERS	120	Y9A	BRAZIL	Y9A00000	Y9A00040		2024

# Data Updates



**Molly Mooney**  
Data Analytics Mgr.

# Cost Recovery Rates

- Re-calculated each quarter
- Updated economic factors
- Pricing and cost factor improvements

# Rental Rate Blue Book

- Ownership costs
  - Depreciation and major overhauls
- Operating costs
  - Fuel and field repairs

↳ A legally and contractually defensible rate

## Fuel & Electric Prices

Fuel and utility inputs were updated using the latest available data:

Diesel: \$3.831 ▲

Gasoline: \$3.061 ▼

Electric: \$0.188 ▼

## New models with Q1 '26 Update

Deere 700L LGP, Deere 700 XLT,  
Miller Electric BOBCAT 250, Caterpillar D2,  
Caterpillar 275, multiple Hitachi ZAXIS models, and  
23 Crawler Mounted Hydraulic Cranes.



# Changes in Economic Life & Annual Use Hours

Subtype	Avg. Economic Life % Change	Avg. Economic Life Hours	Avg. Annual Use % Change	Avg. Annual Use Hours	# of Models
Crawler Mounted Hydraulic Cranes	New	18217	New	1600	23
<b>Self Propelled Pavement Brooms</b>	0.00%	2943	<b>9.30%</b>	235	43
<b>Wheel Mounted Chain Trenchers</b>	<b>10.01%</b>	2789	<b>8.33%</b>	260	99
<b>Crawler Mounted Chain Trenchers</b>	<b>3.57%</b>	2900	<b>8.33%</b>	260	42
<b>Portable Rotary Screw Air Compressors</b>	<b>7.16%</b>	7256	<b>7.48%</b>	539	242
Wheel Tractors	0.12%	4274	0.10%	371	3528
I.C. Cushion Tire Lift Trucks	0.15%	10227	0.08%	953	431
Compact Track Loaders	0.05%	4833	0.05%	403	321
Skid Steer Loaders	0.03%	3539	0.03%	295	667
Track Tractors	0.11%	6782	0.01%	508	196
Tree Harvesters	0.01%	18361	0.00%	1945	52
Portable Welders	-0.04%	9612	0.00%	832	37
<i>Hand Held Vibratory Plate Compactors</i>	<i>-0.53%</i>	<i>1755</i>	<i>0.00%</i>	<i>215</i>	<i>91</i>
Wheel Mounted Feller Bunchers	-0.02%	9889	-0.04%	1057	73
I.C. Self-Propelled Articulating Boom Aerial Lifts	-0.12%	3138	-0.38%	334	159
Yard Cranes (Hydraulic)	-0.53%	3487	-0.56%	288	81
<i>Telehandlers</i>	<i>0.73%</i>	<i>5593</i>	<i>-0.98%</i>	<i>414</i>	<i>768</i>

# Changes in Overhaul & Field Repair Labor Hours

Subtype	Avg. Overhaul Labor % Change	Avg. Overhaul Labor Hours	Avg. Field Repair Labor % Change	Avg. Field Repair Labor Hours	# of Models
Electric Self Propelled Scissor Lifts	114.97%	16	<b>-28.21%</b>	34	333
Crawler Mounted Hydraulic Excavators	<b>51.07%</b>	121	-0.02%	40	1563
I.C. Cushion Tire Lift Trucks	1.28%	12	1.30%	32	431
Wheel Mounted Feller Bunchers	0.26%	396	0.16%	302	73
Telehandlers	-1.31%	79	-0.93%	119	768
Hand Held Vibratory Plate Compactors	-36.55%	1	0.09%	12	91

## Other Notable Updates

- Miscellaneous On-Highway Rear Dumps 10% 
- Producer Price Index from the Bureau of Labor Statistics delayed
- Light-duty trucks discontinued 40 years ago + hidden from search

# Industry Updates



**Jordanne Waldschmidt**  
Chief Editor  
*Equipment World*

# 2026 Construction Future-Casting

- Economy
- Politics
- Technology



# Residential Construction

- Contractor sentiment has softened; recession risk is the top concern
- Housing demand remains, but high interest rates slow residential activity
- **Bottom line:** demand is strong but hinges on financing affordability

F



# Commercial Construction

- Growth in private sector:
  - Data centers
  - Power generation
  - Healthcare
- Key headwinds:
  - Economic uncertainty
  - Labor shortages
  - Rising material costs
  - Trade policy risks



# Commercial Construction

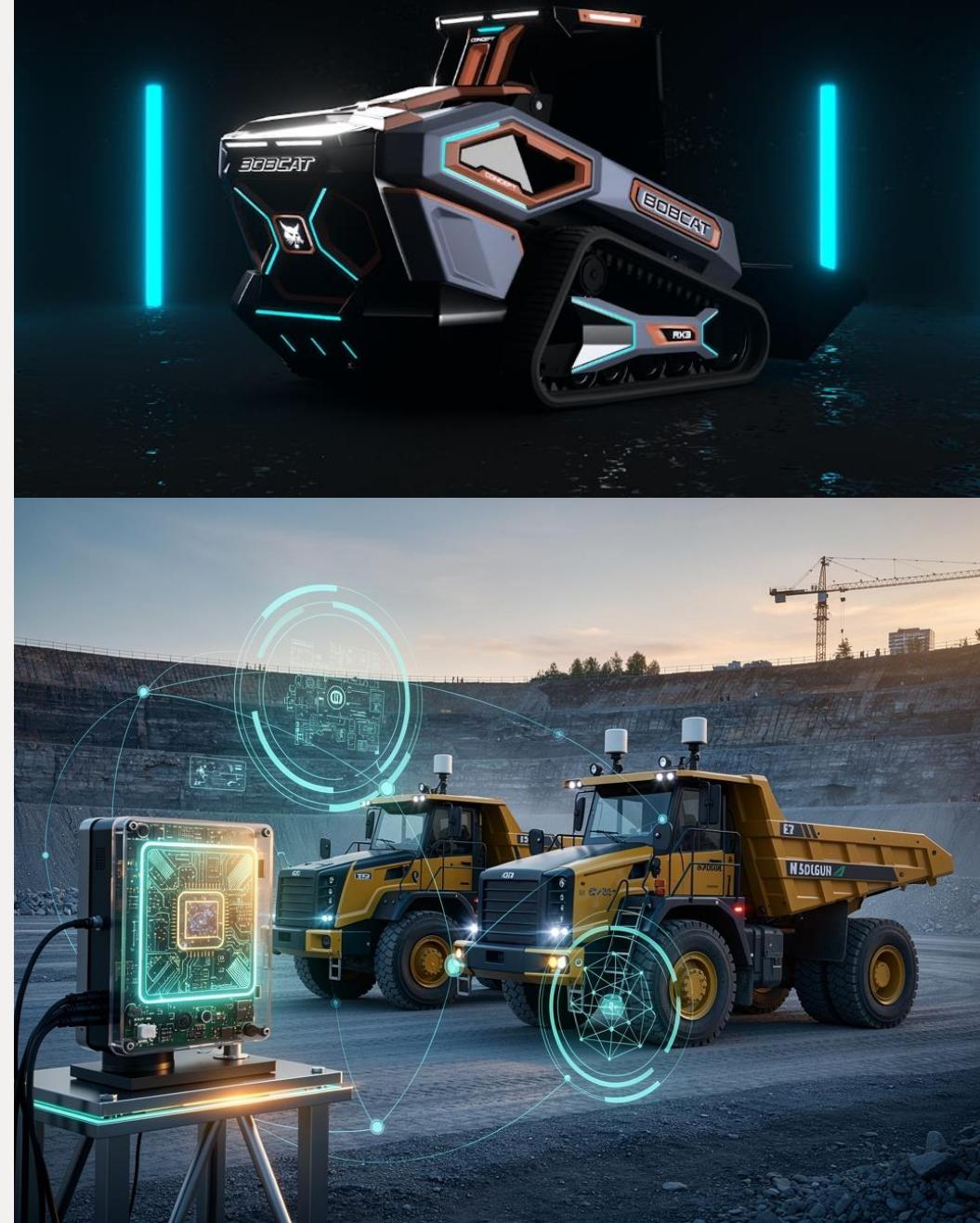
- AI Dual Role:
  - Massive data center construction projects
  - Utilized by firms to streamline workflows, improve planning and maximize resources

**Bottom line:** strong opportunities, but success will hinge on tight cost control, efficient staffing, and smart tech adoption.



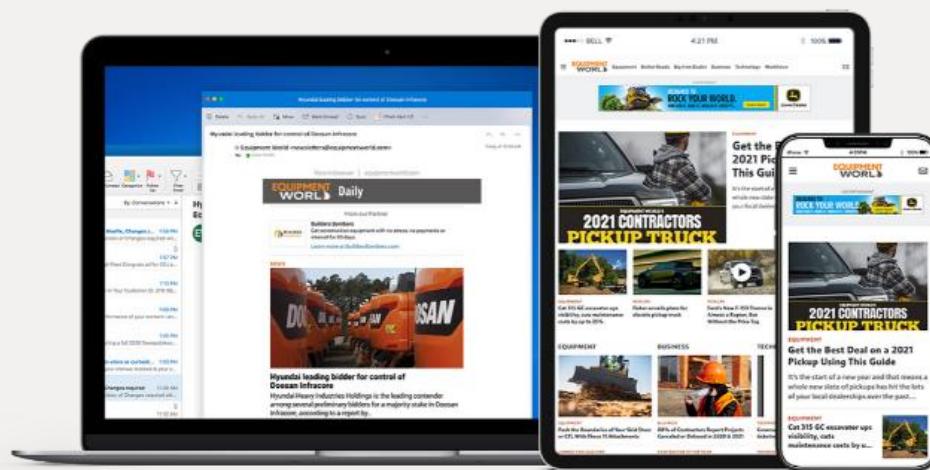
# OEM Pulse: Equipment & Tech Trends

- High-demand machines emphasize safety, ease of use, and versatility
- Investment focus: automation, AI, machine control, sensors, telematics, and selective electrification
- Telematics continue to expand



## Key Takeaway

No matter the sector, 2026 will push contractors to control costs, use technology smarter, and get more from their workforce—while rewarding those ready to adapt.



**EQUIPMENT  
WORLD**

[Equipmentworld.com](http://Equipmentworld.com)

# Q&A

# Next Steps

## Current Clients

- Connect with your rep for a quick walkthrough of updates
- Confirm teams are using the latest quarterly release
- Align on use cases: estimating, cost recovery, planning, budgeting

## New to EquipmentWatch?

- Request a demo tailored to your workflow
- Explore the right data package for your needs
- Talk with our team about the decisions you need to defend

# Survey

Let us know what you think!



# Resources You'll Receive

- We'll send these after the webinar
- Webinar recording
  - Slides + key links
  - Support / contact information
  - Optional follow-up walkthrough (by request)

# FUSABLE

Thank you