

# EquipmentWatch

Q1 2026 Webinar



**Josh Crowe**  
Senior Account Manager

FUSABLE

# FUSABLE

Stronger data. Smarter decisions.  
Greater impact.

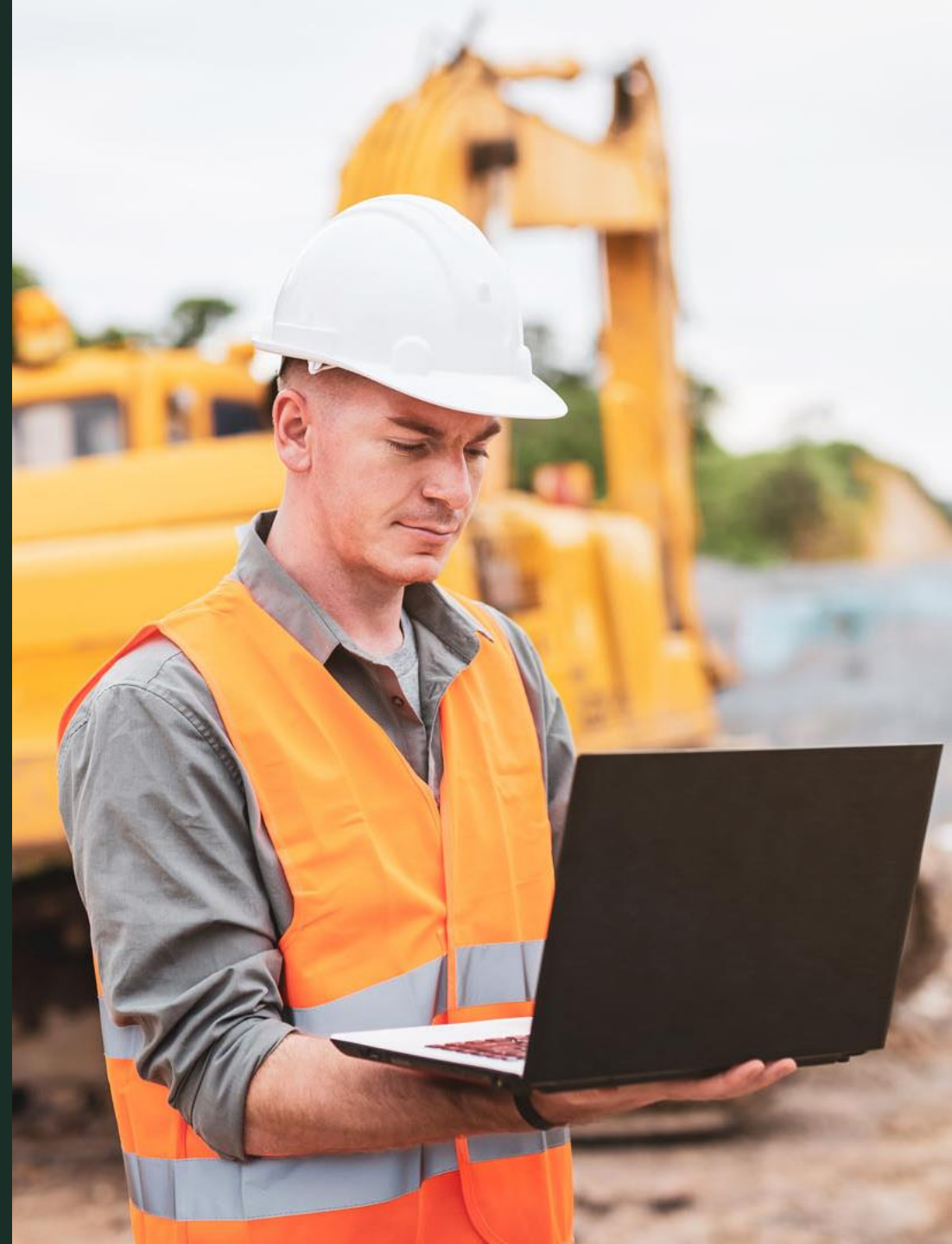
- Parent company of **EquipmentWatch** and its trusted data ecosystem
- Our brands deliver real-world intelligence across construction, transportation, and industrial agriculture
- This connection fuels innovation and keeps decisions current, credible, and grounded

## 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 Fusable

# Carhartt GIVEAWAY

Duffle + Cooler + Sherpa Blanket





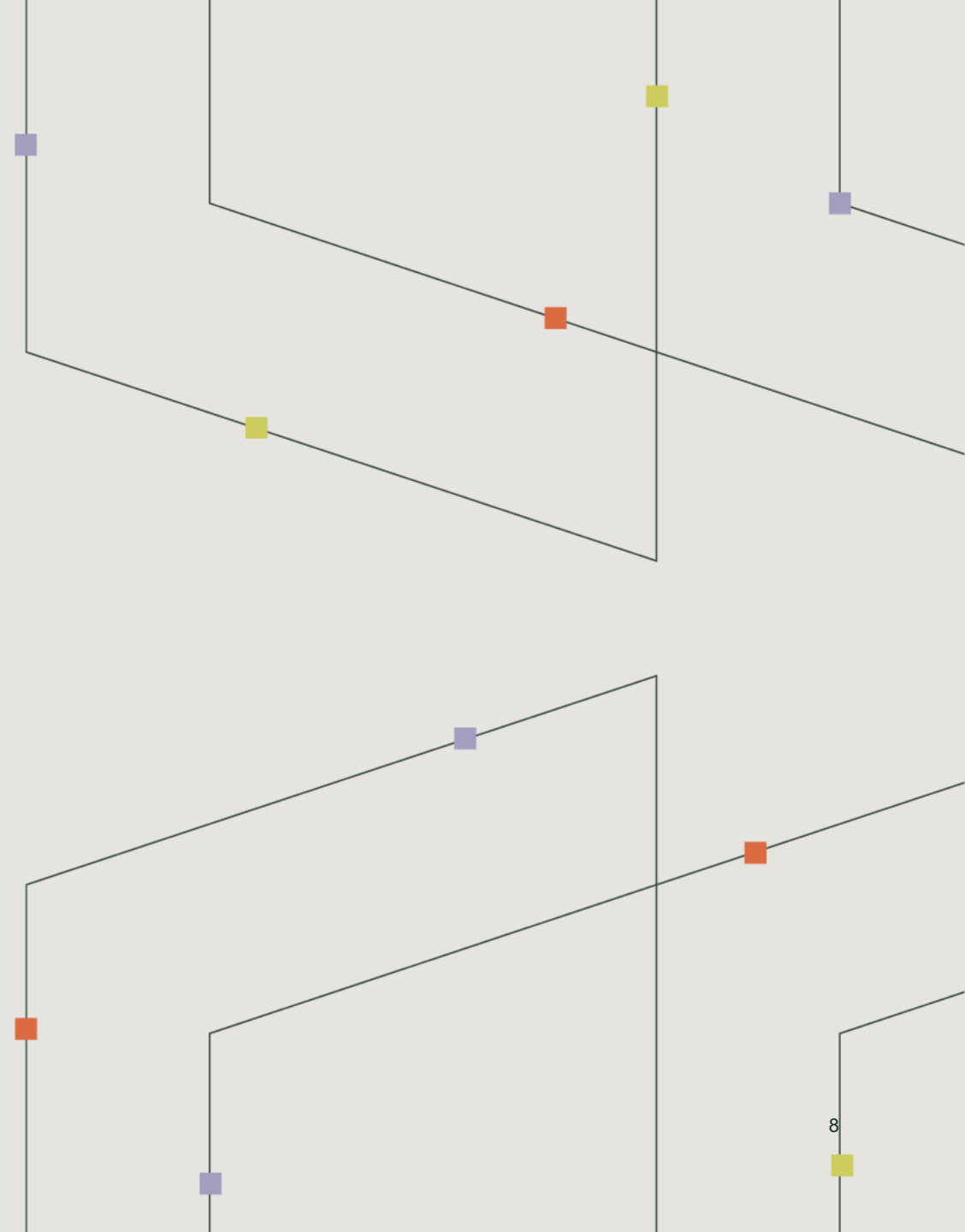
# Fusable Updates



**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

No marketplace activity found

Quick Search

| Serial Number Ranges Reference |       |          |         |                      |                       |        | Brazil     |
|--------------------------------|-------|----------|---------|----------------------|-----------------------|--------|------------|
| 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  | Y9A00932             | Y9A00932              |        | 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





# 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

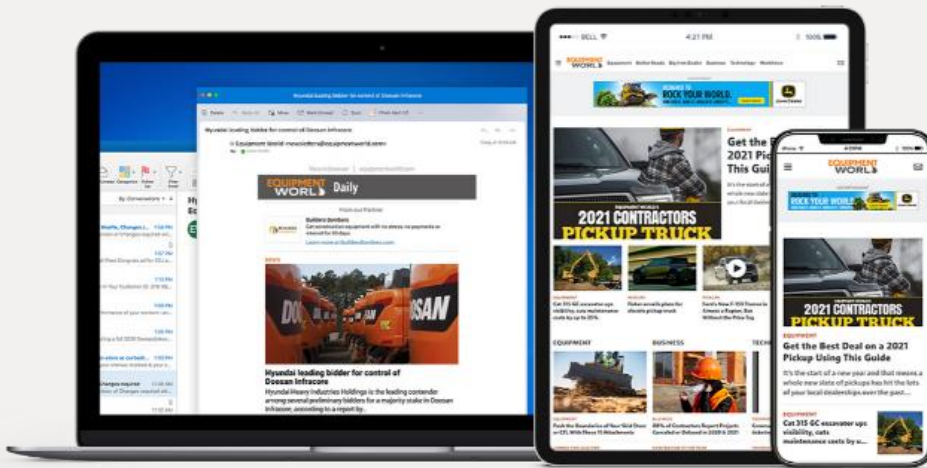
- High-demand machines emphasize safety, ease of use, and versatility
- Investment focus: automation, AI, machine control, sensors, telematics, and selective electrification
- Telematics continue to expand





# 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

# 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