

The logo for EquipmentWatch features a small yellow square icon to the left of the word "EquipmentWatch" in a large, white, sans-serif font.

EquipmentWatch

Q3 2026 Webinar

FUSABLE

Meet Your Experts



Josh Crowe
Sr. Account Manager



Molly Mooney
Data Analytics Mgr.



Melissa Horan
Sr. Enterprise Acct Mgr.



James Hamilton
Sr. Product Manager



Today's agenda

- Q3 Cost Recovery data preview
- Recent EquipmentWatch product updates
- Live Q&A

Carhartt GIVEAWAY

Duffle + Cooler + Sherpa Blanket



Preview of upcoming Q3 data



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**

Economic Factors

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

Energy Type	Q2	Q3	Change
Diesel	\$5.07	\$5.21	+2.76%
Gasoline	\$3.72	\$4.15	+11.56%
Electric	\$0.192	\$0.194	+1.04%

New Mechanic's Wage: \$61.50 (+5%)



New Models Added

1. Wheel Mounted Handlers

- 14 Sennebogen models, 3 Caterpillar models, & more

2. Caterpillar Models:

- Dozers: D2 LGP, D3 LGP, D6 XE LGP
- Skid Steer Loaders: 250, 260, 272D3 XE
- Compact Track Loaders: 275 XE, 285 XE
- Standard Crawler Loaders: 953, 963
- Excavators: 303.5 CR, M320

3. Various Other Models:

- Compact Track Loaders: Toro & Ditch Witch
- Wheel Loaders: DEVELON
- And more!



Economic Life and Annual Use Hours

Subtype	Increased Economic Life	Increased Annual Use Hours
Vacuum Trucks	☐	☐
Crawler Mounted Chain Trenchers	☐	☐
Wheel Mounted Chain Trenchers	☐	☐
Portable Rotary Screw Air Compressors	☐	☐
Skid Steer Loaders	☐	☐
Compact Track Loaders	☐	☐
Self-Propelled Pavement Brooms	☐	☐

Taxonomy Improvements

Expanding Size Classes

- Crawler Mounted Lattice Boom Cranes
- Articulated Rear Dumps
- Track Tractors
- Self-Priming Trash Pumps



Summary

- New Models
- Gas prices
- Economic life
- Annual use hours
- Overhaul and Field Repair Labor Hours
- Taxonomy Improvements



How to get the cost recovery report

Cost recovery updates are emailed to EquipmentWatch clients every quarter.

*If you're not receiving these emails,
please reach out to your Account Manager.*

Product updates



James Hamilton
Senior Product Manager

PDF Enhancements now provide better visibility

- Clear callout for active submitted rates and applied adjustments in cost recovery
- Dedicated callout when user adjustments impact ICR cost factors
- **Values:** Improved visibility into included *Options & Extras*.
- Improved visibility for options, extras, serial number, and verified year

EquipmentWatch. Text Changed to Internal Charge Rate

www.equipmentwatch.com
All prices shown in US dollars (\$)

April 27, 2026

Internal Charge Rate*

Caterpillar 120
Articulated Frame Graders

Size Class:
135 - 139 hp
Weight:
NA
Current Original Price:
USD \$229,496 (December 2025)

Configuration for 120

Midboard Size	144 x 24 x 0.9 ft ROPS	Horsepower Power Mode	125.0 hp Diesel
Hourly Ownership Costs			
Depreciation	Standard Value USD \$1,354	User Adjusted Value	Variance
Cost of Facilities Capital (CFC)	USD \$7,367	USD \$5,916	-19%
Overhead	USD \$2,609	USD \$1,646	-37%
Overhead Labor	USD \$2,447	USD \$1,554	-36%
Overhead Parts	USD \$1,420	USD \$1,137	-20%
Total Hourly Ownership Cost:	USD \$12,197	USD \$10,253	-16%
* Fixed Rate is equal to the monthly ownership cost divided by 176 (the hourly estimate operating cost).			
Hourly Operating Costs			
Field Labor	Standard Value USD \$1,467	User Adjusted Value	Variance
Field Parts	USD \$2,045	USD \$1,646	-19%
Ground Engaging Component (GEC)	USD \$1,867	USD \$1,646	-12%
Tire	USD \$2,498	USD \$2,838	+13%
Electrical/Fuel	USD \$4,527	USD \$3,328	-27%
Total Hourly Operating Cost:	USD \$12,405	USD \$10,206	-17%
Total			
Hourly Ownership Costs	Standard Value USD \$12,197	User Adjusted Value	Variance
Hourly Operating Costs	USD \$12,405	USD \$10,206	-17%
Total Hourly Cost:	USD \$24,602	USD \$20,412	-17%
Non-active use rates			
Stability	Standard Value USD \$18,247	User Adjusted Value	Variance
Idle	USD \$15,107	USD \$13,846	-8%
Active Rate			
Internal Charge Rate displayed using user-adjusted cost factors			
USD \$89.25			
Revised Date: 2nd quarter 2026			
* Quarterly known as Customer Cost Subtotal			
The equipment represented in this report has been exclusively prepared for (jameshamilton@fusible.com)			

EquipmentWatch. Text Changes to Values

www.equipmentwatch.com
All prices shown in US dollars (\$)

April 27, 2026

Values*

Caterpillar 120
Articulated Frame Graders

Size Class:
135 - 139 hp
Weight:
NA
Current Original Price:
USD \$229,496 (December 2025)

Configuration for 120

Midboard Size	144 x 24 x 0.9 ft ROPS	Horsepower Power Mode	125.0 hp Diesel
Values			
Model Year: 2026			
2024 Published Data			
Adjustment	Original Price USD \$229,496	FMV USD \$18,053	OLV USD \$276,496
Region (1)			
Usage (2)			
Condition (Good)			
Options & Extras			
FMV (100.22%)			
OLV (100.07%)			
FLV (100.00%)			
Total Adjusted Price	USD \$229,496	USD \$18,053	USD \$276,496
Date Last Updated: April 27, 2026			
OLV calculated using user supplied formula of 118.18% of FLV			
* Quarterly known as Green Guide			
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All prices shown in US dollars (\$)

April 27, 2026

Rental Rate Blue Book*

Caterpillar 120

Articulated Frame Graders

Size Class:

135 - 139 hp

Weight:

NA

Current Original Price:

USD \$229,496 (December 2025)

Configuration for 120

Midboard Size

144 x 24 x 0.9 ft

ROPS

Horsepower

Power Mode

125.0 hp

Diesel

Blue Book Rates

* Fixed Rate is equal to the monthly ownership cost divided by 176 (the hourly estimate operating cost).

	Monthly	Weekly	Daily	Hourly	Estimated Operating Cost/ Hourly	Fixed Rate*
Published Rates	USD \$9,250.00	USD \$1,610.00	USD \$640.00	USD \$25.71	USD \$42.47	USD \$84.57
Adjustments	(USD \$925.00)	(USD \$161.00)	(USD \$64.00)	(USD \$2.50)	(USD \$0.00)	
Region (Alabama: 98.9%)	(USD \$2.00)	(USD \$0.37)	(USD \$0.15)	(USD \$0.01)		
Model Year (2024: 98.9%)	-	-	-	-		
Adjusted Hourly Ownership Cost (100%)						
Hourly Operating Cost (100%)						
Total	USD \$9,250.00	USD \$1,610.00	USD \$634.37	USD \$23.87	USD \$42.47	USD \$82.89

Non-Active Use Rates

Stability Rate

Idle Rate

Active Rate to Submit

* Blue Book Rates adjusted for Arkansas using Monthly Ownership Time Standard (176h/Mo)

	Hourly
Stability Rate	USD \$20.73
Idle Rate	USD \$14.53
Active Rate to Submit	USD \$82.89

Rate Element Allocation

Element	Percentage	Value
Depreciation (ownership)	32.7%	USD \$3,056.99
Overhead (ownership)	39.42%	USD \$3,652.23
CFC (ownership)	13.8%	USD \$1,287.07
Interest (ownership)	14.27%	USD \$1,339.84
Fuel (operating) @ USD 5.07	95.76%	USD \$89.25

Revised Date: 2nd quarter 2026

These are the most accurate rates for the selected Revision Date(s). * First. Visit the Cost Recovery Product Guide on our Help page for more information.

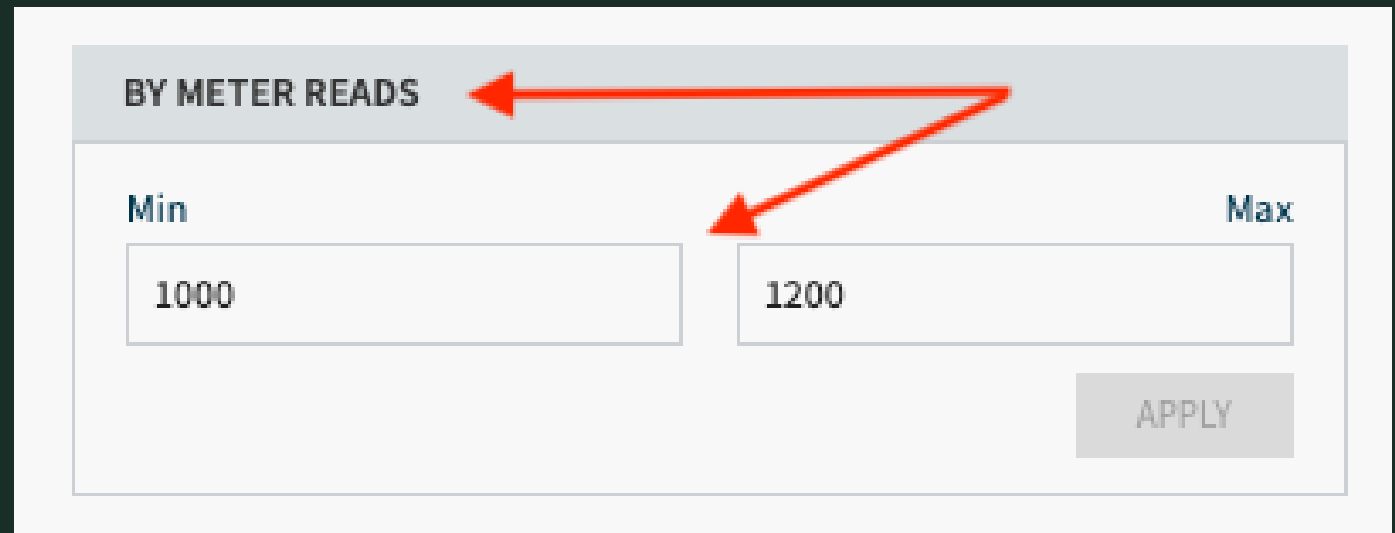
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New filters improve how users find the right assets

- New “By Meter Read” filter in Market Activity search



The screenshot shows a filter interface titled "BY METER READS". Below the title, there are two input fields: "Min" with the value "1000" and "Max" with the value "1200". An "APPLY" button is located at the bottom right. Two red arrows are overlaid on the image: one points from the "Max" input field to the "BY METER READS" title, and the other points from the same field to the "Max" label.

Min	Max
1000	1200

APPLY

Q&A



Pre Submitted Questions

- Is there any way to get Green Book Rates for Custom rates as a sell price to customers that structure the contact using greenbook?
- Do you have DEF cost in your rates?
- When can we expect some more things to be added such as vac trailers and smaller equipment?
- When will composite rates be included in all reports?

Pre Submitted Questions

- How has the fuel price fluctuation impacted the rates?
- Why can't we save our custom rates for equipment, and the be able to just send for and update every quarter?
- Can we filter out equipment that has been discontinued? (ie. I want a pick up truck and I want the most recent models.)
- How do we create custom equipment?

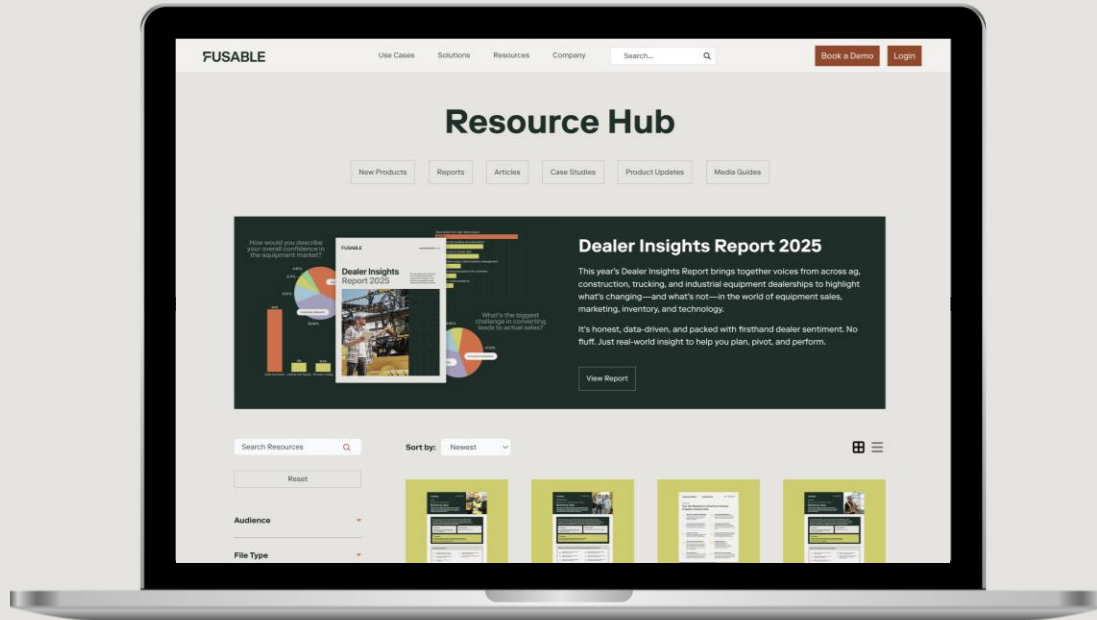
And the
winner is



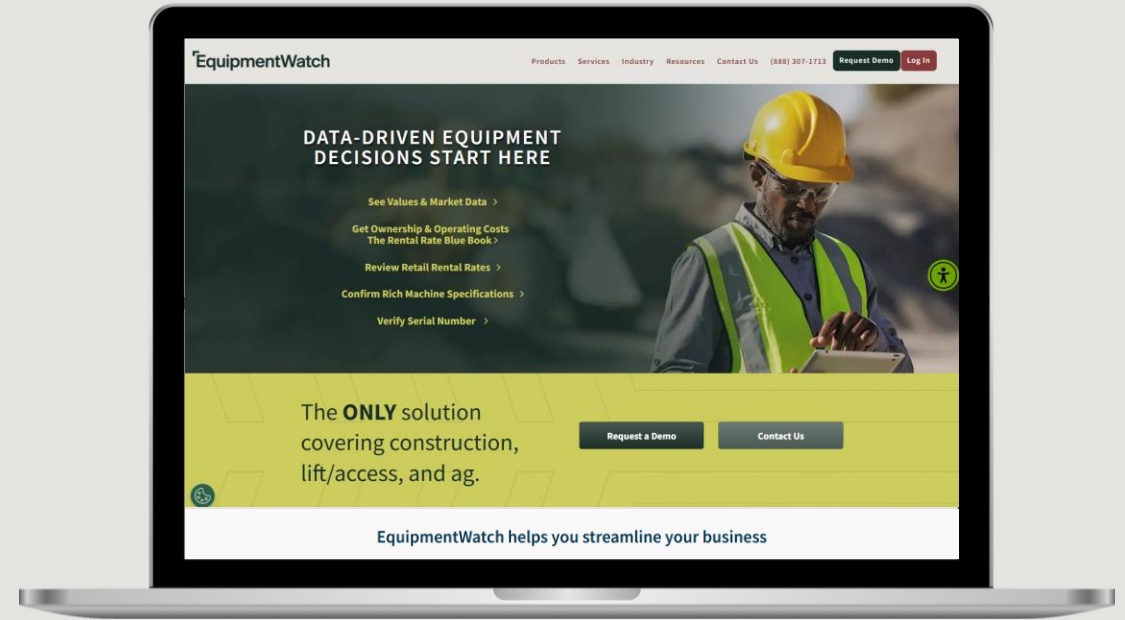
Resources You'll Receive

- Webinar recording
- Slides + key links
- Support / contact information
- Optional follow-up walkthrough *(by request)*

Where to learn more



fusable.com/resources



equipmentwatch.com/demo-request

Meet the Account Management Team



Josh Crowe



Olivia Cobb



David Fearon



Traci MacDonald



Melissa Horan



Meg Ricci



Jasmine Ardrey

Survey

Let us know what you think!