



# EquipmentWatch

Q2 2026 Webinar

FUSABLE

# Meet Your Experts



**Josh Crowe**  
Sr. Account Manager



**Molly Mooney**  
Data Analytics Mgr.



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

# What you'll walk away with

- Knowledge of industry trends and events
- Takeaways that connect ConExpo headlines to your business
- How EquipmentWatch is changing for Q2
- Tips and tricks for how to get even more value out of Equipment watch

# Carhartt GIVEAWAY

Duffle + Cooler + Sherpa Blanket



*Live attendees only | Winner chosen at random and announced at end of webinar*

# ConExpo Update



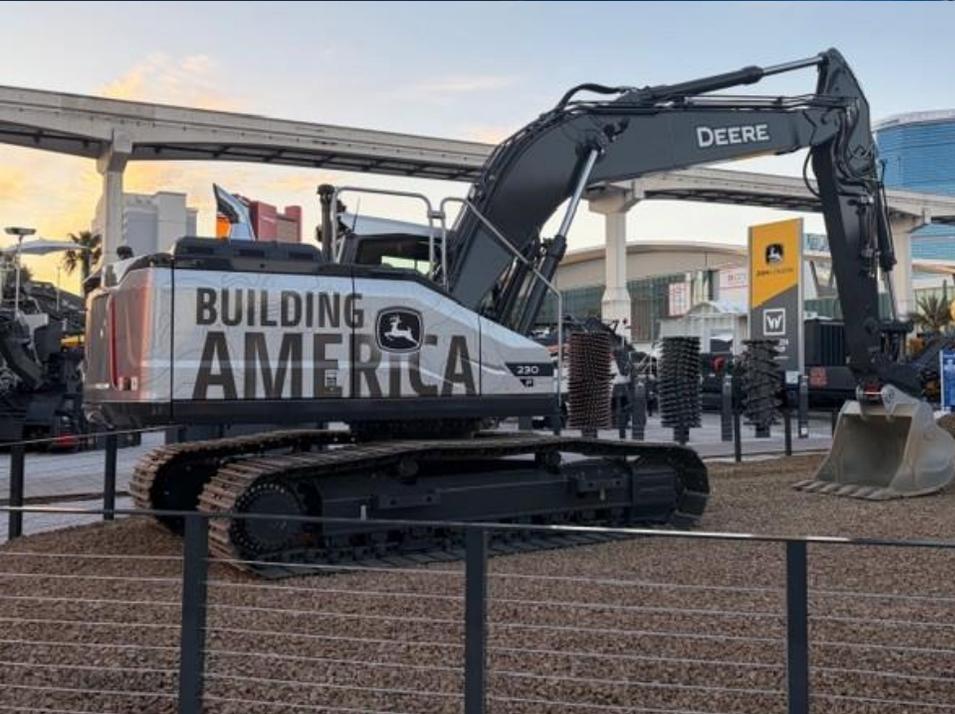
**Jordanne Waldschmidt**  
Chief Editor  
*Equipment World*



# CONEXPO

LAS VEGAS CONVENTION CENTER | MARCH 3<sup>RD</sup> - 7<sup>TH</sup>, 2026

# CON / AGG



# ConExpo Signal Dashboard



## Signal A

OEMs Competing Harder  
for U.S. Buyers



## Signal B

Technology is Shifting  
Toward Simplicity



## Signal C

Equipment is Getting  
More Practical

Signal A

# OEMs Competing Harder for U.S. Buyers

## What I Saw & Heard

- International OEMs emphasize U.S. presence and domestic expansion
- U.S. OEMs highlight local supply chains
- Tariffs create real cost pressure (up to billions)

## What It Means

- Price increases expected in 2026
- Supply improving but tightly managed
- Rental continues to grow; 50% of rentals convert to ownership

## Next Steps

- Monitor pricing/tariffs
- Validate utilization
- Build budget contingency



**“Buy American”**  
on full display at ConExpo

Signal B

# Tech Is Shifting Toward Simplicity

## What I Saw & Heard

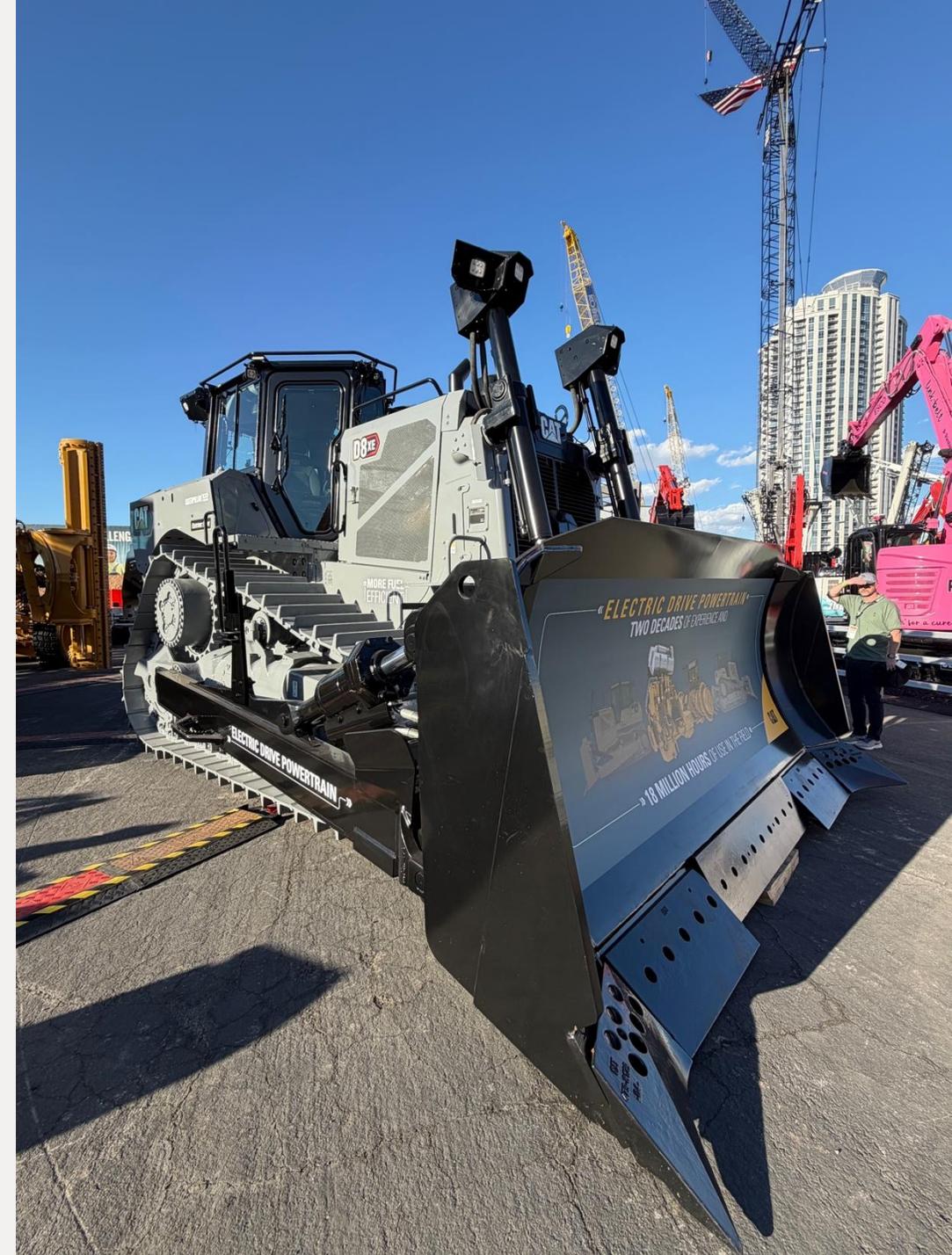
- Simpler displays, AI assistants, background automation
- “If tech isn’t easy, operators won’t use it”
- Tools now scale across fleets, not just power users

## What It Means

- Wider adoption possible as skilled labor tightens
- More features standard; tiered options for upgrades
- Predictive maintenance and connected data improve efficiency

## Next Steps

- Audit tech use
- Prioritize simplicity
- Train operators on workflows



Signal C

# Equipment Is Getting More Practical

## What I Saw & Heard

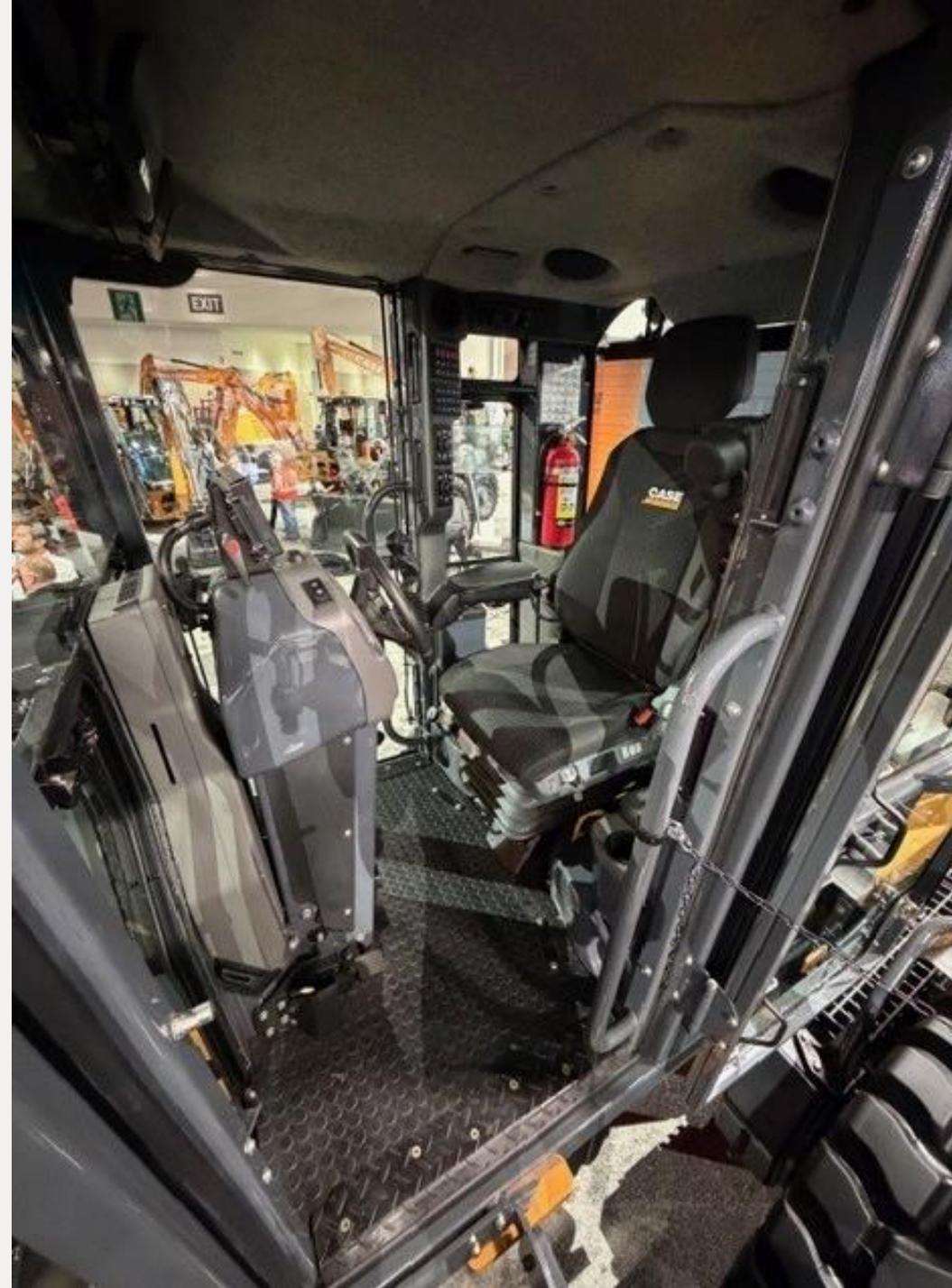
- Less futuristic prototypes; more practical machines
- Compact equipment handling more tasks
- Improved cabs for comfort/productivity

## What It Means

- OEMs acknowledging that alternative power isn't yet economically viable for many applications
- Growing interest in machines that deliver versatility and lower operating costs

## Next Steps

- Replace/supplement with compact machines
- Diversify attachments
- Monitor fuel developments



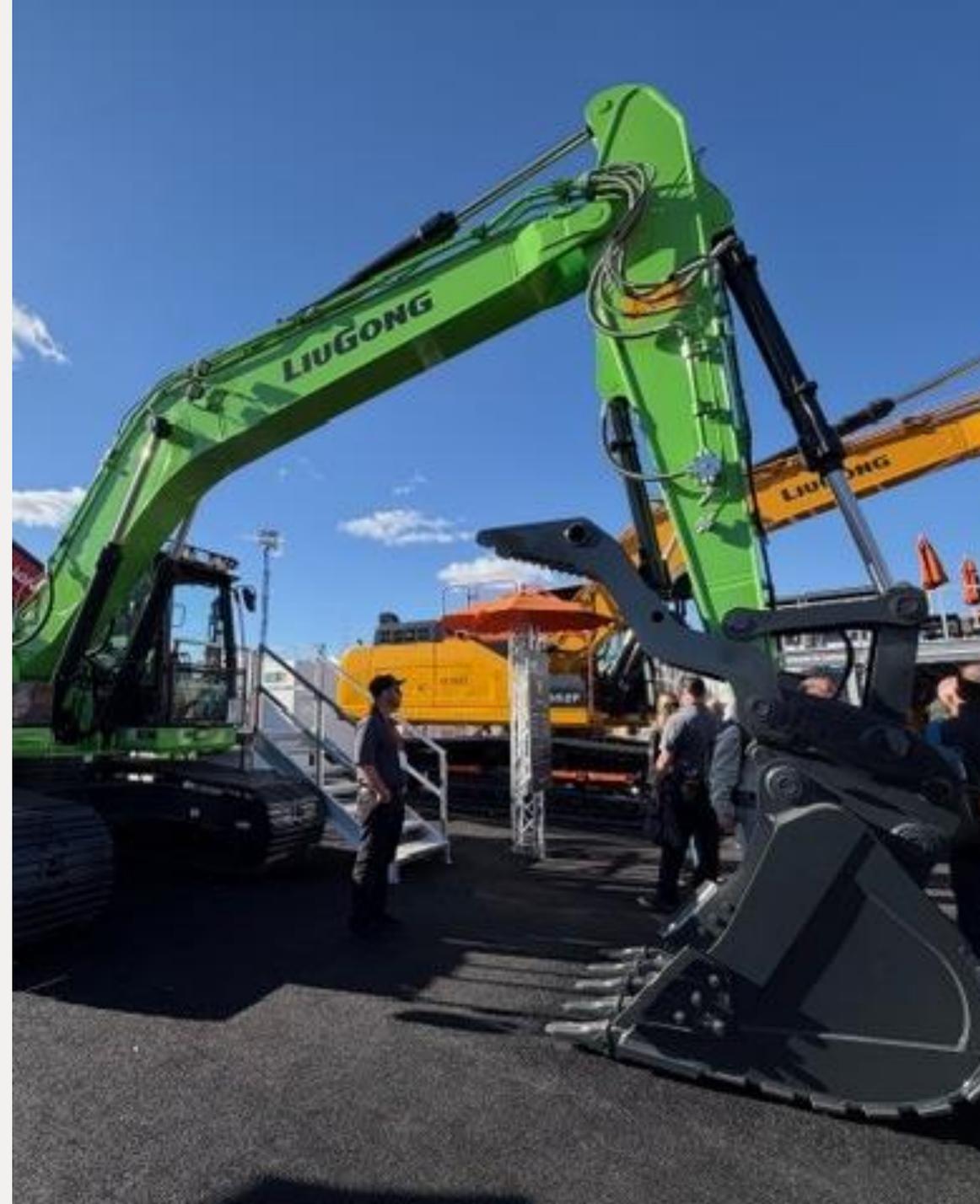
# Final Thoughts

## Three Signals:

- A. OEMs competing harder for U.S. buyers:**  
*Tariffs and supply chains shaping pricing and manufacturing strategies*
- B. Technology focused on simplification:**  
*AI, automation and machine data designed to work behind the scenes*
- C. Equipment becoming more practical:**  
*Less flashy innovation, more machines designed for real jobsite needs*

## Looking Forward

- Shift from disruption mode to practicality — focusing on pricing realities, simpler technology, and immediate operational value



# 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:

Energy Type	Q1	Q2	Change
Diesel	\$3.831	\$5.07	+32%
Gasoline	\$3.06	\$3.72	+21.5%
Electric	\$0.188	\$0.192	+2.1%



# New Models Added

## 1. Wheel Mounted Handlers

## 2. Compact Track Loaders:

- Wacker Neuson

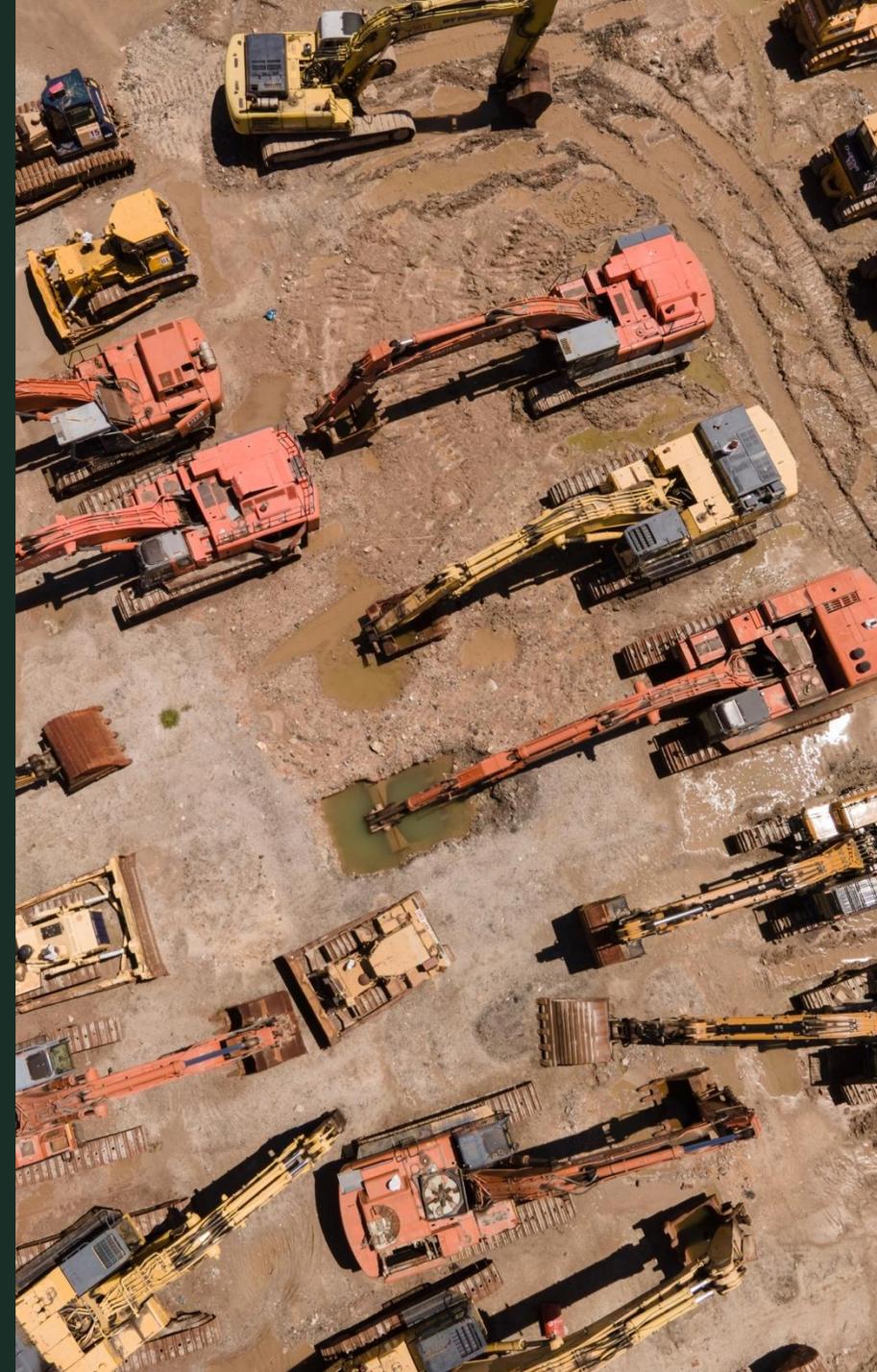
## 3. Various Other Models:

- Caterpillar M322
- Husqvarna LP 9505
- JLG T26E
- Lincoln Electric RANGER 305G
- Terex RL4
- Vermeer CTX160
- Vermeer D24x40 S3
- Vermeer RTX1250I2



## Discontinued Models

All models for all  
equipment that was  
**discontinued**  
**before 1996.** *(30 years)*



# 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	■	■

## Overhaul and Field Repair Labor Hours

# Increases for crawler mounted hydraulic excavators.



# Taxonomy Improvements

## Wheel Tractors

- Expanding size classes



## Tractor Loader Backhoes

- Old = digging depth
- New = HP



# Summary

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



# Tips & Tricks



**Josh Crowe**  
Senior Account Manager

# Meet the Account Management Team



Josh Crowe



Olivia Cobb



David Fearon



Traci MacDonald



Melissa Horan



Meg Ricci



Matt Ongie



Jasmine Ardrey



# Data-Driven Equipment Decisions Start Here

- Upload
- Saved Models
- Groups Manager
- Reports
- Rent vs Use Owned
- Rental Decision Point BETA
- CVT

Search by Manufacturer, Model, or  
Serial Number

Search by Equipment Category

Serial Number Verification

1. Choose what data set(s) you'd like to see results for:

- Rental Rate Blue Book®  Internal Charge Rate  Values & Market Data  Verification  Retail Rental  Specs

2. Choose the category you'd like to view:





## STEP 1: SELECT YOUR REPORT

Basic Fleet

To Select A Report, Click On The Card

Rental Rate Blue Book®, Usage

To Select A Report, Click On The Card

Rental Rate Blue Book®, O&O Rates

To Select A Report, Click On The Card



Internal Charge Rates, Hourly Cost

To Select A Report, Click On The Card

Internal Charge Rates, Usage

To Select A Report, Click On The Card

Retail Rental Rates

To Select A Report, Click On The Card

Values

To Select A Report, Click On The Card

Rate Group Report

To Select A Report, Click On The Card





## STEP 1: SELECT YOUR REPORT

<b>Basic Fleet</b> ⓘ To Select A Report, Click On The Card	<b>Rental Rate Blue Book®, Usage</b> ⓘ To Select A Report, Click On The Card	<b>Rental Rate Blue Book®, O&amp;O Rates</b> ⓘ To Select A Report, Click On The Card
<b>Internal Charge Rates, Hourly Cost</b> ⓘ To Select A Report, Click On The Card	<b>Internal Charge Rates, Usage</b> ⓘ To Select A Report, Click On The Card	<b>Retail Rental Rates</b> ⓘ To Select A Report, Click On The Card
<b>Values</b> ⓘ To Select A Report, Click On The Card	<b>Rate Group Report</b> ⓘ To Select A Report, Click On The Card	

## STEP 2: SELECT YOUR GROUP

Equipment Groups			Search...
Group Name	# Of Models	Last Update	
Change Order # 485769	7	March 11, 2026	
Excavators	3	March 18, 2025	
Main Street Phase 2	1	January 8, 2026	





# CHANGE ORDER # 485769

Report type: Rental Rate Blue Book®, O&O Rates ▾



GENERATE REPORT

ADJUSTMENT PREFERENCES

Search...

<input type="checkbox"/>	Unique ID	Subtype	Manufacturer	Model Name	Model Year	Meter Reads	Serial Number
<input type="checkbox"/>	1776 changed 7-10	Compact Track L...	Bobcat	T190	2006		
<input type="checkbox"/>	349012	Crawler Moun...	Caterpillar	336	2023		
<input type="checkbox"/>	3948	On-Highway Lig...	GMC\CHEVY	1500	2024		
<input type="checkbox"/>	39487	Compact Track L...	Bobcat	T190	2010	2000	1029384
<input type="checkbox"/>	49	Crawler Moun...	Caterpillar	336	2019	4500	3938457
<input type="checkbox"/>	493847	Standard Crawle...	Caterpillar	D8T	2023		
<input type="checkbox"/>	8675309	Compact Track L...	Bobcat	T190	2013		

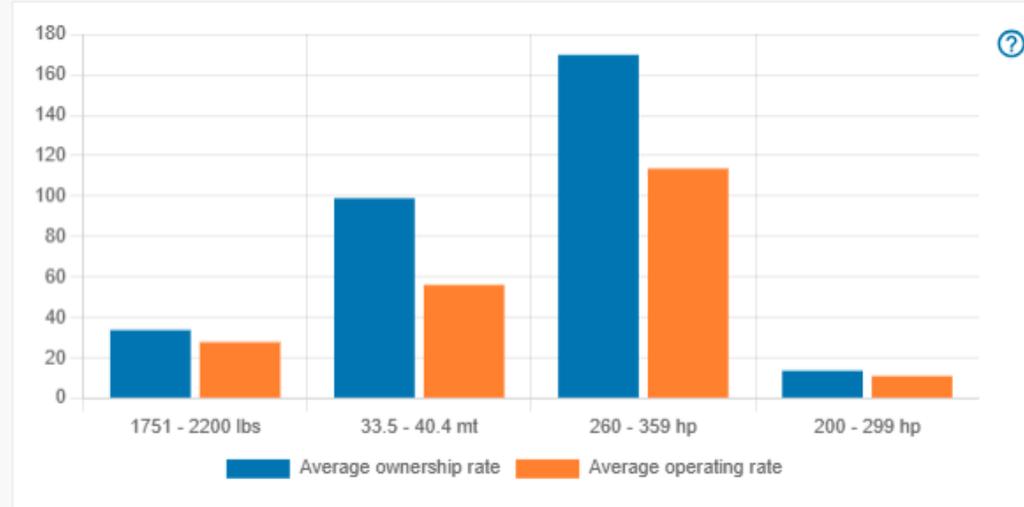




# Rental Rate Blue Book®, O&O Rates

Group report for Change Order # 485769  
All prices shown in US dollars (\$)

Format:  Landscape  Portrait



MODEL YEAR

Always Use Most Recent Model Year  0  None

RATE EFFECTIVE DATE: Jan 1, 2026 - Present × ▾

ORGANIZATION: ... ▾

REGION: ... ▾

OPERATING ADJUSTMENT: ⬆️ ⬇️ ⬆️

OWNERSHIP ADJUSTMENT: ⬆️ ⬇️ ⬆️

7 models in report  OWNERSHIP RATE Monthly ▾

Viewing 1-7 of 7 models Show 20 ▾

Equipment Details	Rental Rate Blue Book®™					Adjustments				Unadjusted Monthly Rate	Adjusted Monthly Rate	FHWA Hourly Rate
	Adjusted Hourly Ownership Cost	Hourly Operating Cost	Standby	Idling	Revision	Region	Year	Ownership	Operating			
<b>ID:</b> 1776 changed 7-10 <b>Subtype:</b> Compact Track Loaders <b>Size Class:</b> 1751 - 2200 lbs <b>Manufacturer:</b> Bobcat <b>Model:</b> T190 <b>Year:</b> 2006 <b>Configuration:</b> Horsepower: 66.0 Operator Protection: ROPS/FOPS	\$33.66	\$27.82	\$14.39	\$43.02	2026-01-01	<b>Adjustment:</b> 100%	99.41%	100%	100%	\$5,960	\$5,924.97	\$61.48

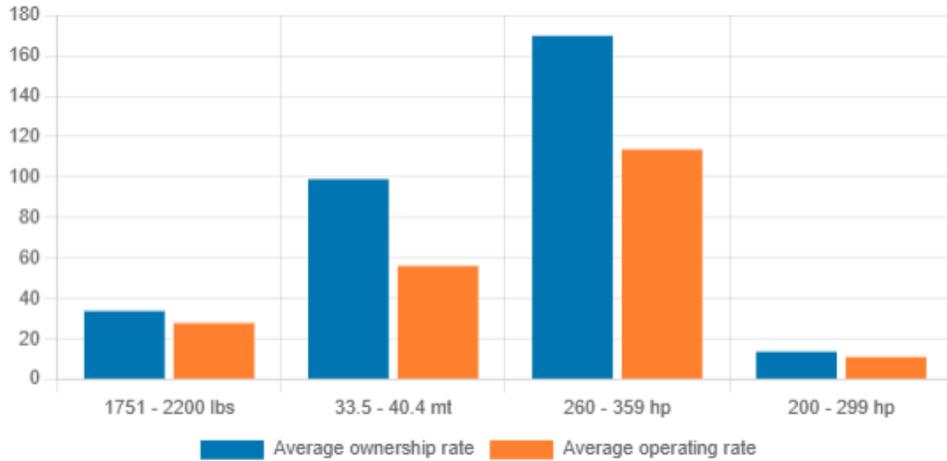




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ORGANIZATION: ... ▾

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OPERATING ADJUSTMENT: ⬆ ⬇ ⬆

OWNERSHIP ADJUSTMENT: ⬆ ⬇ ⬆

7 models in report

Filter by keyword

OWNERSHIP RATE Monthly ▾

Viewing 1-7 of 7 models

Show 20 ▾

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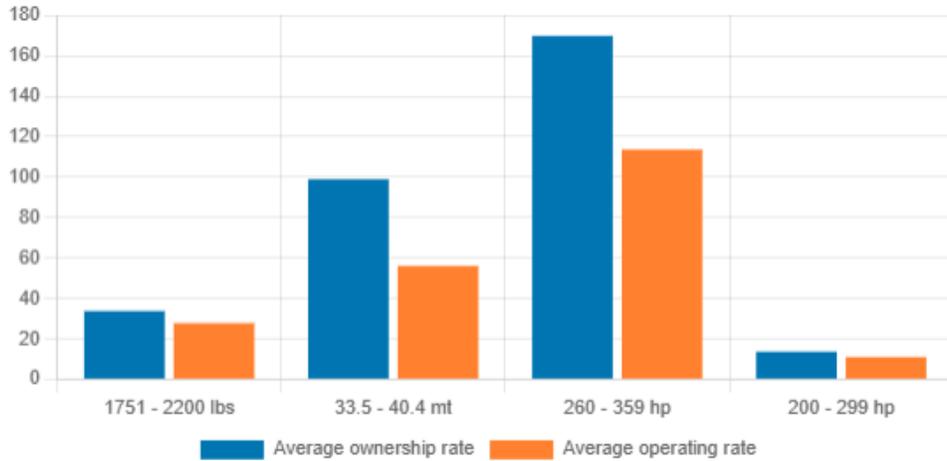




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ORGANIZATION: ... ▾

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REGION: ... ▾

OPERATING ADJUSTMENT: ▴ ▾

OWNERSHIP ADJUSTMENT: ▴ ▾

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OWNERSHIP RATE

Monthly ▾

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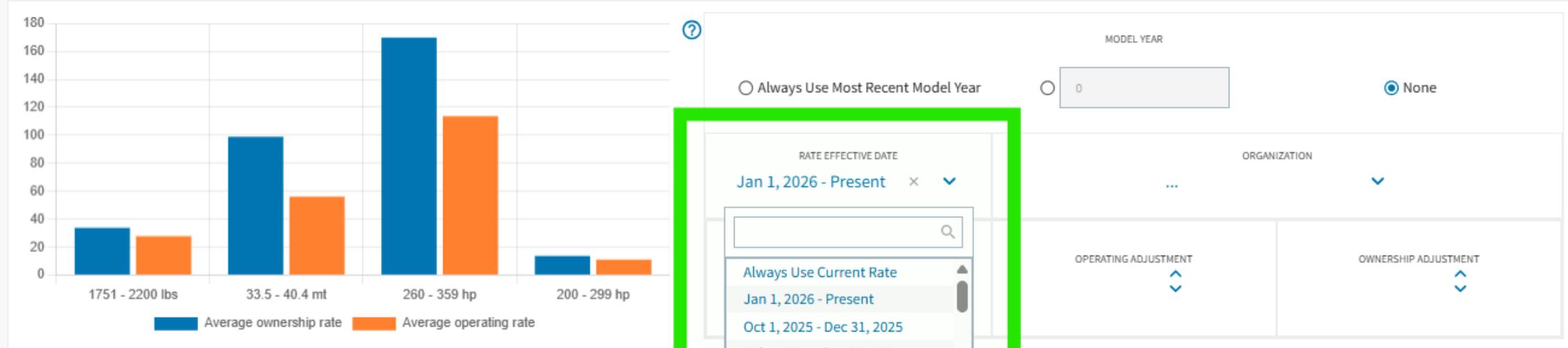




# Rental Rate Blue Book®, O&O Rates

Group report for [Change Order # 485769](#)  
All prices shown in US dollars (\$)

Format:  Landscape  Portrait



MODEL YEAR

Always Use Most Recent Model Year  0  None

RATE EFFECTIVE DATE

Jan 1, 2026 - Present

- Always Use Current Rate
- Jan 1, 2026 - Present
- Oct 1, 2025 - Dec 31, 2025
- Jul 1, 2025 - Sep 30, 2025
- Apr 1, 2025 - Jun 30, 2025
- Jan 1, 2025 - Mar 31, 2025
- Oct 1, 2024 - Dec 31, 2024
- Jul 1, 2024 - Sep 30, 2024

7 models in report

Viewing 1-7 of 7 models

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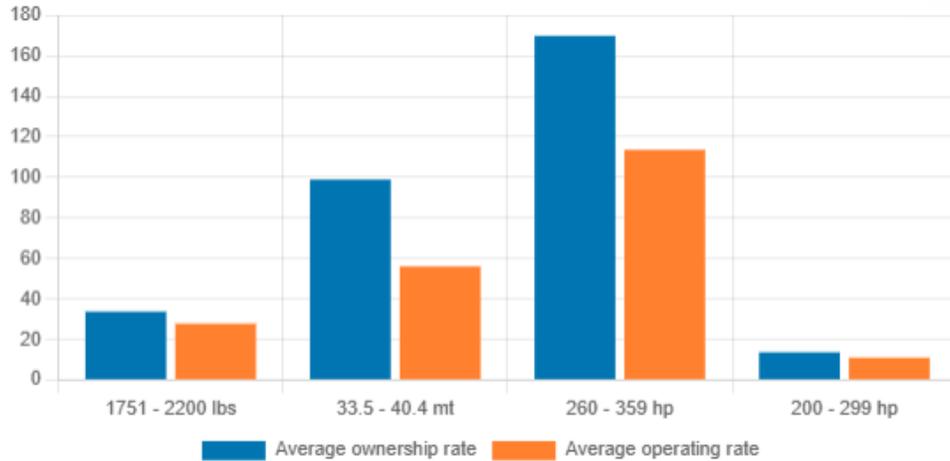




# Rental Rate Blue Book<sup>®</sup>, O&O Rates

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Format:  Landscape  Portrait



MODEL YEAR

Always Use Most Recent Model Year   None

RATE EFFECTIVE DATE: Jan 1, 2026 - Present × ▾

ORGANIZATION: ... ▾

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OPERATING ADJUSTMENT: ⬆️ ⬆️

OWNERSHIP ADJUSTMENT: ⬆️ ⬆️

7 models in report

Filter by keyword

OWNERSHIP RATE

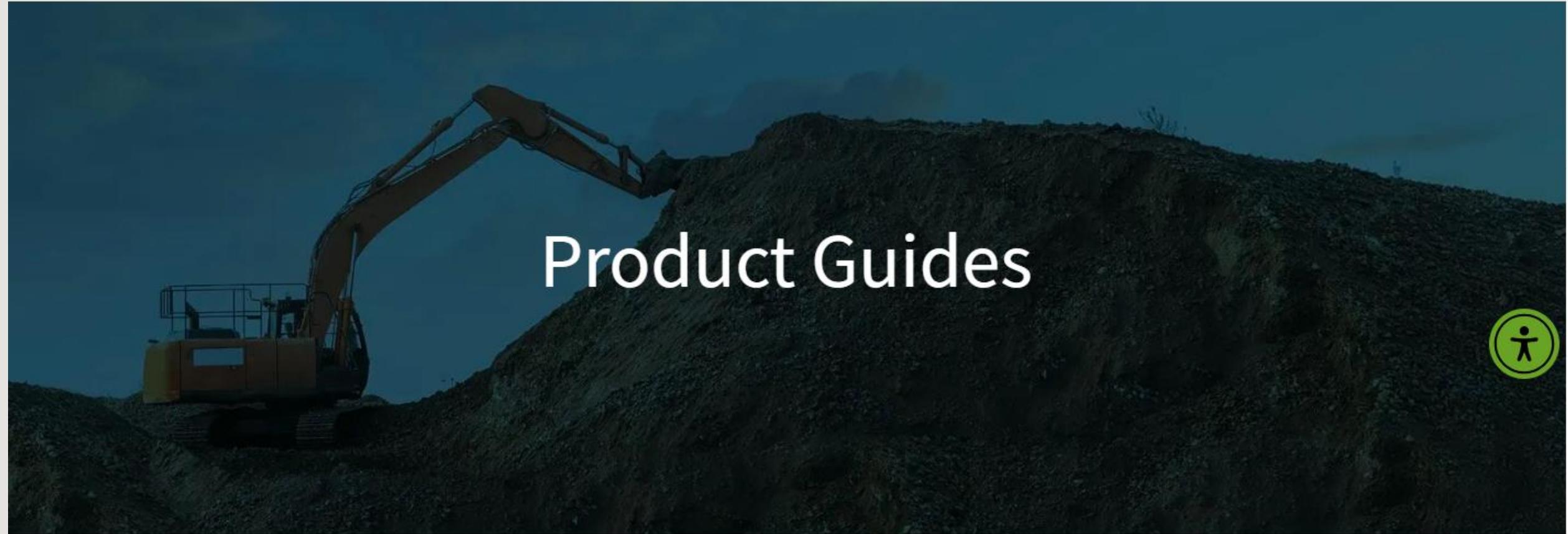
Monthly ▾

Viewing 1-7 of 7 models

Show 20 ▾

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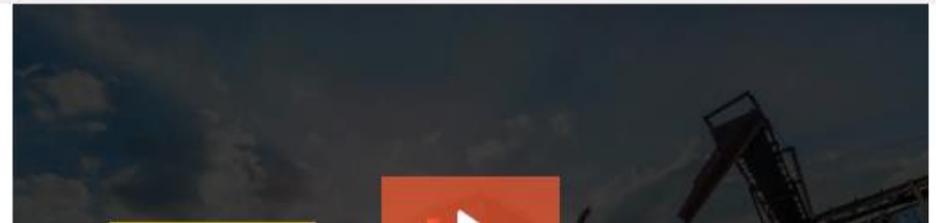




# Product Guides



Choose a Topic to Learn More

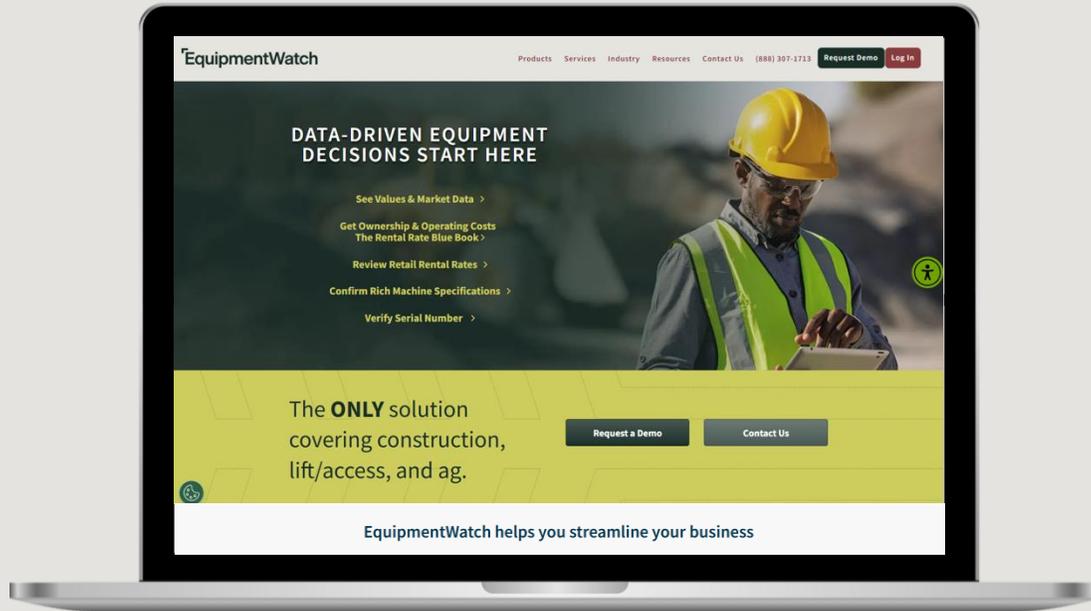


**Q&A**

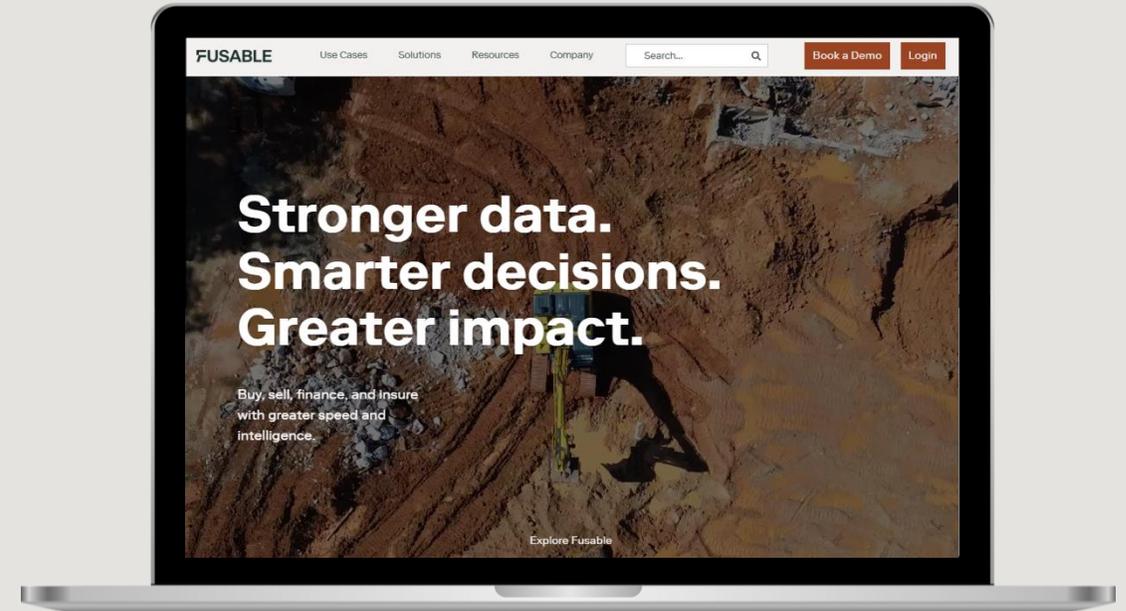
# Resources You'll Receive

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

# Where to learn more



[equipmentwatch.com/demo-request](https://equipmentwatch.com/demo-request)



[fusable.com](https://fusable.com)



And the  
winner is .....



# Survey

Let us know what you think!



# EquipmentWatch

Q2 2026 Webinar

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