

The logo for EquipmentWatch features a small yellow square icon to the left of the word "EquipmentWatch" in a large, white, sans-serif font. The background is a dark teal color with faint, light-colored geometric lines forming a grid-like pattern on the right side.

EquipmentWatch

Q4 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

- Q4 Cost Recovery data preview
- Recent EquipmentWatch product updates
- Live Q&A

Preview of upcoming Q4 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	Q3	Q4	Change
Diesel	\$5.21	\$5.97	+14.6%
Gasoline	\$4.15	\$4.16	+0.2%
Electric	\$0.199	\$0.197	-1.0%



New Models Added

1. I.C. Pneumatic Tire Lift Trucks

- Several Toyota Core models

2. Caterpillar Models:

- 14, 299D3 XE LAND MANAGEMENT,
352 UHD, 982, 982 XE, D1, D6 LGP,
D9, MH3024

3. Various Other Models:

- Compact Track Loaders: Toro & Ditch Witch
- Diesel Hand-Held Rammers
- And more!



Economic Life and Annual Use Hours

Subtype	Economic Life Hours	Annual Use Hours
Crawler Mounted Chain Trenchers	↑	↑
Wheel Mounted Chain Trenchers	↑	↑
Portable Rotary Screw Air Compressors	↑	↑
Skid Steer Loaders	↑	↑
Pipelayers	↑	↑
Combination Rollers	↑	↑
Concrete Saws	↑	↑
Crawler Mounted Compact Excavators	↓	↓

Taxonomy Improvements

Expanding Size Classes

- Single Drum Vibratory Compactors



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
- Composite shows combined Active Rate to submit and provides a dedicated PDF to each individual component as well

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:
115 - 129 hp
Weight:
NA
Owner Original Price:
USD \$224,496 (December 2025)

Configuration for 120

Machineboard Size	Operator Protection	144 x 24 x 9.9 R ROPS	Horsepower Power Mode	125.0 hp Diesel
Hourly Ownership Costs				
Depreciation	Standard Value USD \$1,350/hr	User Adjusted Value USD \$1,350/hr		Variance 0%
Cost of Facilities Capital (CFC)	USD \$7,367/hr	USD \$7,367/hr		0%
Overhead	USD \$2,449/hr	USD \$2,449/hr		0%
Overhead Labor	USD \$2,449/hr	USD \$2,449/hr		0%
Overhead Parts	USD \$1,430/hr	USD \$1,430/hr		0%
Total Hourly Ownership Cost:	USD \$22,005/hr	USD \$22,005/hr		0%
User Defined Adjustments:	Annual Use Hours (2,000 hrs → 2,500 hrs)			15.4%
Hourly Operating Costs				
Field Labor	Standard Value USD \$1,460/hr	User Adjusted Value USD \$1,460/hr		Variance 0%
Field Parts	USD \$2,000/hr	USD \$2,000/hr		0%
Ground Engaging Component (GEC)	USD \$1,860/hr	USD \$1,860/hr		0%
Tire	USD \$2,400/hr	USD \$2,400/hr		0%
Electrical/Fuel	USD \$4,400/hr	USD \$4,400/hr		0%
Lube	USD \$4,500/hr	USD \$4,500/hr		0%
Total Operating Ownership Cost:	USD \$24,470/hr	USD \$24,470/hr		0%
User Defined Adjustments:	Fuel (\$/USD \$5.07 → USD \$6.07)/Hourly Lube Costs (\$/USD \$4.52 → USD \$0.00)			6.3%
Total				
Hourly Ownership Costs	Standard Value USD \$22,005/hr	User Adjusted Value USD \$22,005/hr		Variance 0%
Hourly Operating Costs	USD \$24,470/hr	USD \$24,470/hr		0%
Total Hourly Cost:	USD \$46,475/hr	USD \$46,475/hr		0%
Non-active use rates				
Standby	Standard Value USD \$18,240/hr	User Adjusted Value USD \$18,240/hr		Variance 0%
Idle	USD \$15,100/hr	USD \$15,100/hr		0%
Active Rate				
Internal Charge Rate displayed using user-adjusted cost factors				
USD \$89.23				
Revised Date: 2nd quarter 2026				
*Inventory known as Customer Order Submittal				
The equipment represented in this report has been exclusively prepared for (jameshamilton@fusable.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:
115 - 129 hp
Weight:
NA
Owner Original Price:
USD \$224,496 (December 2025)

Configuration for 120

Machineboard Size	Operator Protection	144 x 24 x 9.9 R ROPS	Horsepower Power Mode	125.0 hp Diesel
Values				
Model Year: 2026				
2024 Published Data:				
Adjustment:	Original Price USD \$224,496	FMV USD \$18,000	OLV USD \$274,496	FLV USD \$274,496
Region (1)				
Usage (2)				
Condition (Good)				
Options & Extras				
FMV (100.2%)				
OLV (100.0%)				
FLV (100.0%)				
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New filters improve how users find the right assets

- New “By Model Year” filter in search

Refine Results

BY CATEGORY

Clear

Search

BY MANUFACTURER

Clear

Search

☐ Ford (148)

BY MODEL YEAR

From

2024

To

2026

APPLY

Clear All

×

Rental Rate Blue Book®

×

36 results

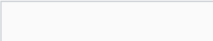


[Light Duty Trucks](#) › [Light Duty Trucks](#)

F-150 LARIAT 4X2 GAS

Ford

Year: 2008-2026 Size Class: 2



[Light Duty Trucks](#) › [Light Duty Trucks](#)

BY MODEL YEAR

From

2024

To

2026

APPLY



Q&A

Pre Submitted Questions

- What are the overall Q4 trends?
- Any products that provide valuation outputs on a more macro basis (machine type, OEM, etc.) level? Rather than looking up individual make/models
- There are large everyday equipment manufacturers, models, MFG year I'm not finding in Equipment Watch, what's the expectation for that and/or process for getting them added outside of being a custom request?

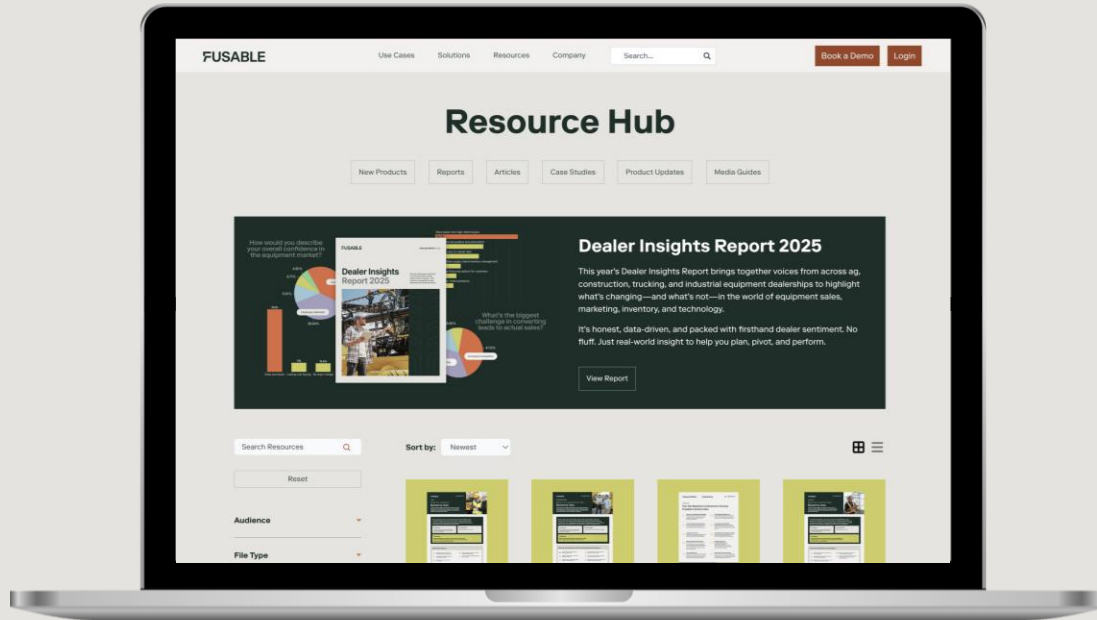
Pre Submitted Questions

- Is there a way to submit a request for a rate for a piece of equipment that is on EquipmentWatch, just a different quarter?
- I'm going on vacation and would like my assistant to log in while I'm gone. Can we remove the multi-factor authentication?
- Fuel prices are going up, but some rates are going down. Can you explain why?

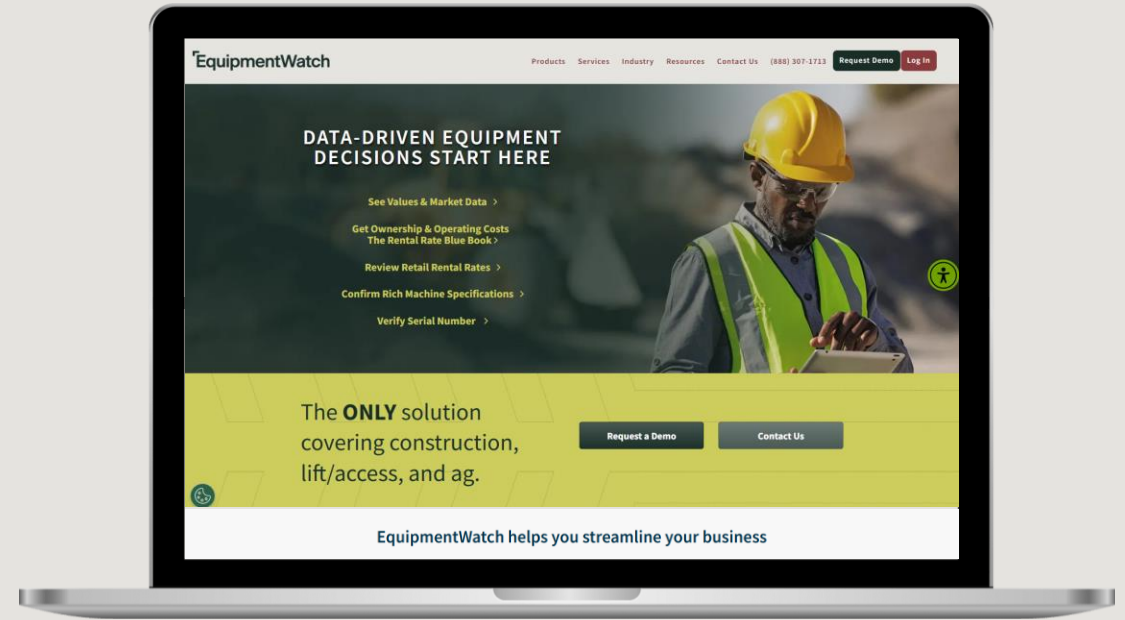
Resources You'll Receive

- 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



Traci MacDonald



Melissa Horan



Jasmine Ardrey



Michael Krasso

Survey

Let us know what you think!