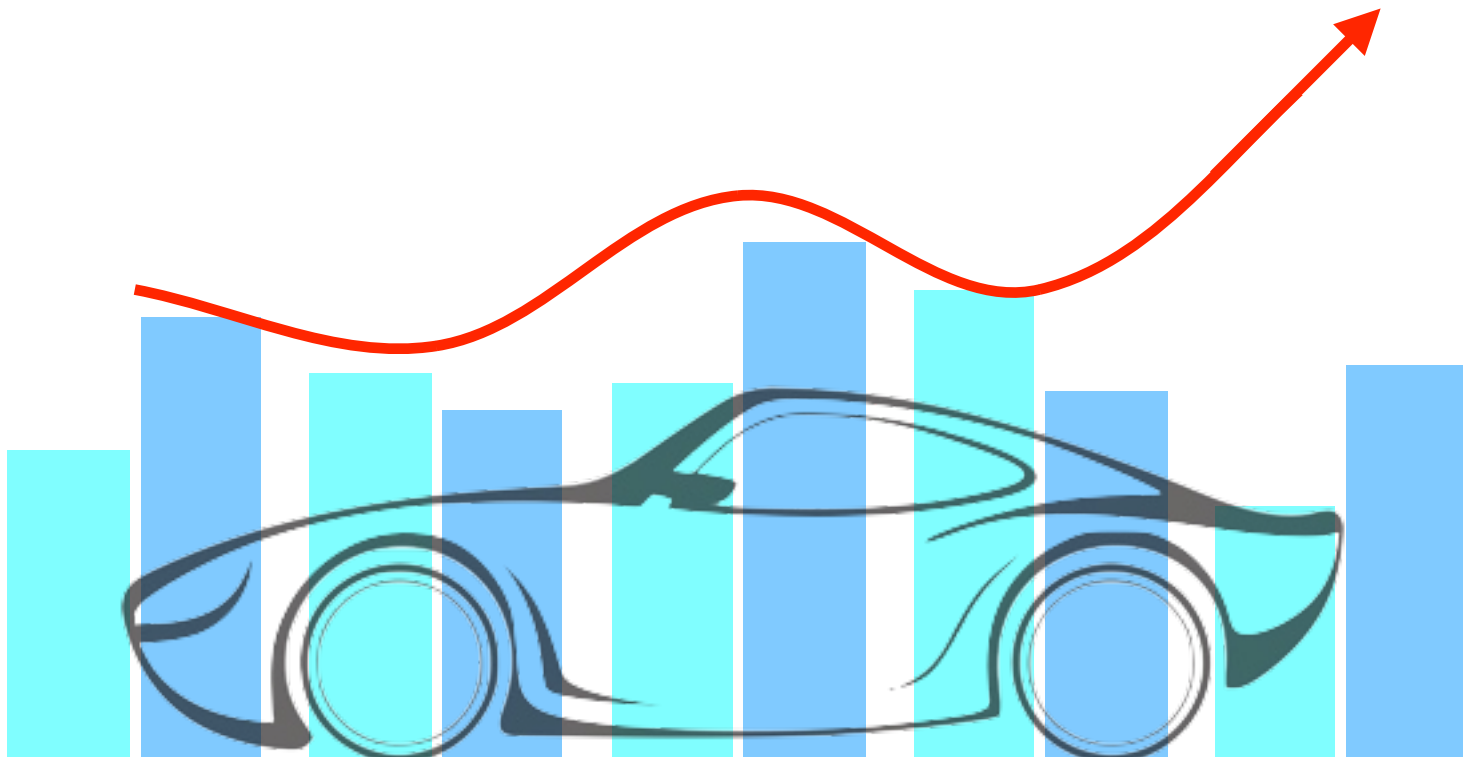


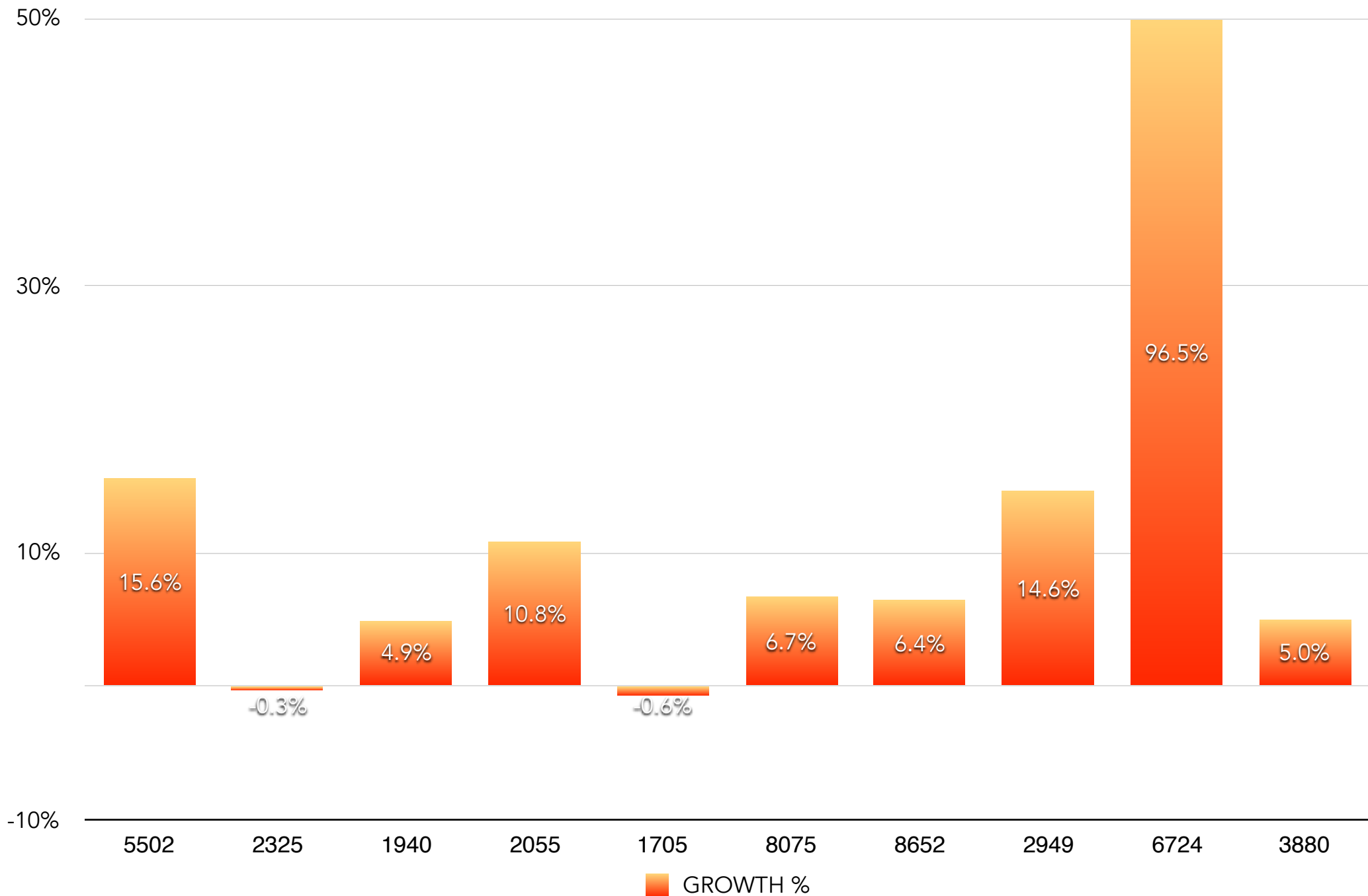
COLOR VISION™

ColorVision Profit Management

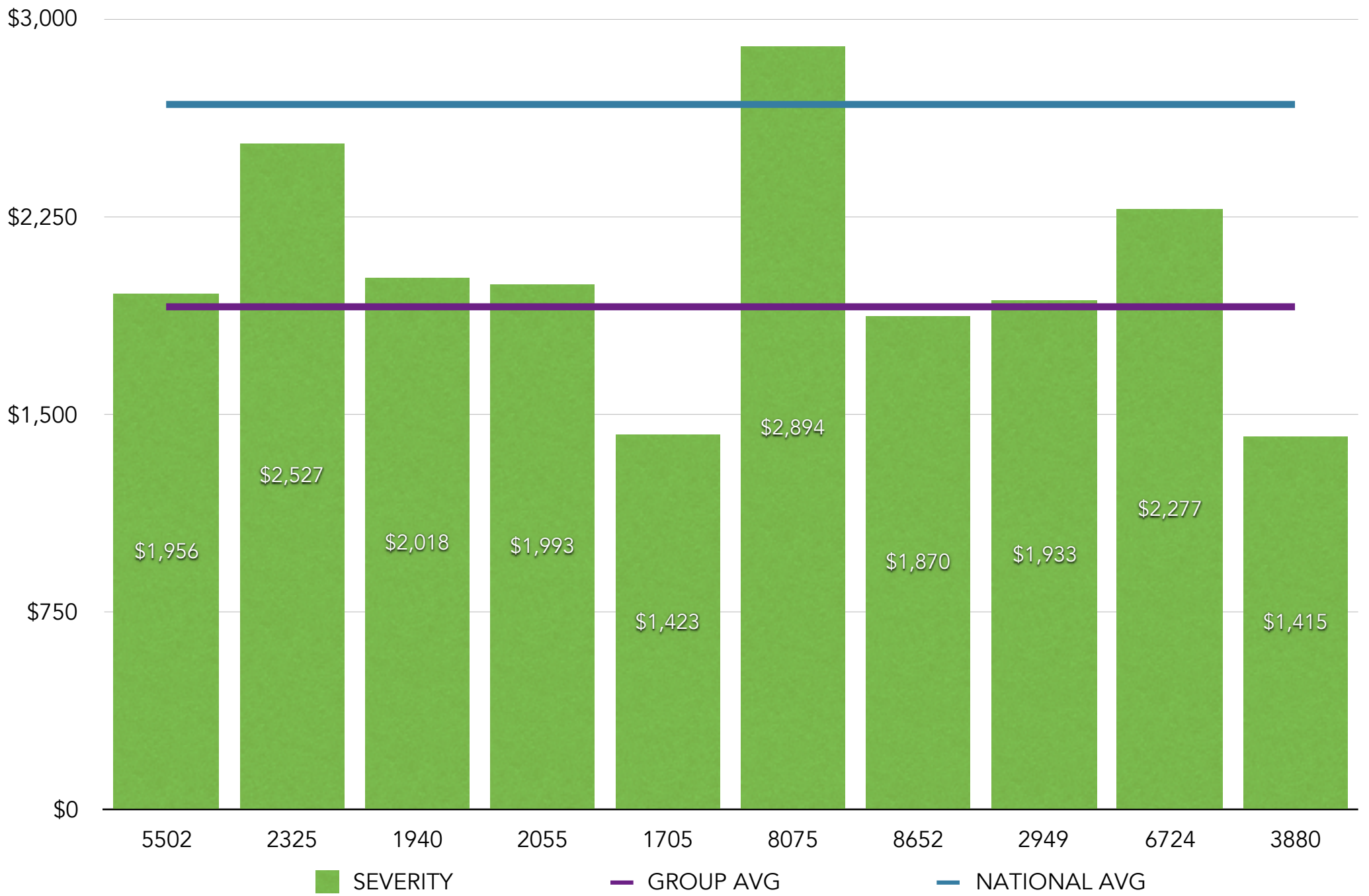
**May 2016 Group Report
Independent Collision Centers**



YTD TOTAL SALES GROWTH VS PREVIOUS YEAR



YTD SEVERITY



YTD P&M SALES % TO TOTAL SALES

15%

10%

5%

0%

5502

2325

1940

2055

1705

8075

8652

2949

6724

3880



P&M SALES



BENCHMARK



GROUP AVG

11.4%

11.4%

9.1%

8.9%

9.8%

9.1%

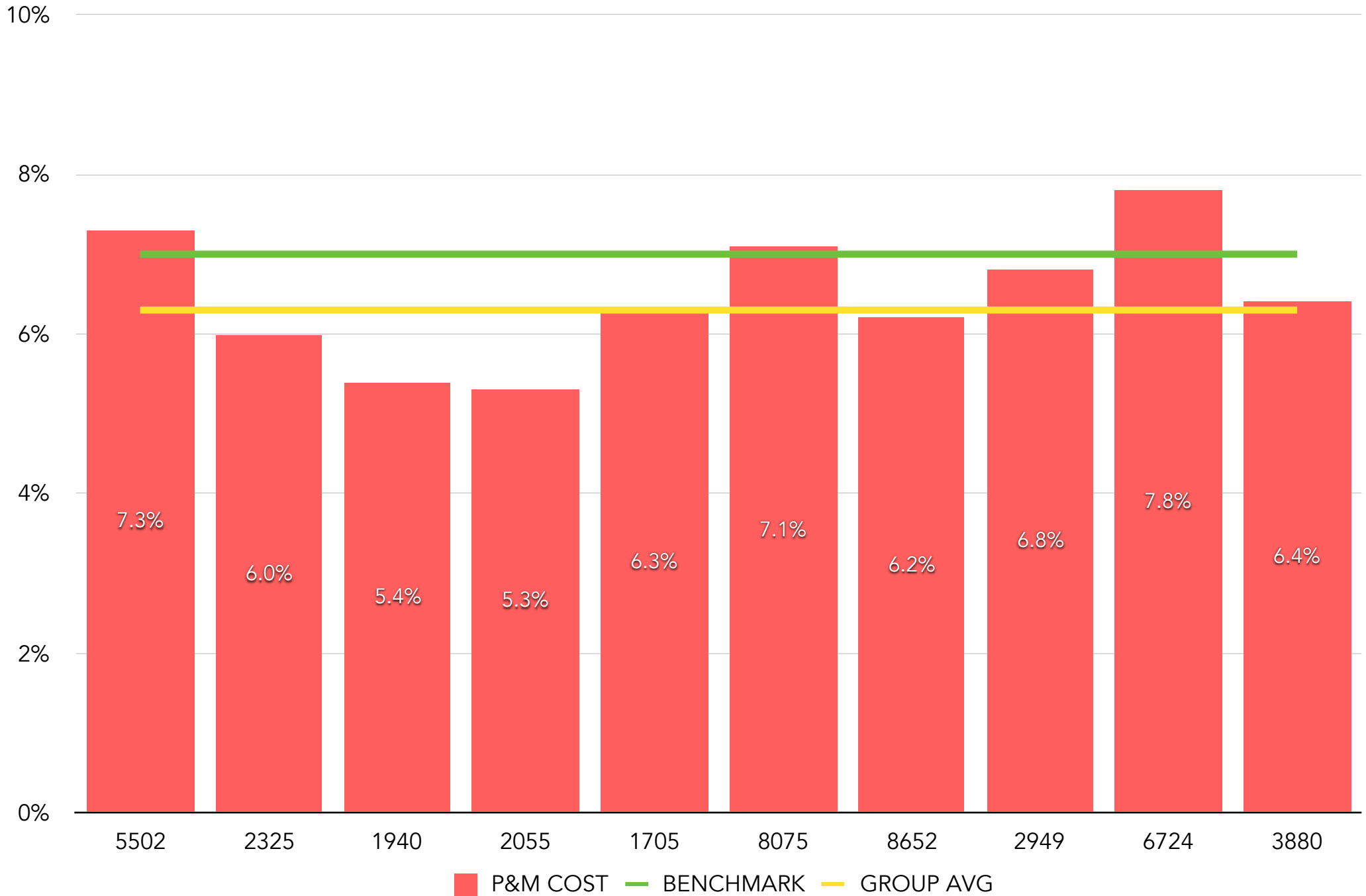
9.4%

10.2%

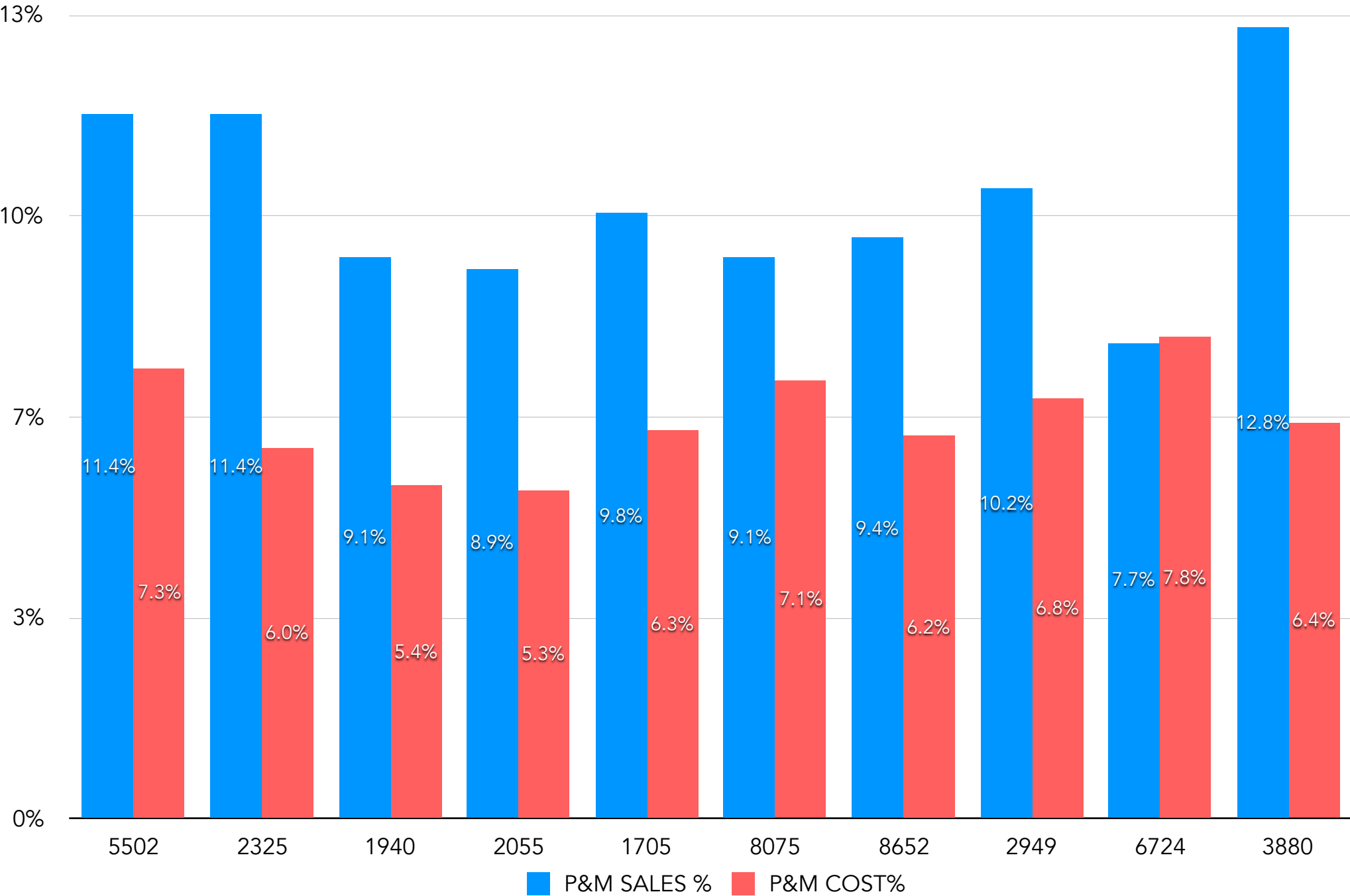
7.7%

12.8%

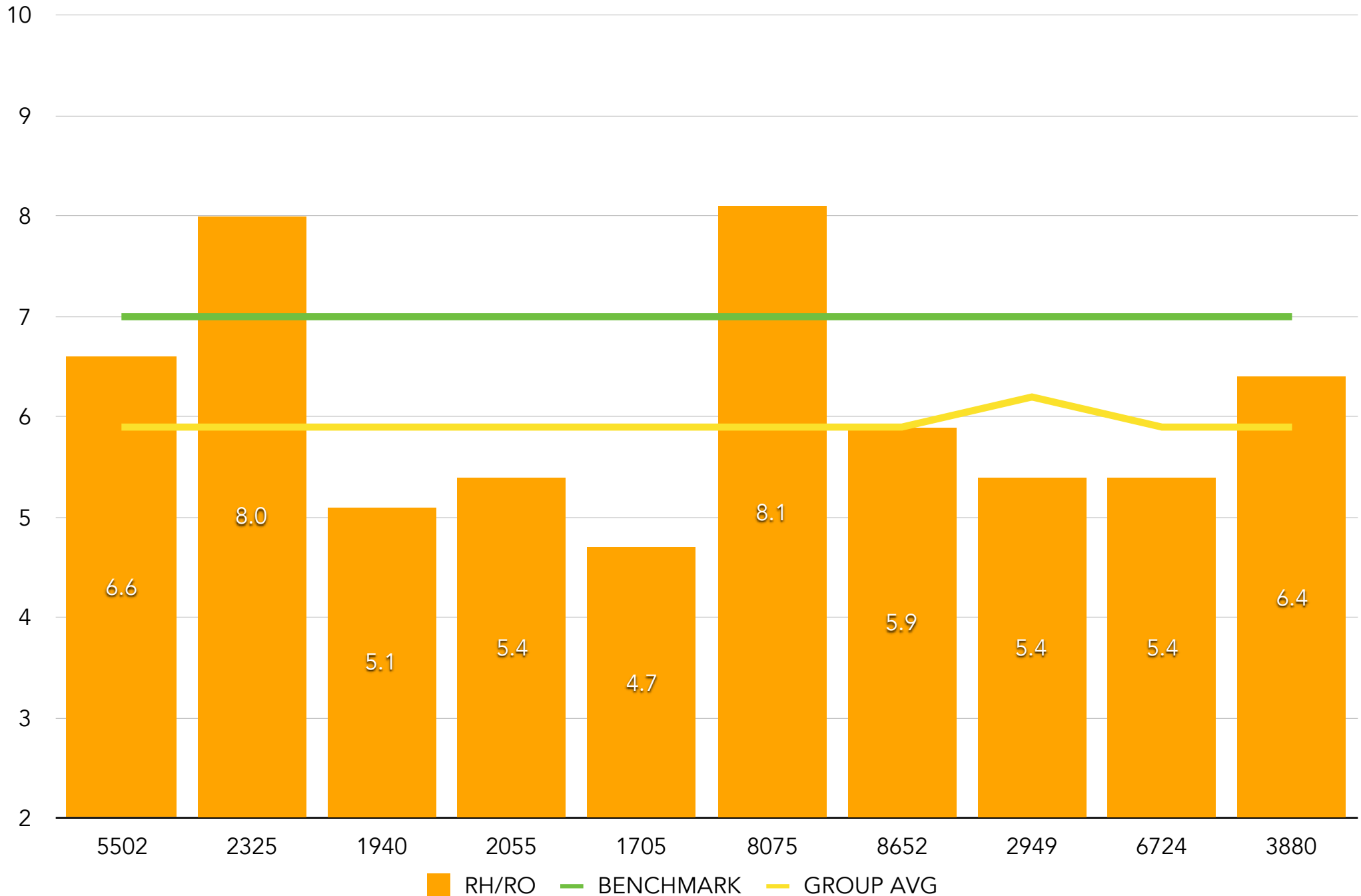
YTD COST % TO TOTAL SALES



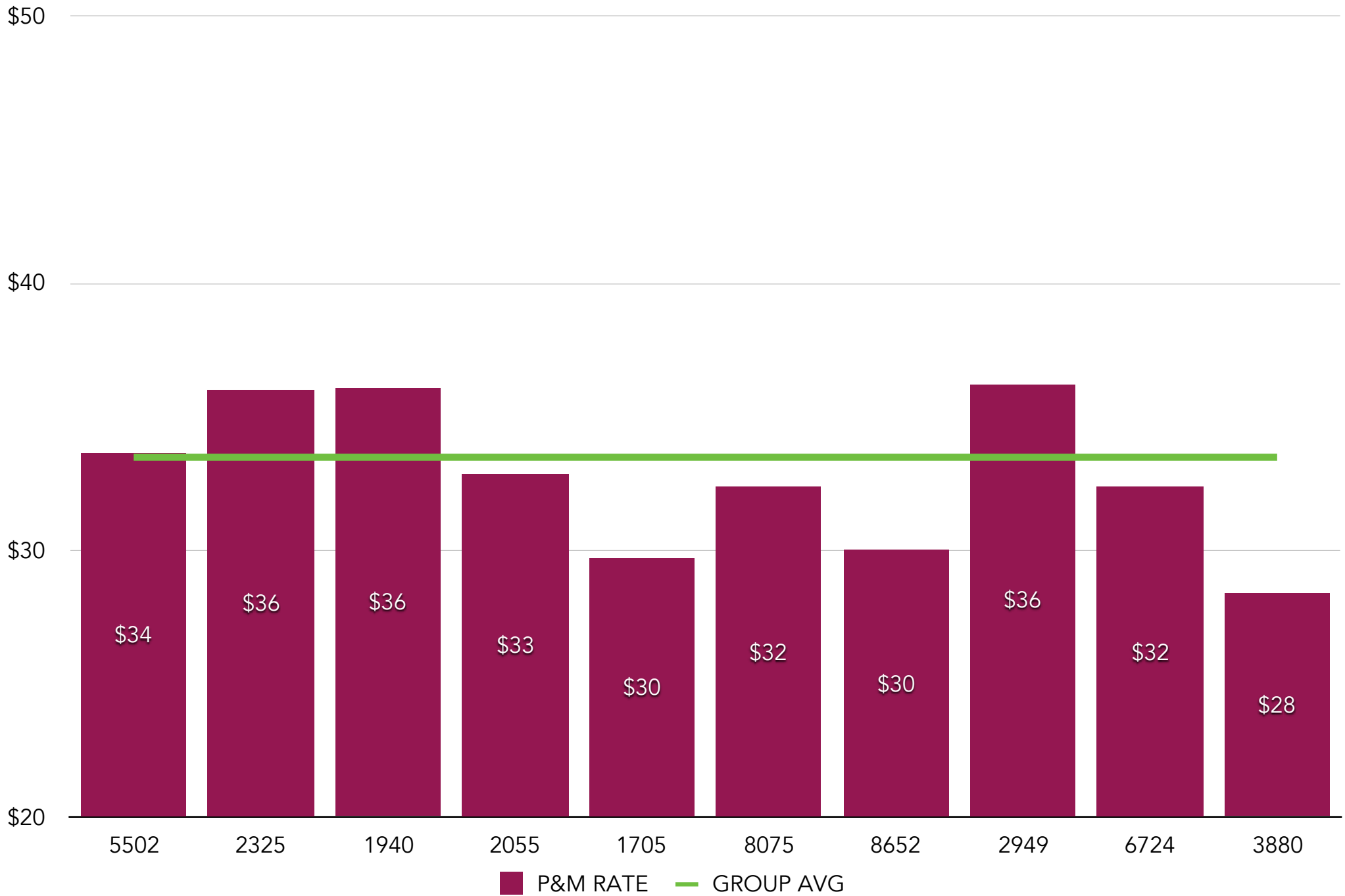
YTD P&M SALES VS COST



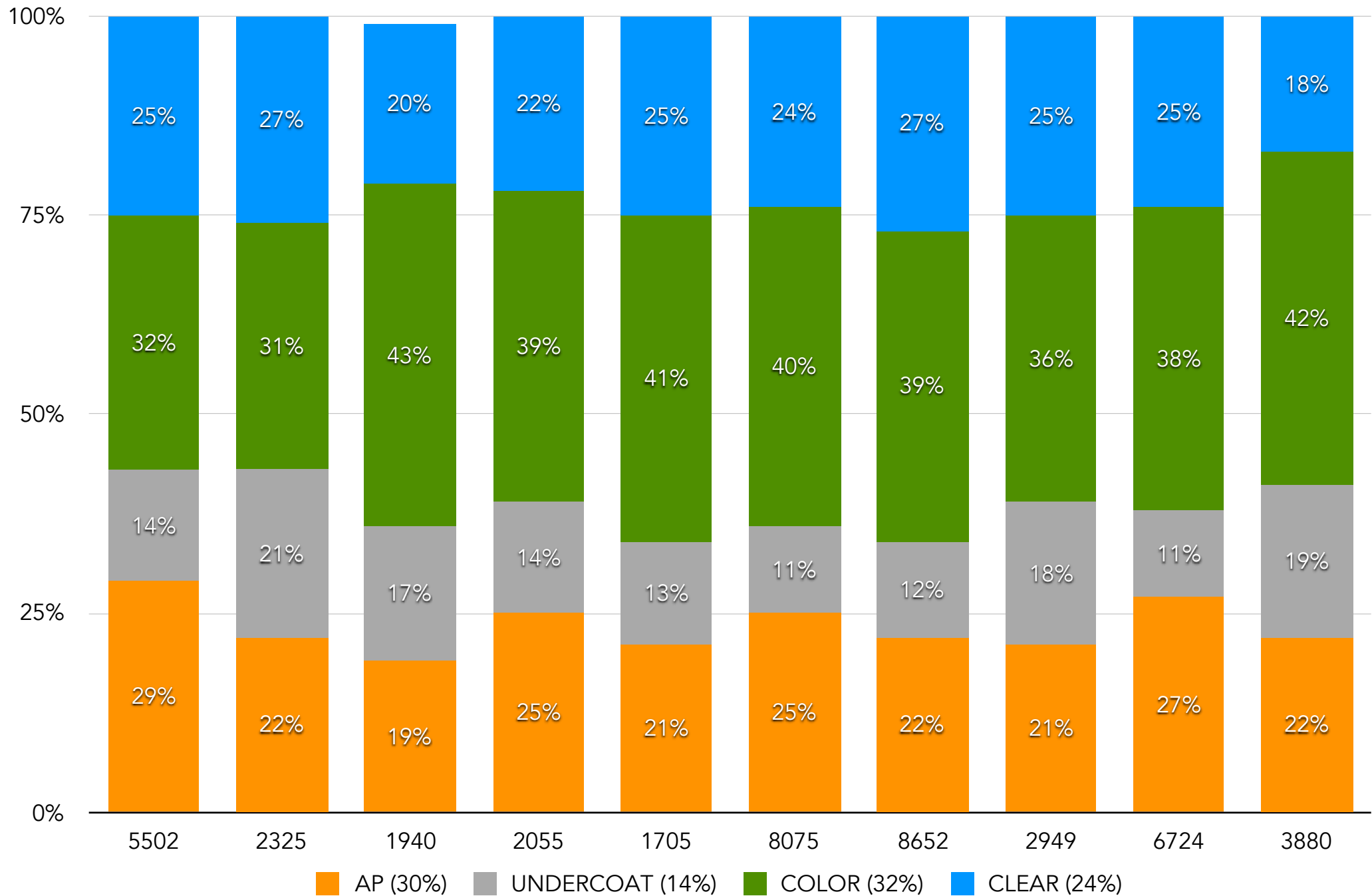
YTD REFINISH HOURS PER REPAIR ORDER



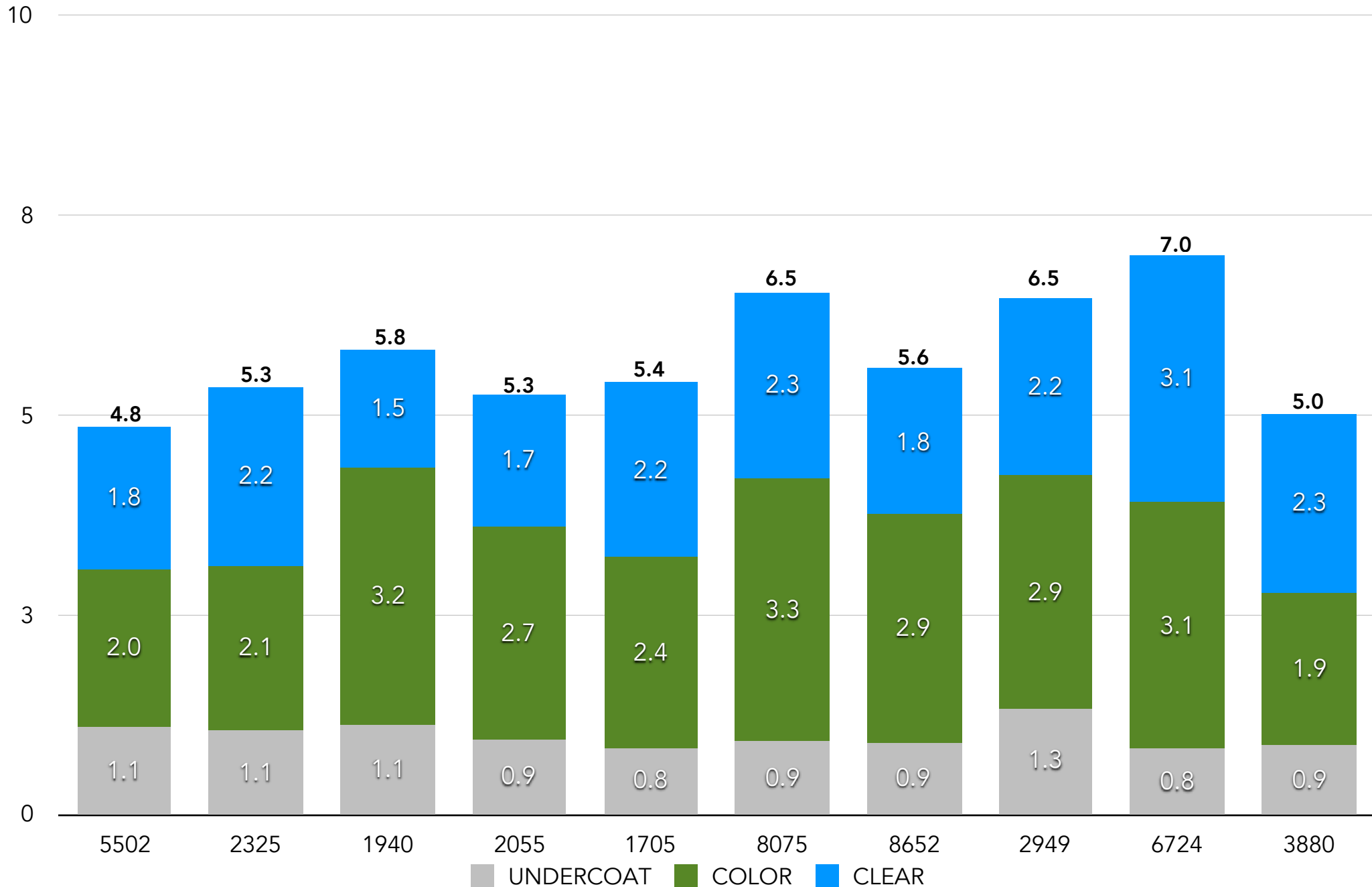
YTD EFFECTIVE P&M RATE



YTD GROUP PRODUCT MIX



YTD OUNCES OF LIQUID PER REFINISH HOUR



YTD PAINT HOURS PER GALLON OF CLEAR

