



COLORVISION

PROFIT MANAGEMENT

**TOTAL SALES VS PREVIOUS YEAR
SEVERITY**

P&M SALES TO TOTAL SALES

P&M COST TO TOTAL SALES

P&M SALES VS COST

REFINISH HOURS PER REPAIR ORDER

P&M COST PER REFINISH HOUR

EFFECTIVE P&M RATE

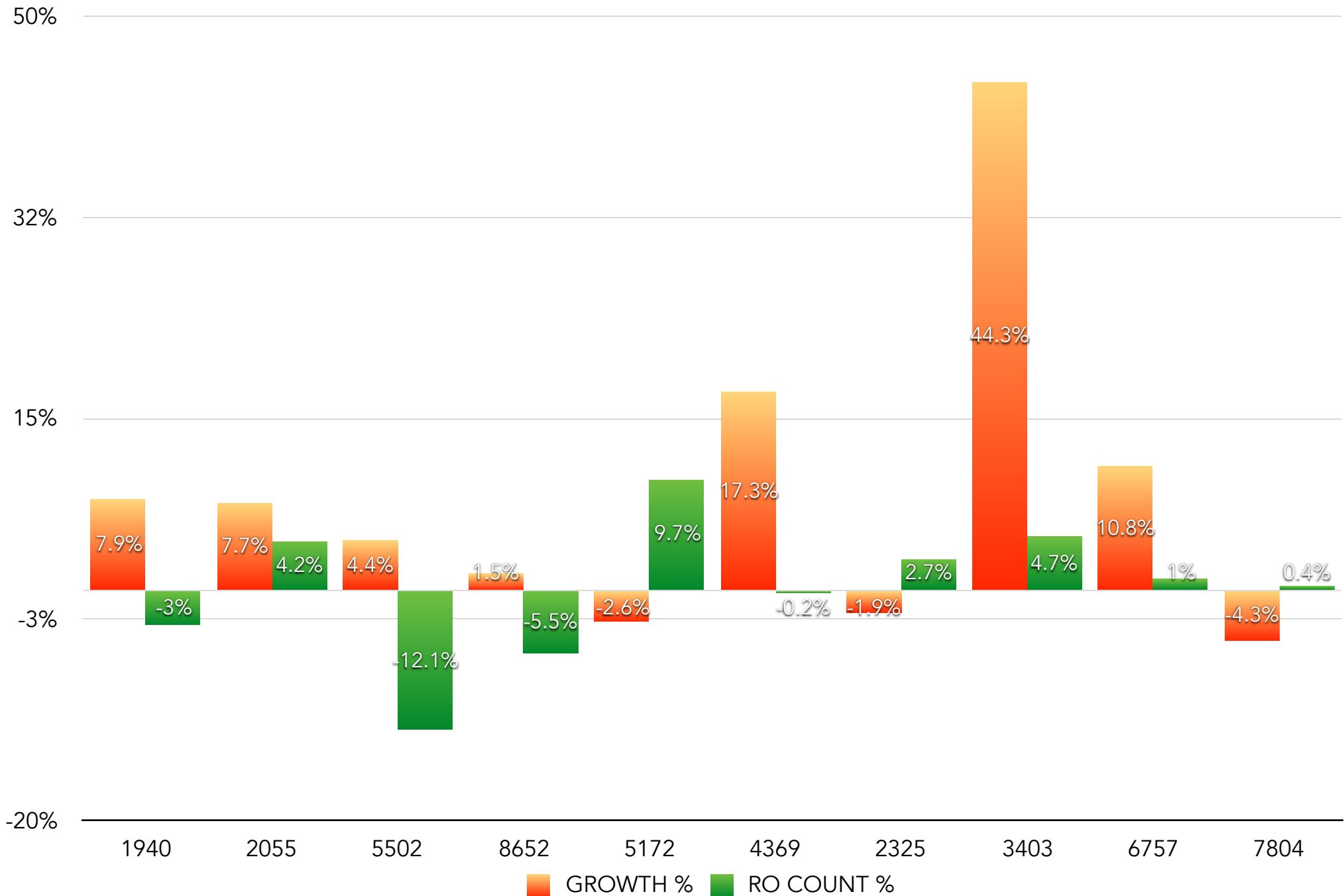
PRODUCT MIX

OUNCES OF LIQUID PER REFINISH HOUR

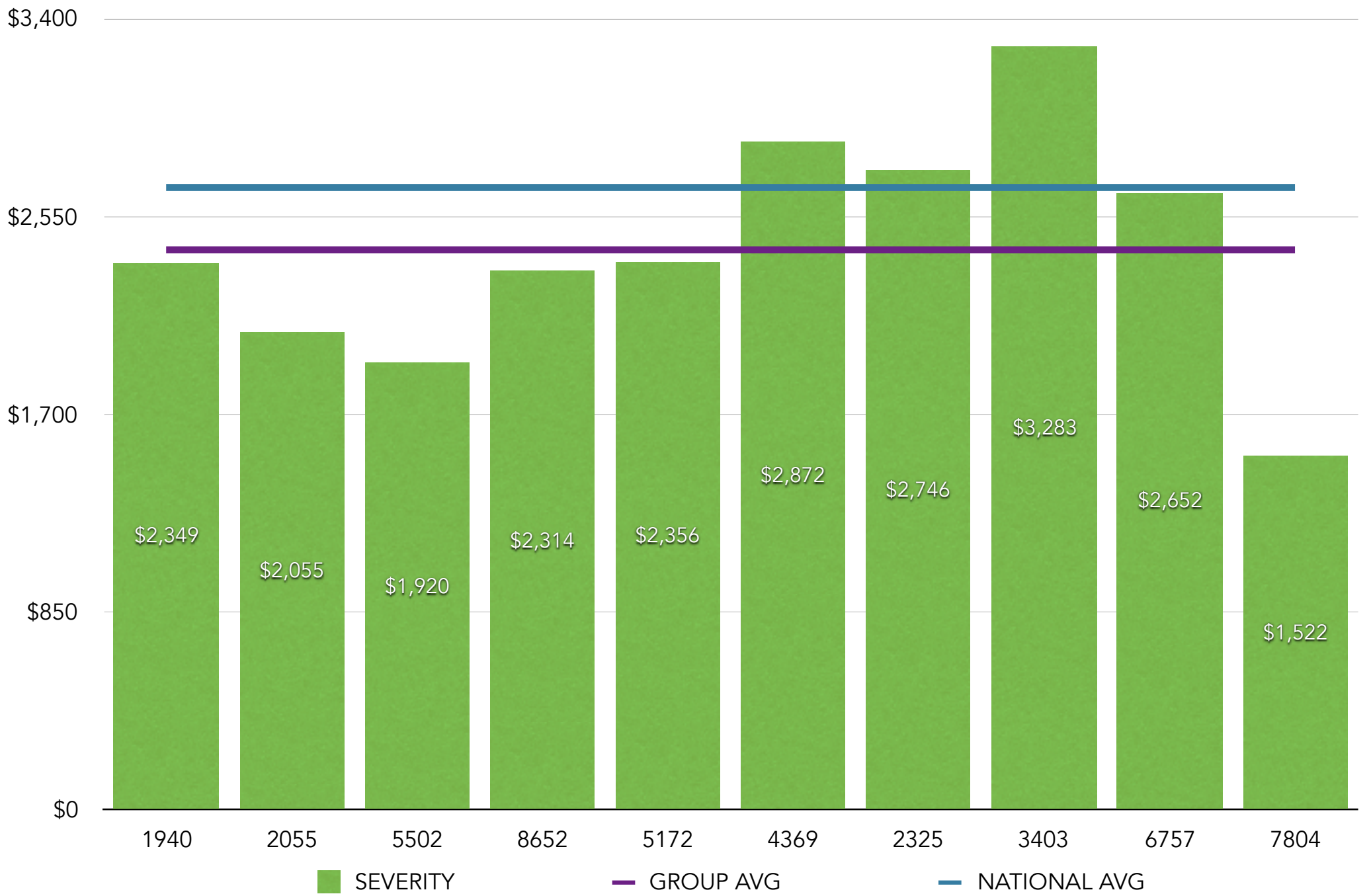
PAINT HOURS PER GALLON OF CLEAR

**October 2019
Pearl Group Report
Independent Collision Centers**

YTD GROSS SALES & RO COUNT GROWTH VS PRIOR PERIOD



YTD SEVERITY



YTD P&M SALES % TO TOTAL SALES

15%

10%

5%

0%

1940

2055

5502

8652

5172

4369

2325

3403

6757

7804



P&M SALES



BENCHMARK



GROUP AVG

8.6%

8.8%

11.2%

8.2%

8.8%

8.2%

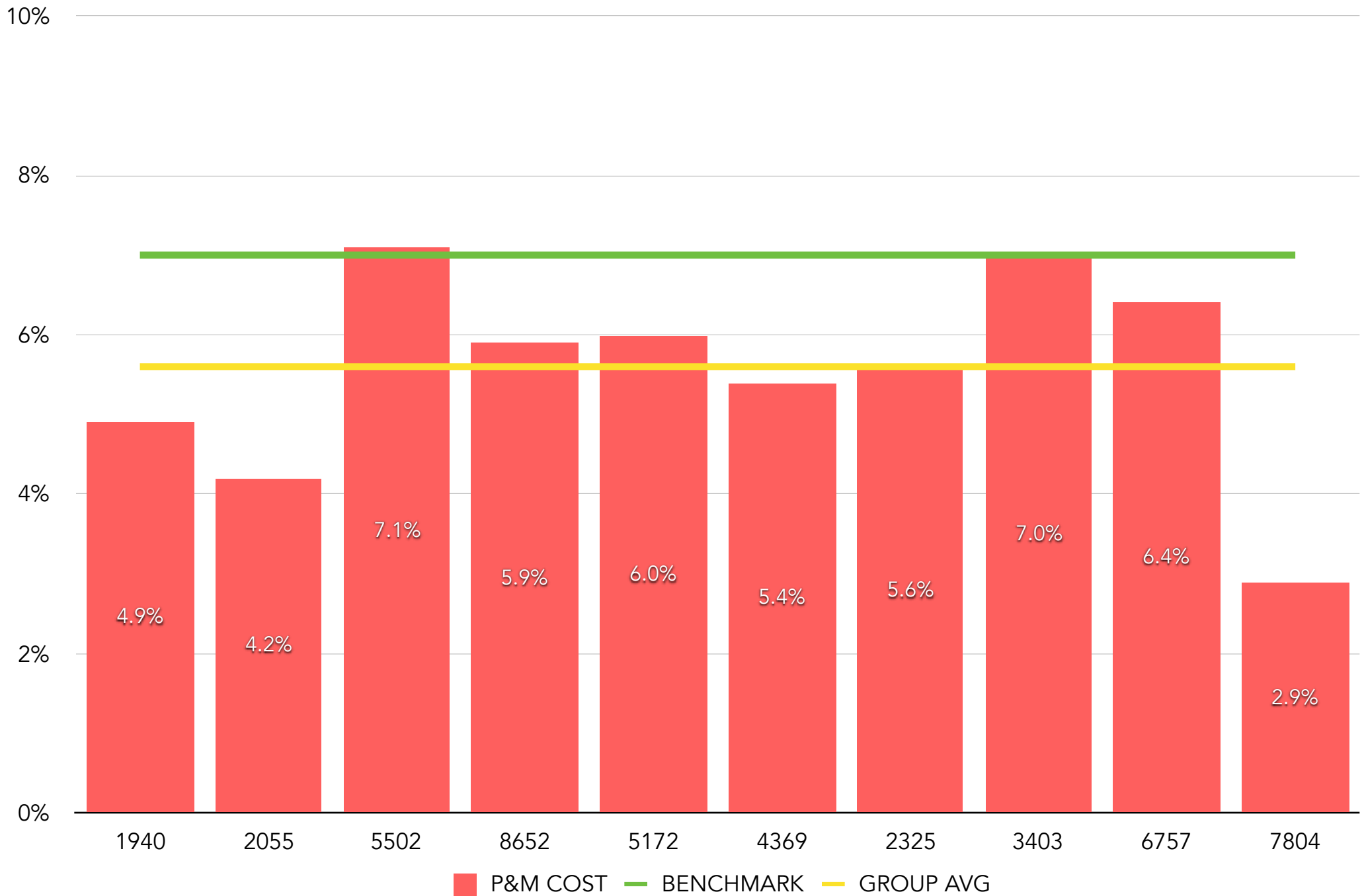
11.3%

10.7%

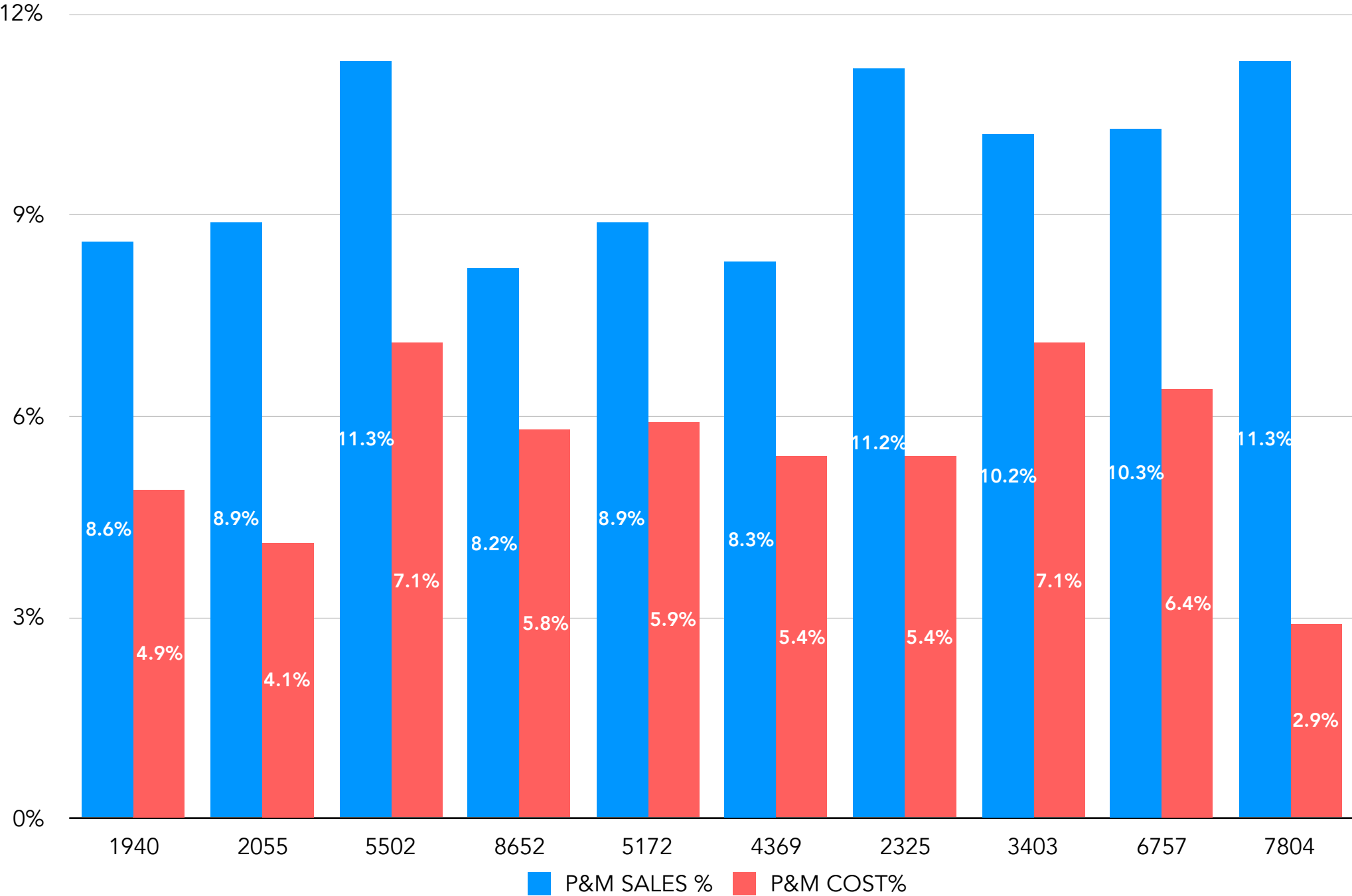
10.3%

11.5%

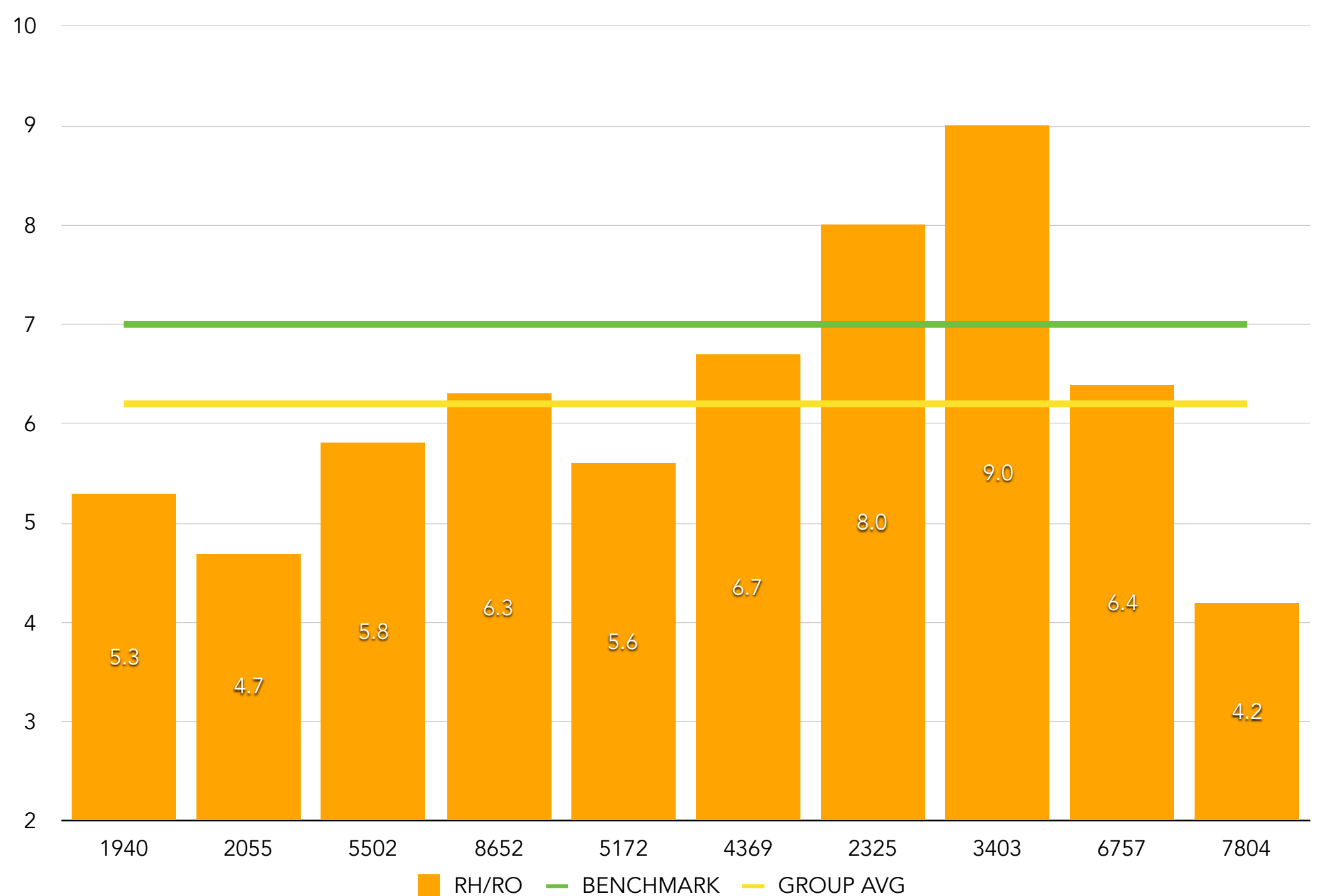
YTD COST % TO TOTAL SALES



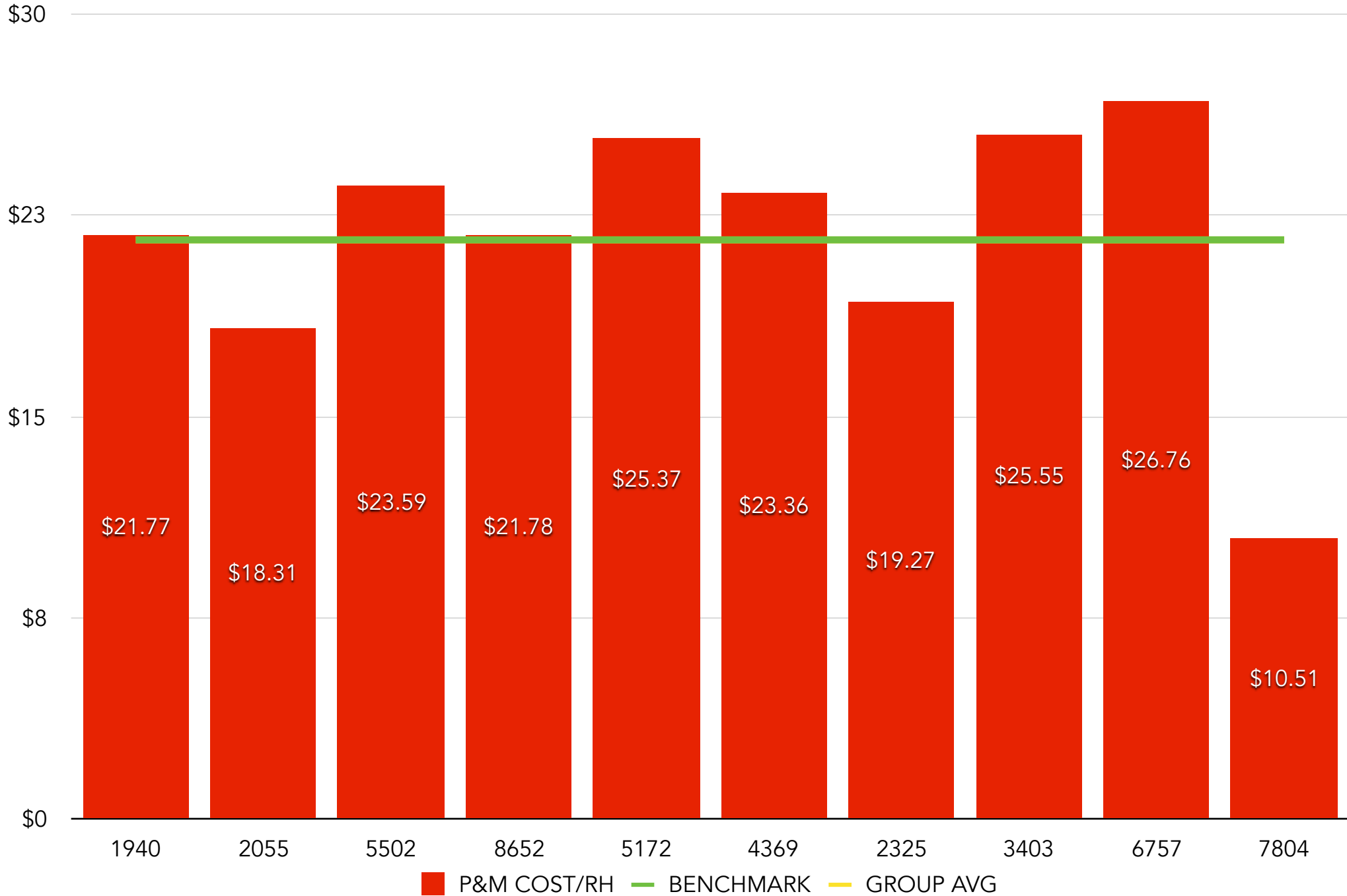
YTD P&M SALES VS COST



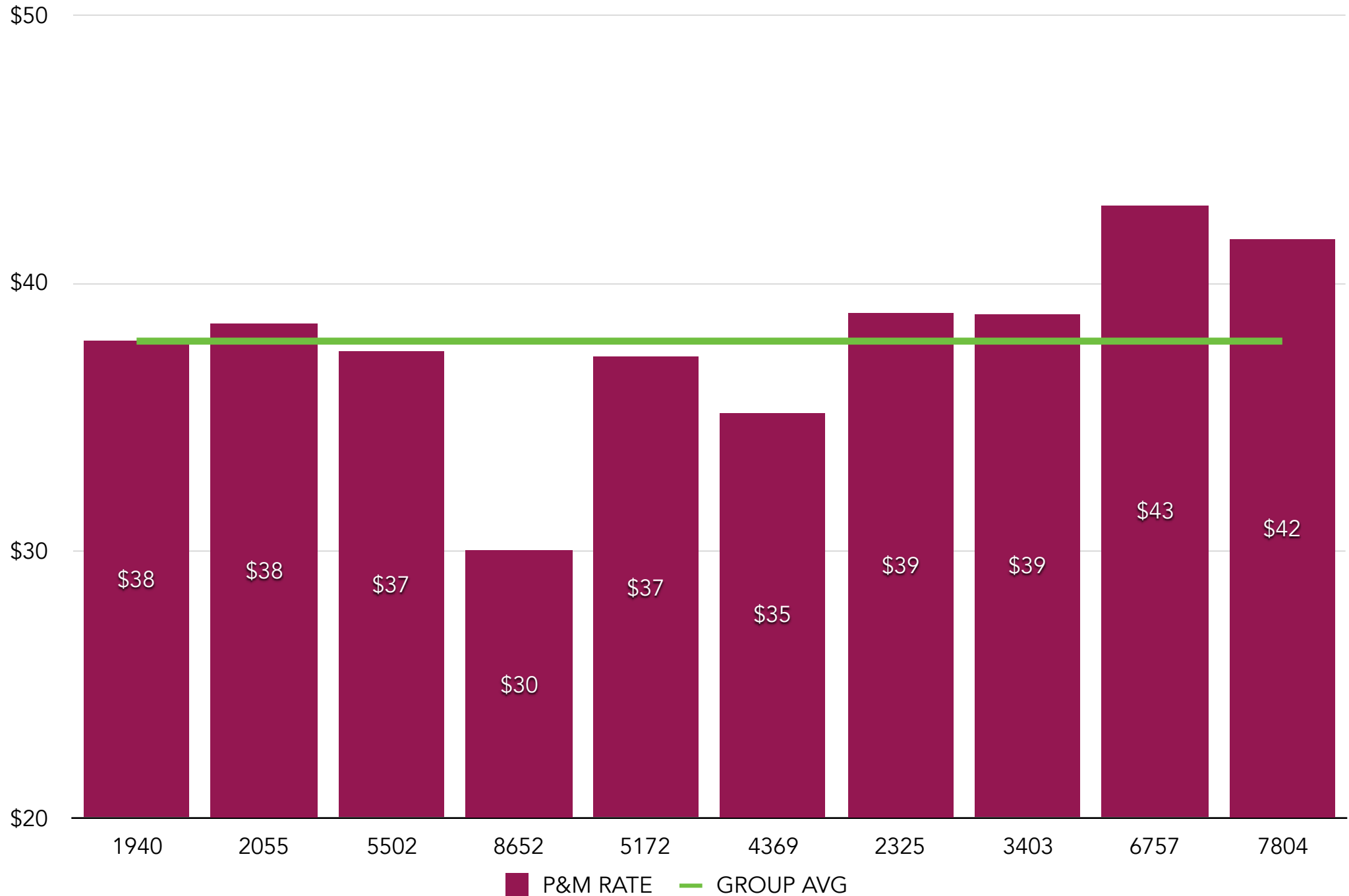
YTD REFINISH HOURS PER REPAIR ORDER



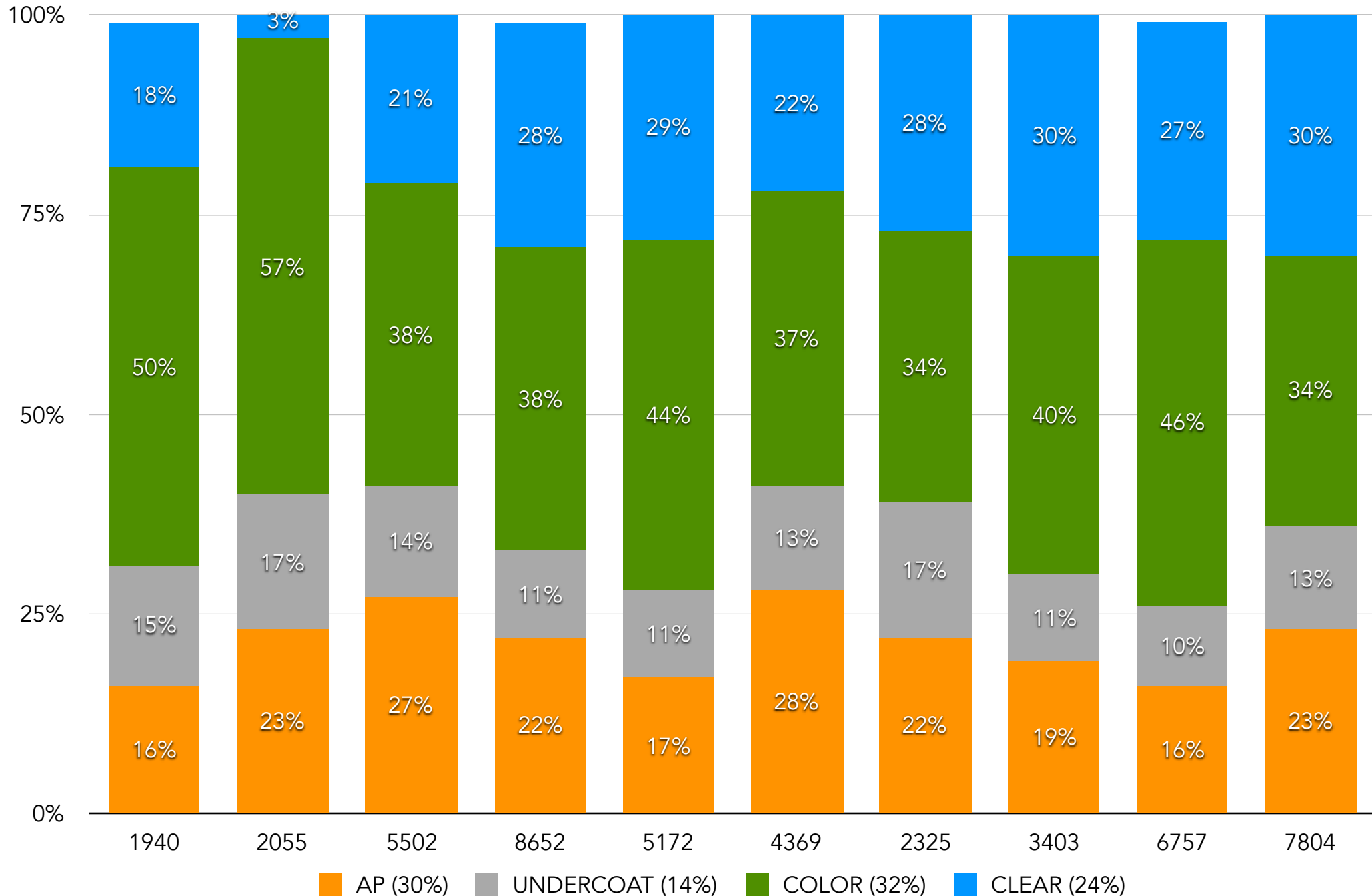
YTD PAINT AND MATERIAL COST PER REFINISH HOUR



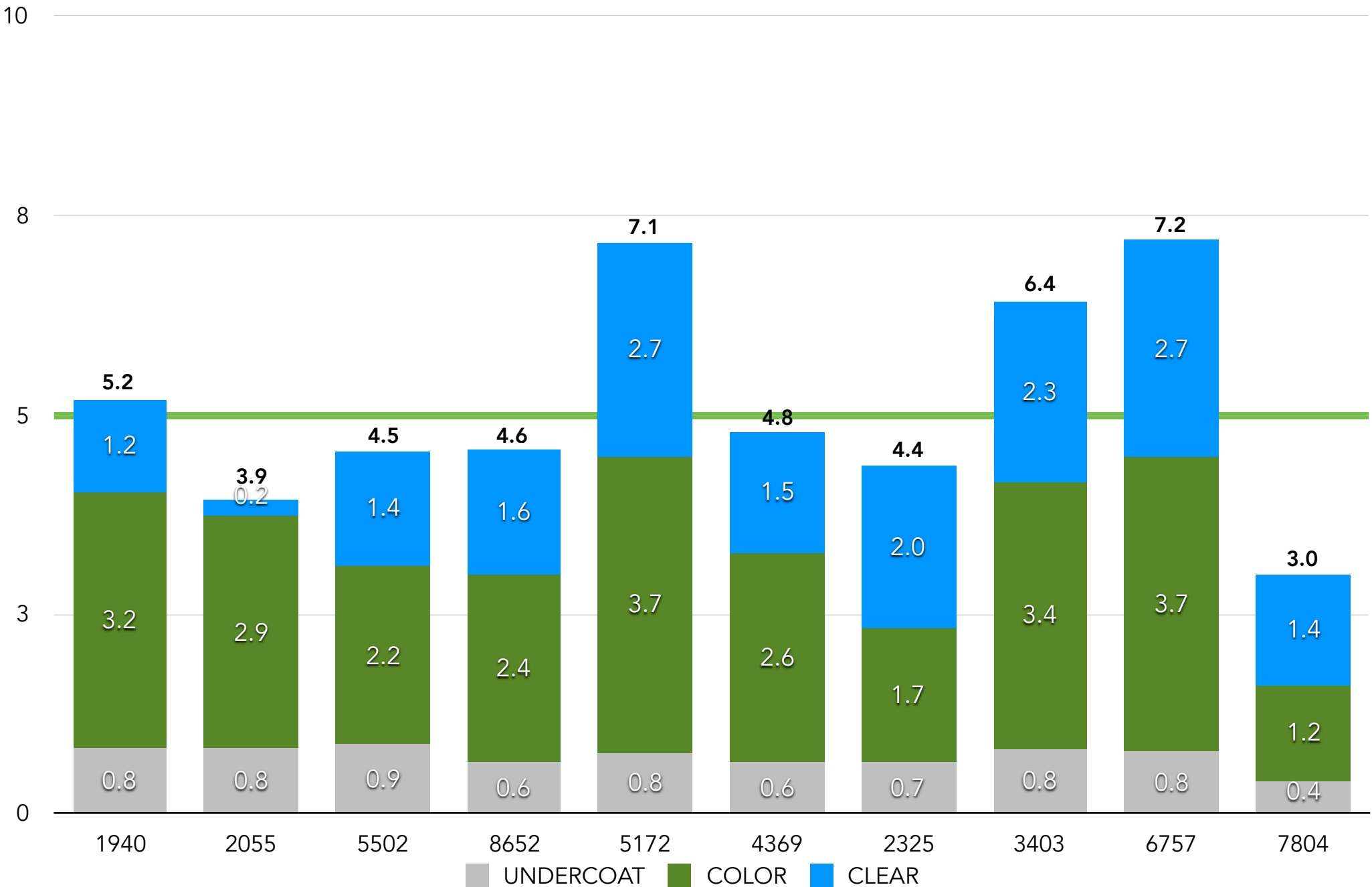
YTD EFFECTIVE P&M RATE



YTD GROUP PRODUCT MIX



YTD OUNCES OF LIQUID PER REFINISH HOUR



YTD PAINT HOURS PER GALLON OF CLEAR

