



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

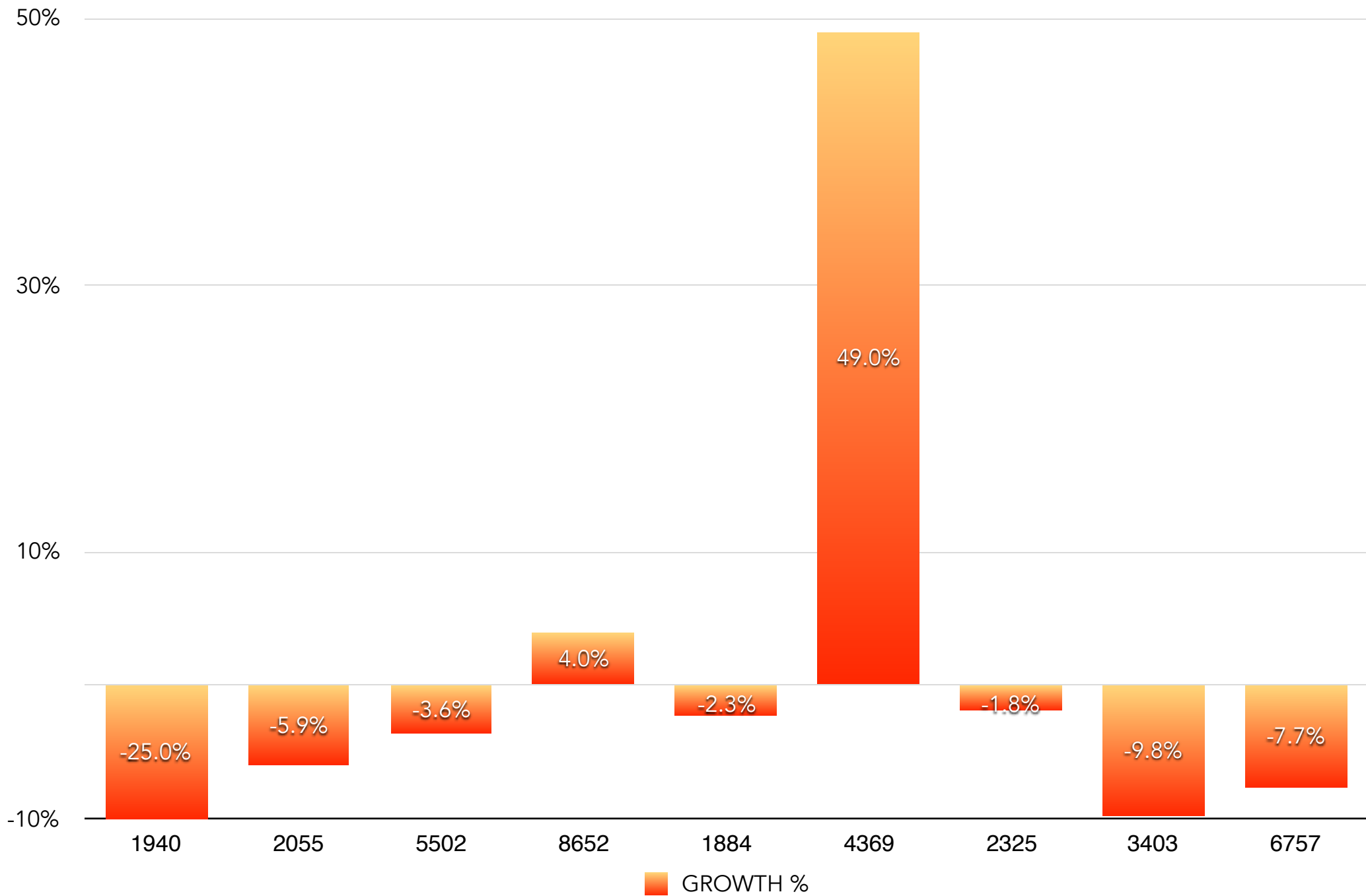
OUNCES OF LIQUID PER REFINISH HOUR

PAINT HOURS PER GALLON OF CLEAR

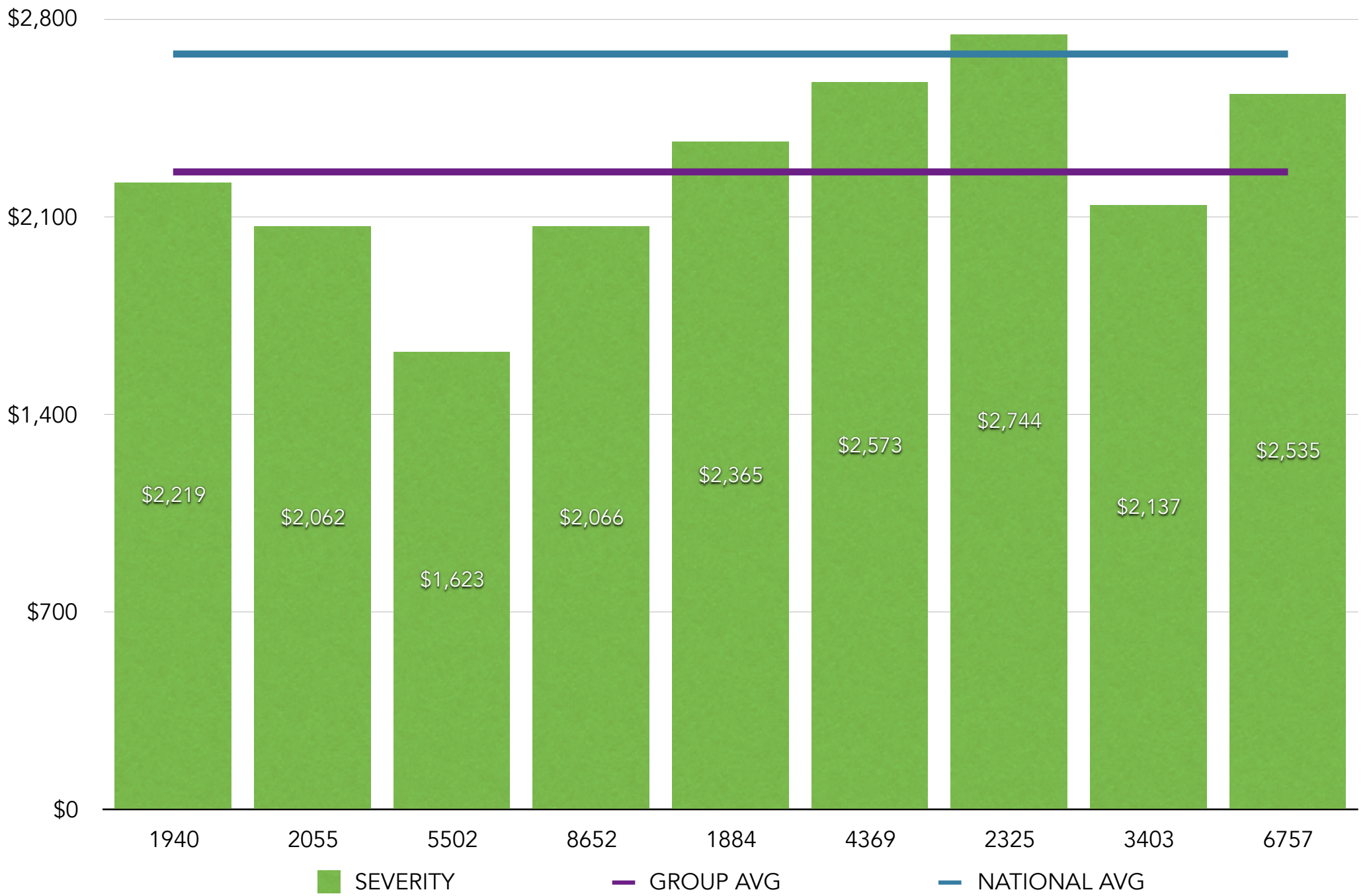
July 2018

**Pearl Group Report
Independent Collision Centers**

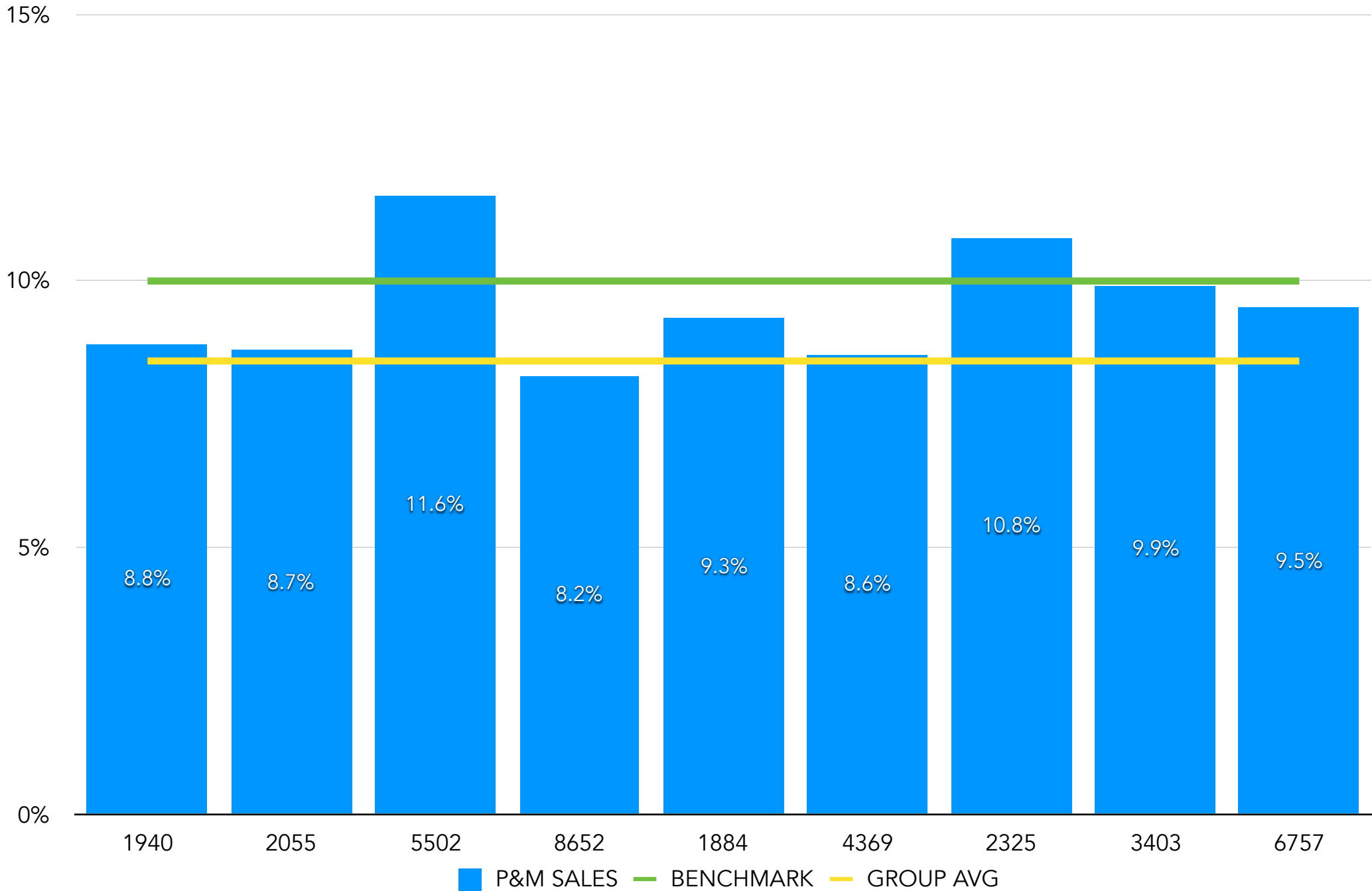
YTD TOTAL SALES GROWTH VS PREVIOUS YEAR



YTD SEVERITY



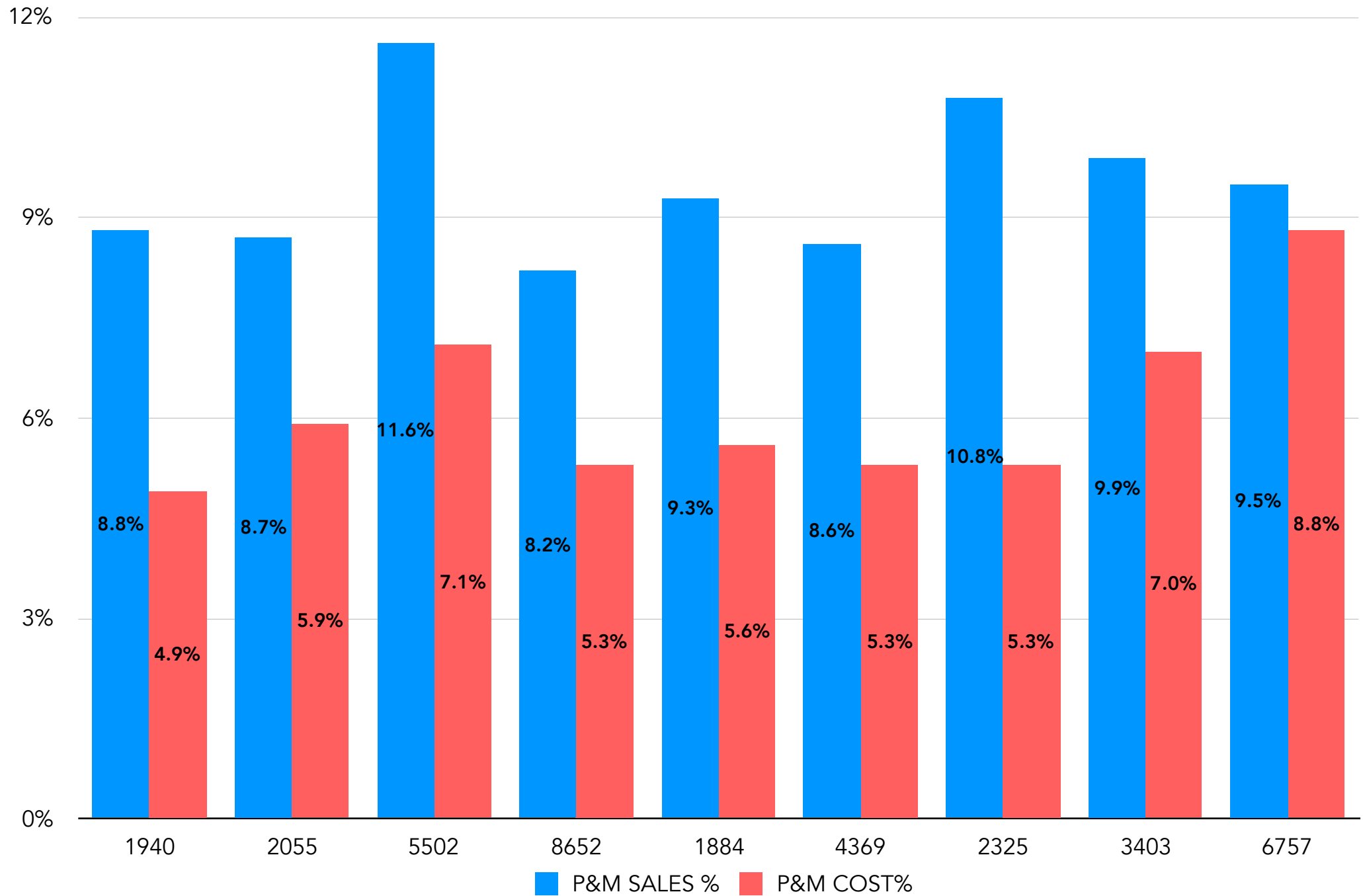
YTD P&M SALES % TO TOTAL SALES



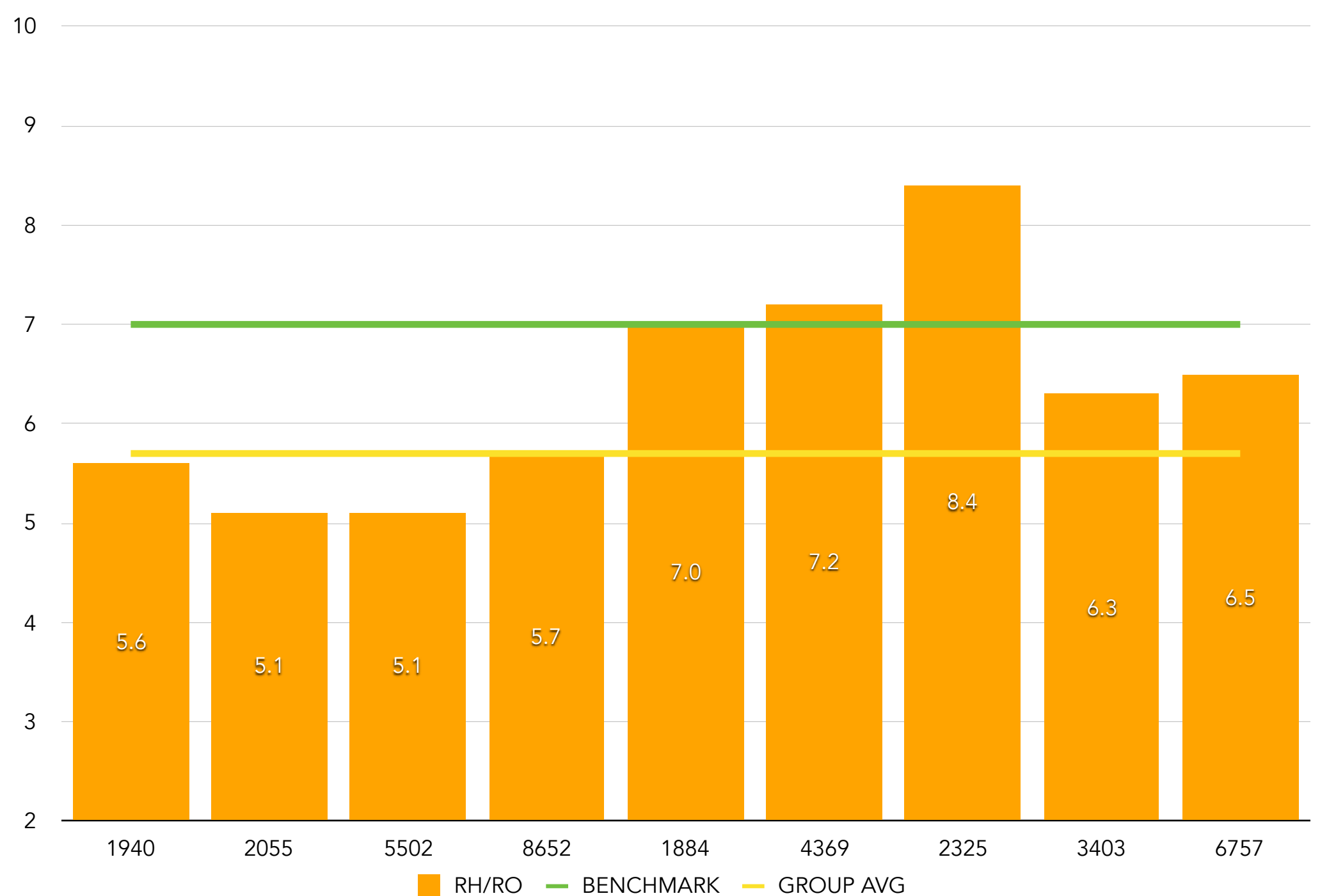
YTD COST % TO TOTAL SALES



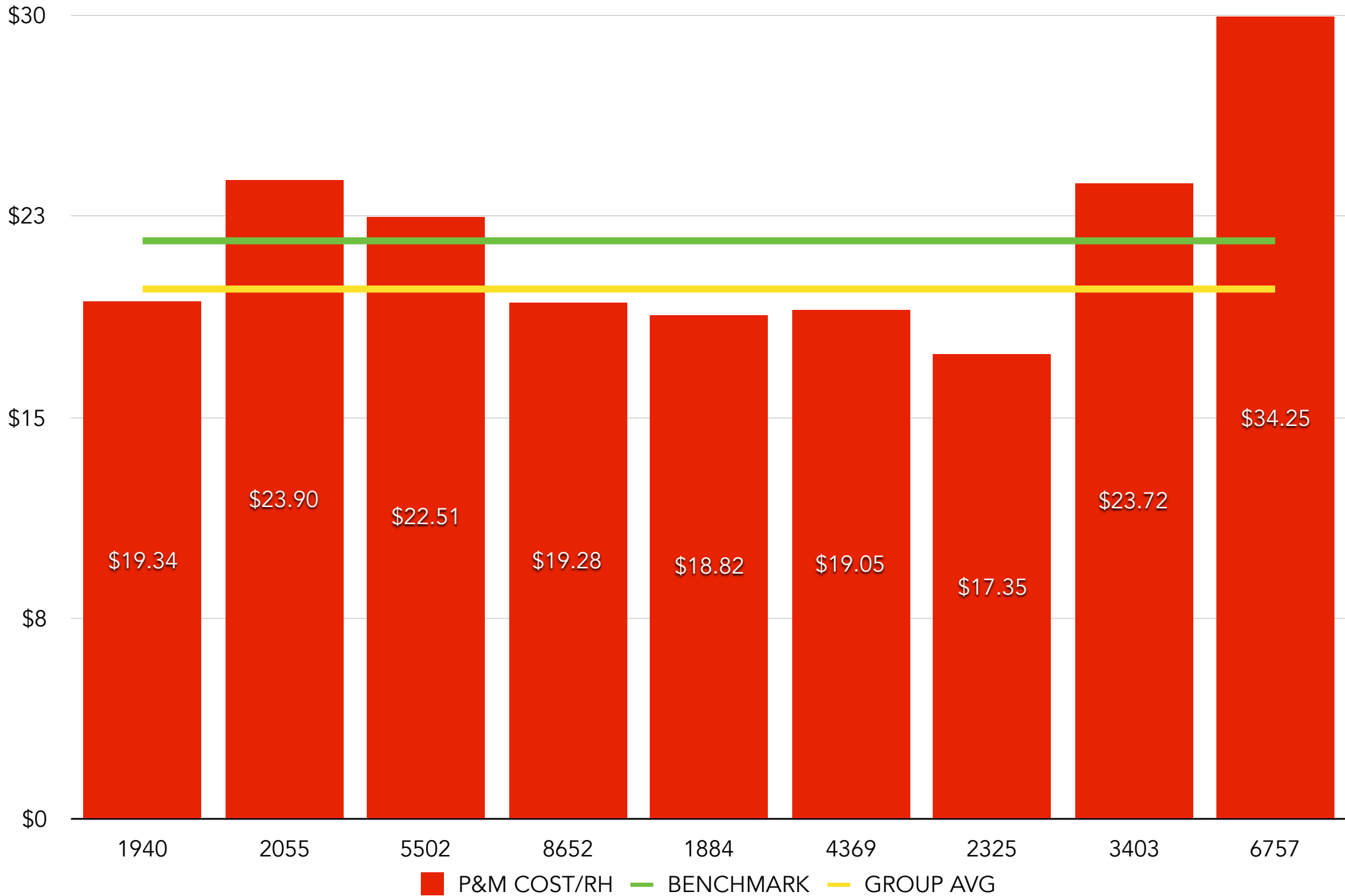
YTD P&M SALES VS COST



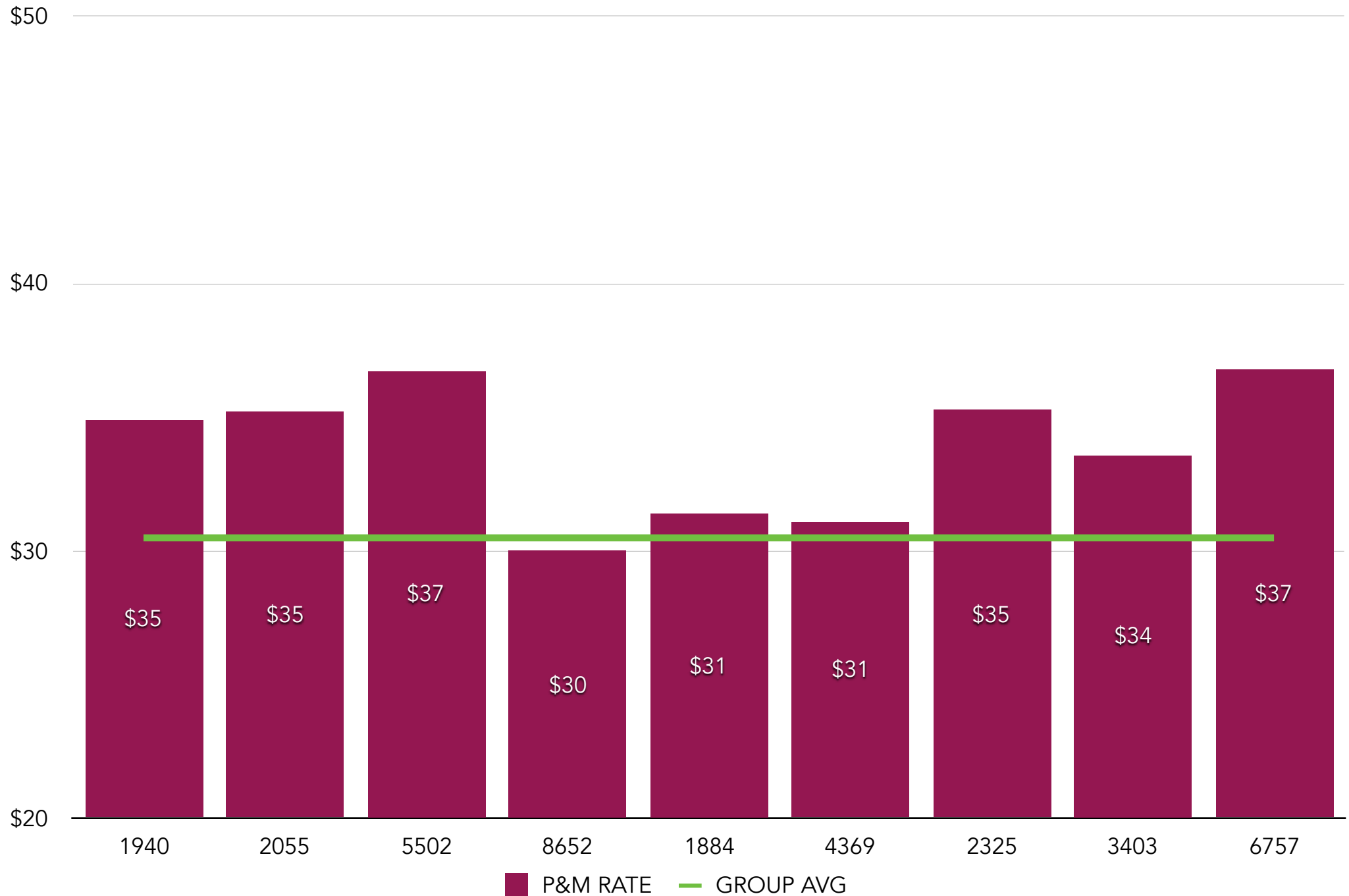
YTD REFINISH HOURS PER REPAIR ORDER



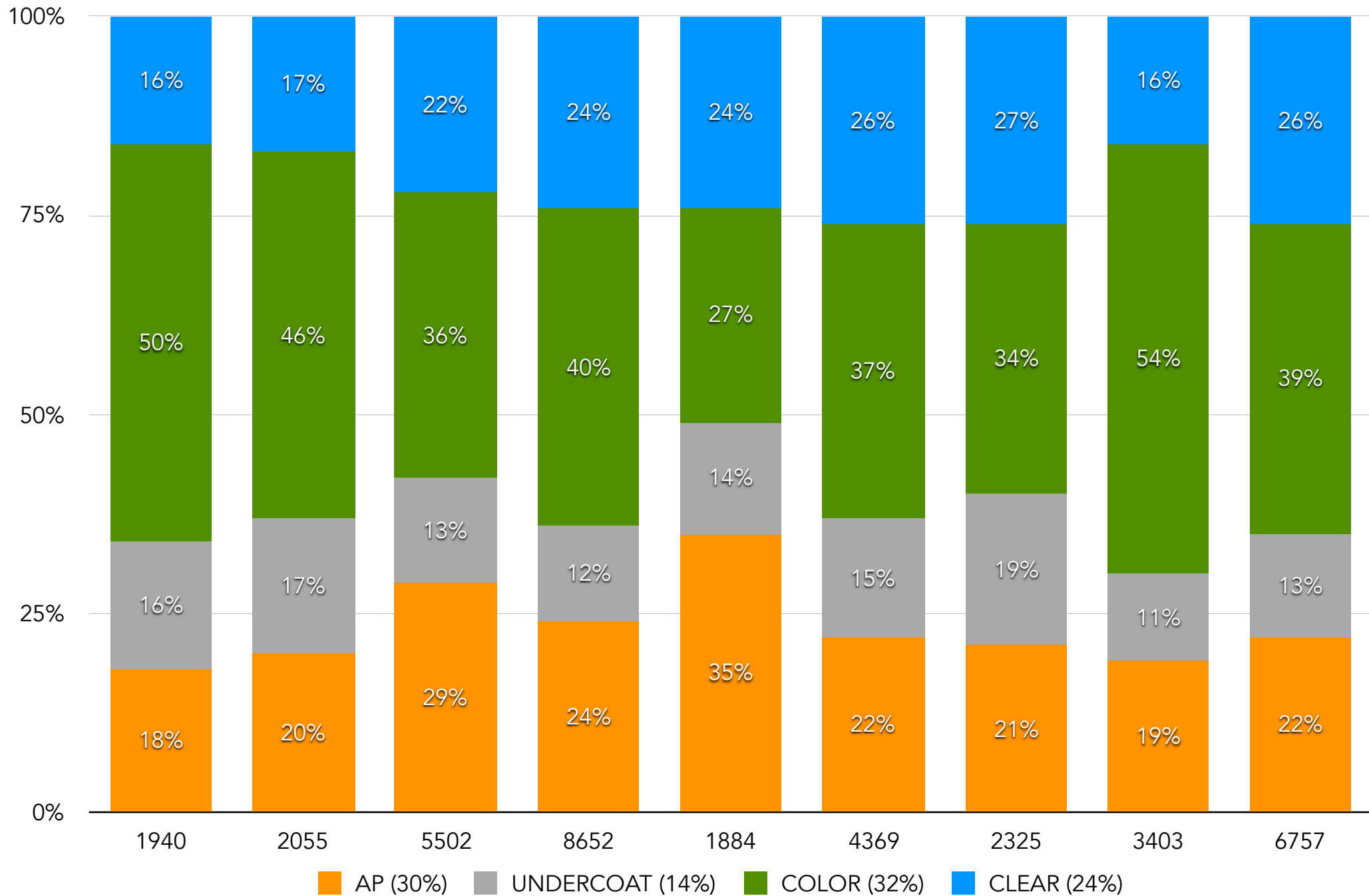
YTD PAINT AND MATERIAL COST PER REFINISH HOUR



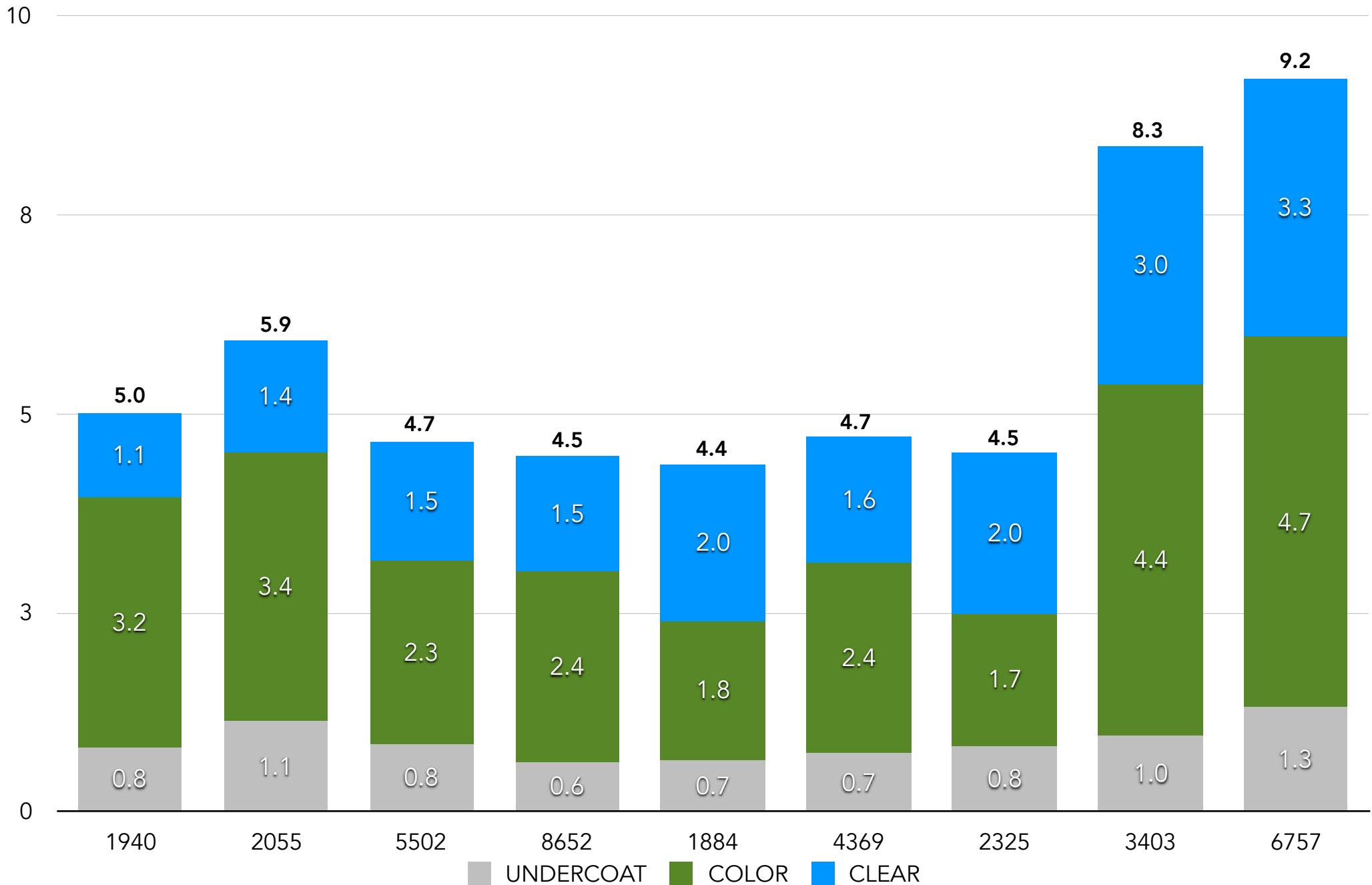
YTD EFFECTIVE P&M RATE



YTD GROUP PRODUCT MIX



YTD OUNCES OF LIQUID PER REFINISH HOUR



YTD PAINT HOURS PER GALLON OF CLEAR

