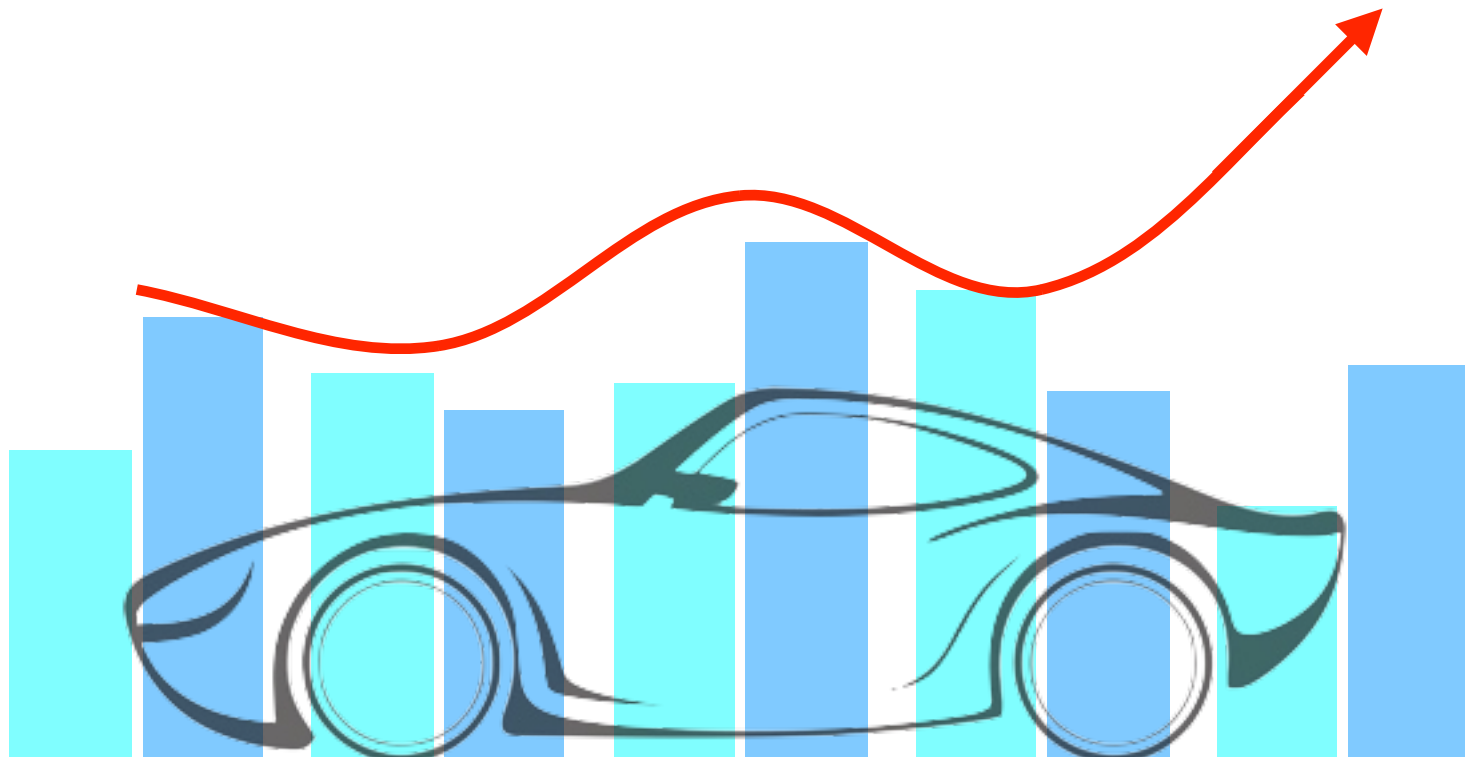


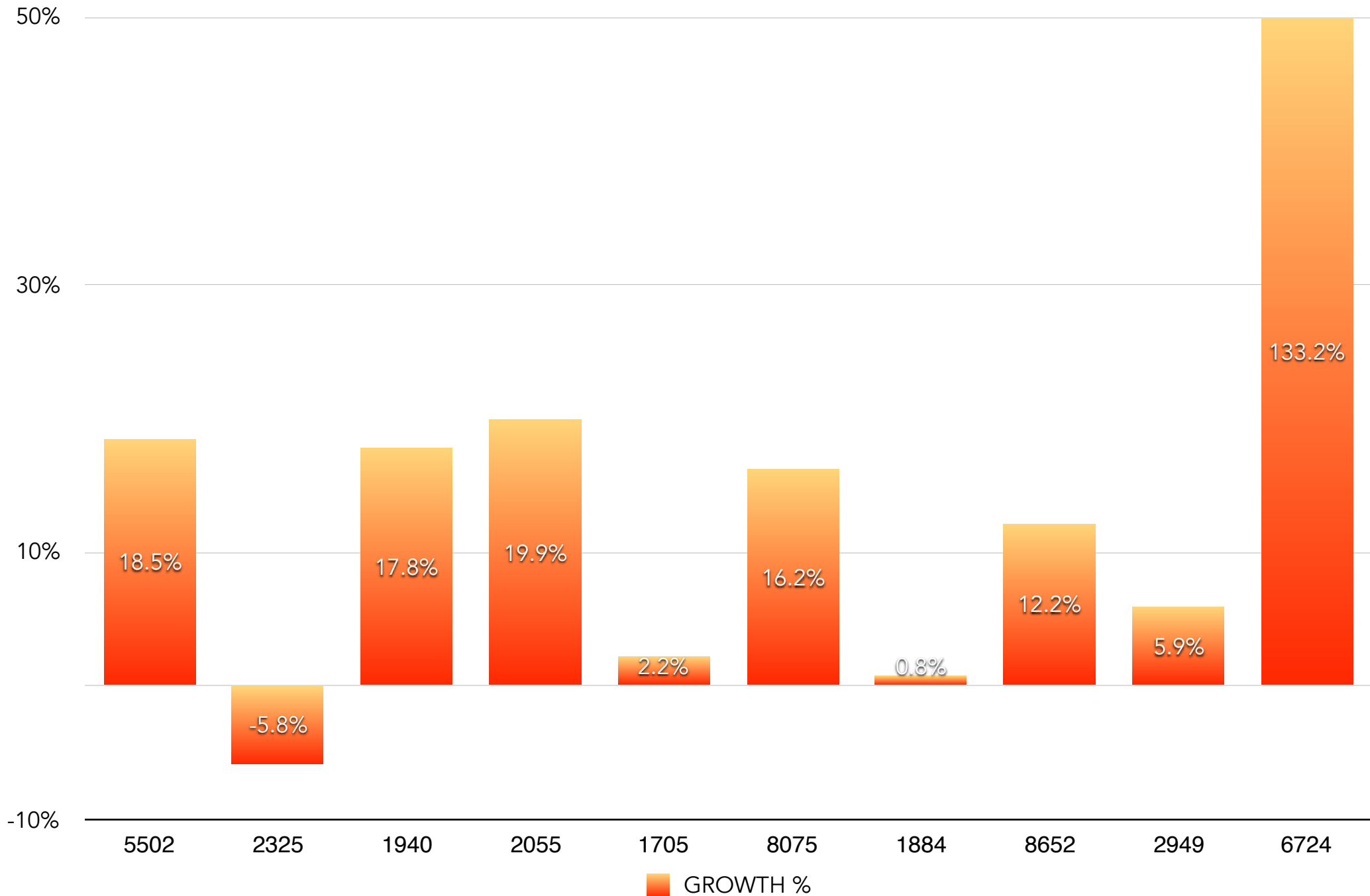
COLOR VISION™

ColorVision Profit Management

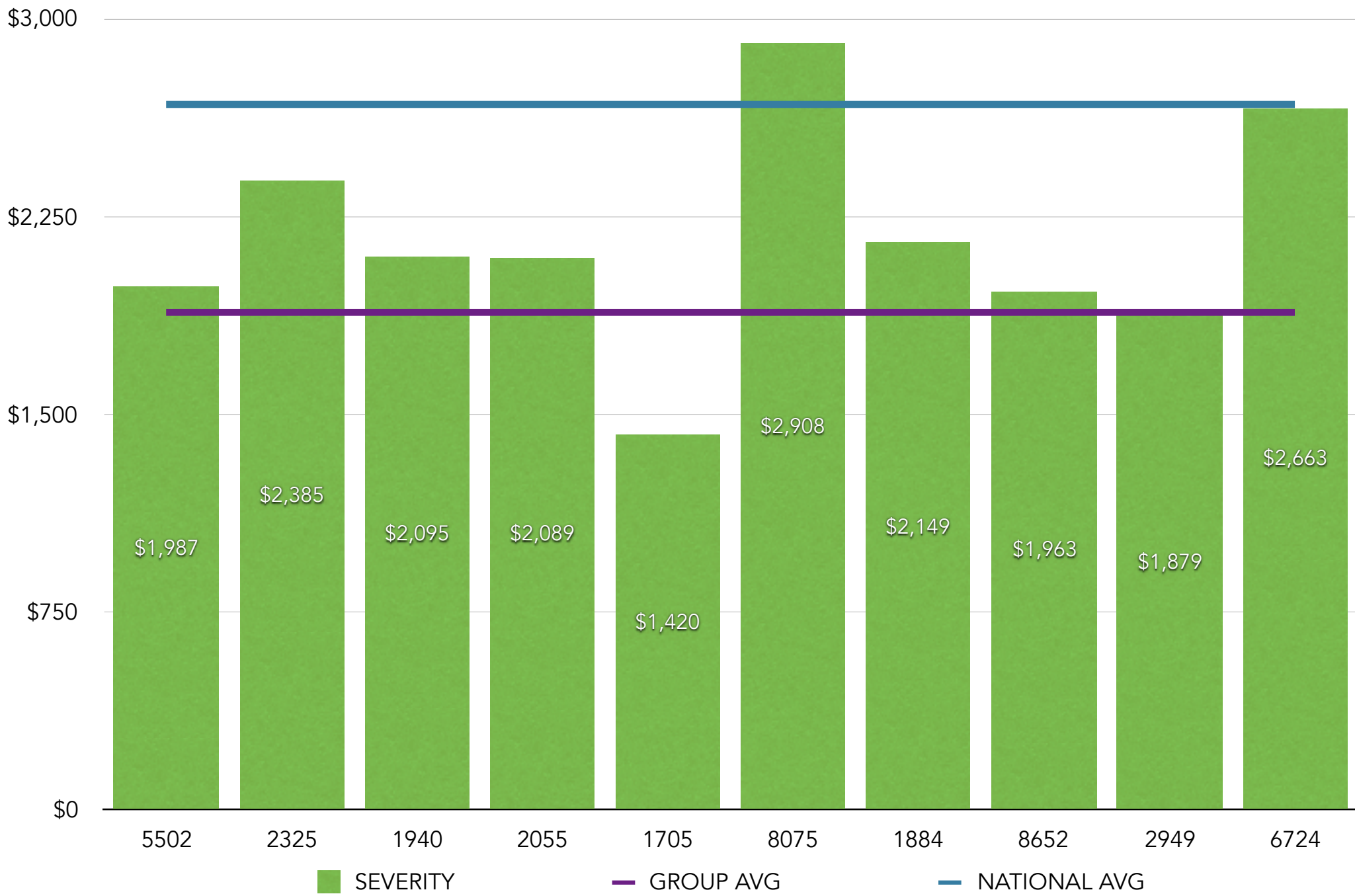
**August 2016 Group Report
Independent Collision Centers**



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

1884

8652

2949

6724



P&M SALES



BENCHMARK



GROUP AVG

11.0%

11.5%

8.5%

8.2%

9.8%

8.8%

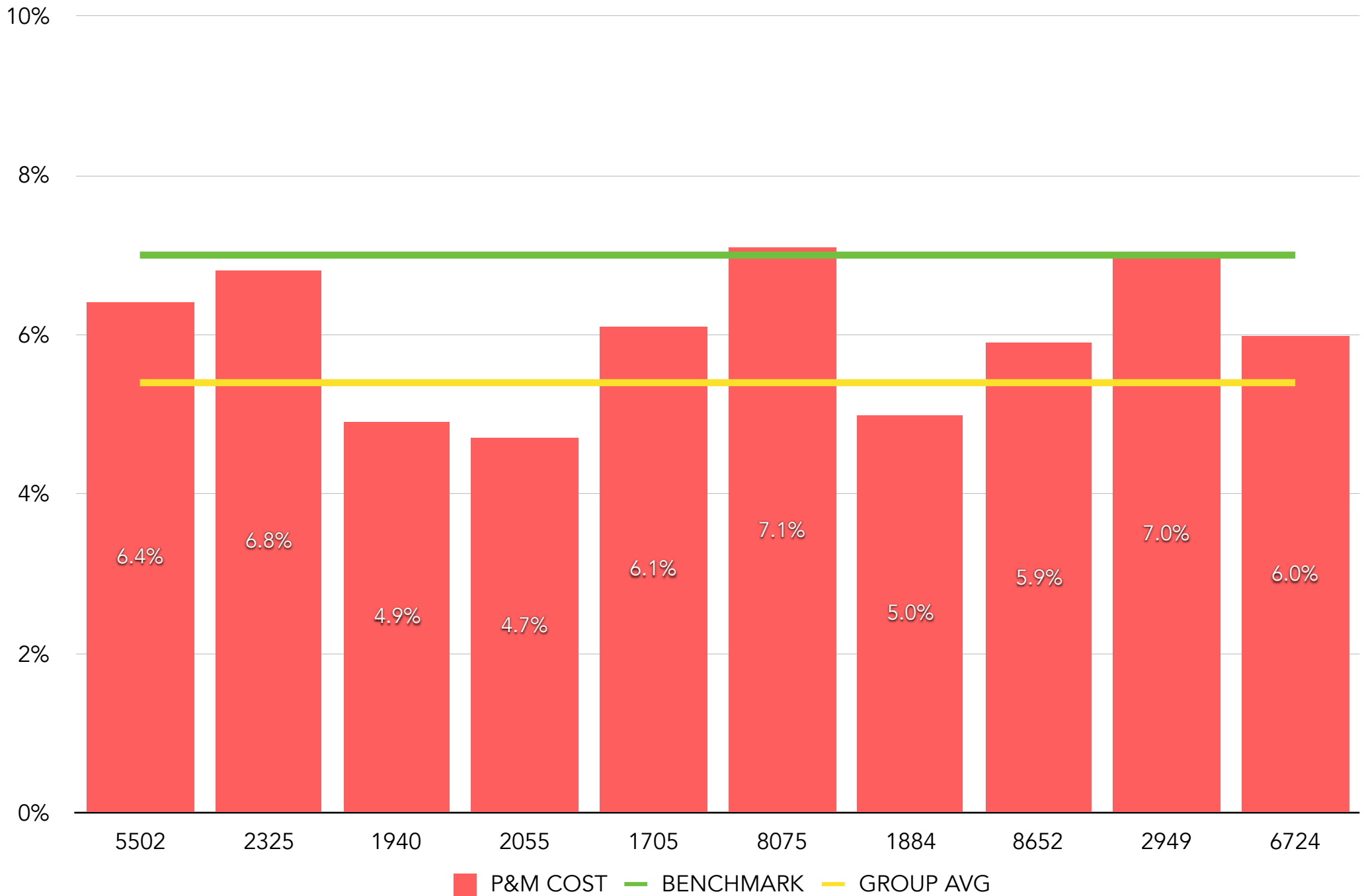
9.2%

8.9%

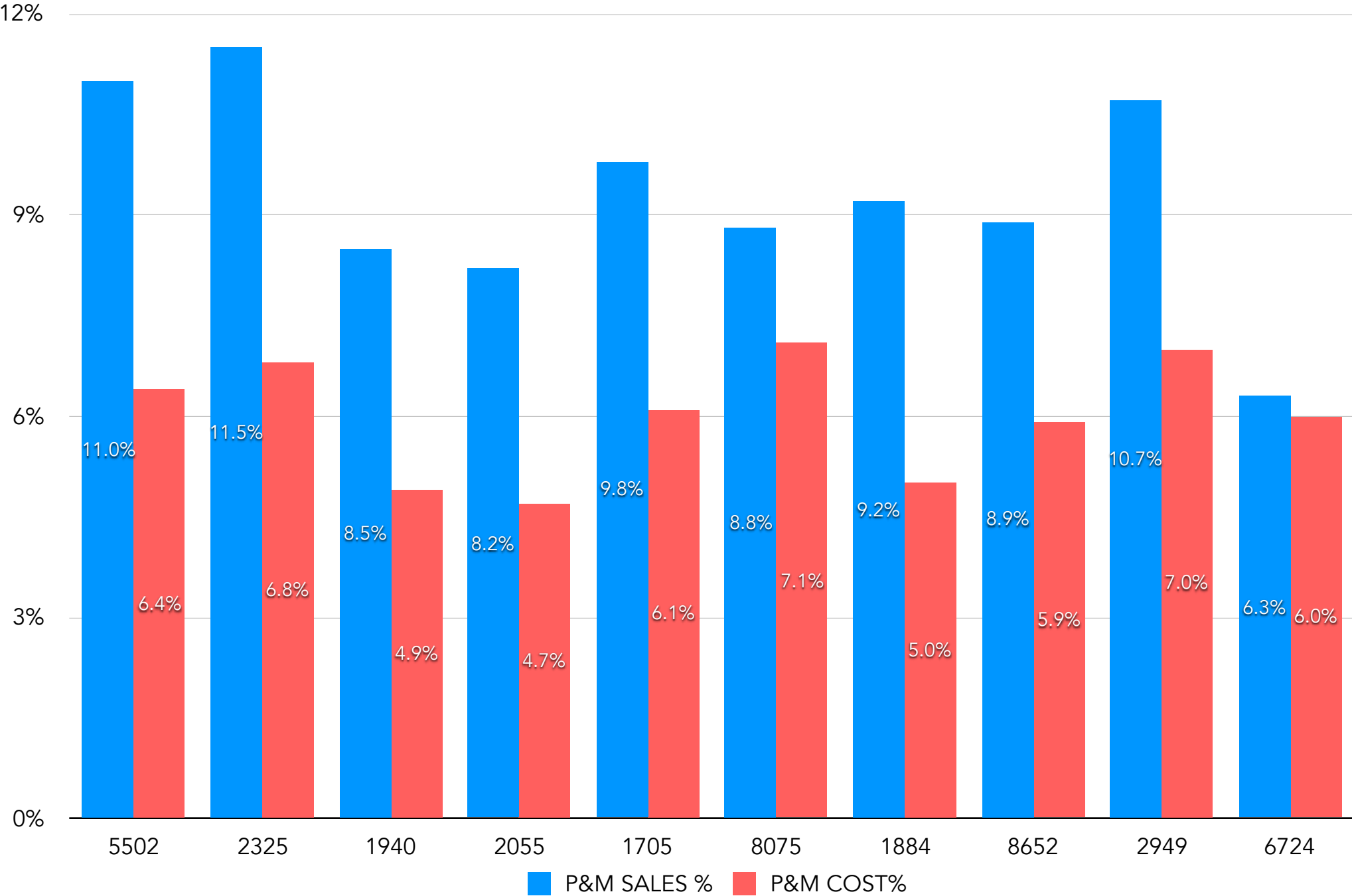
10.7%

6.3%

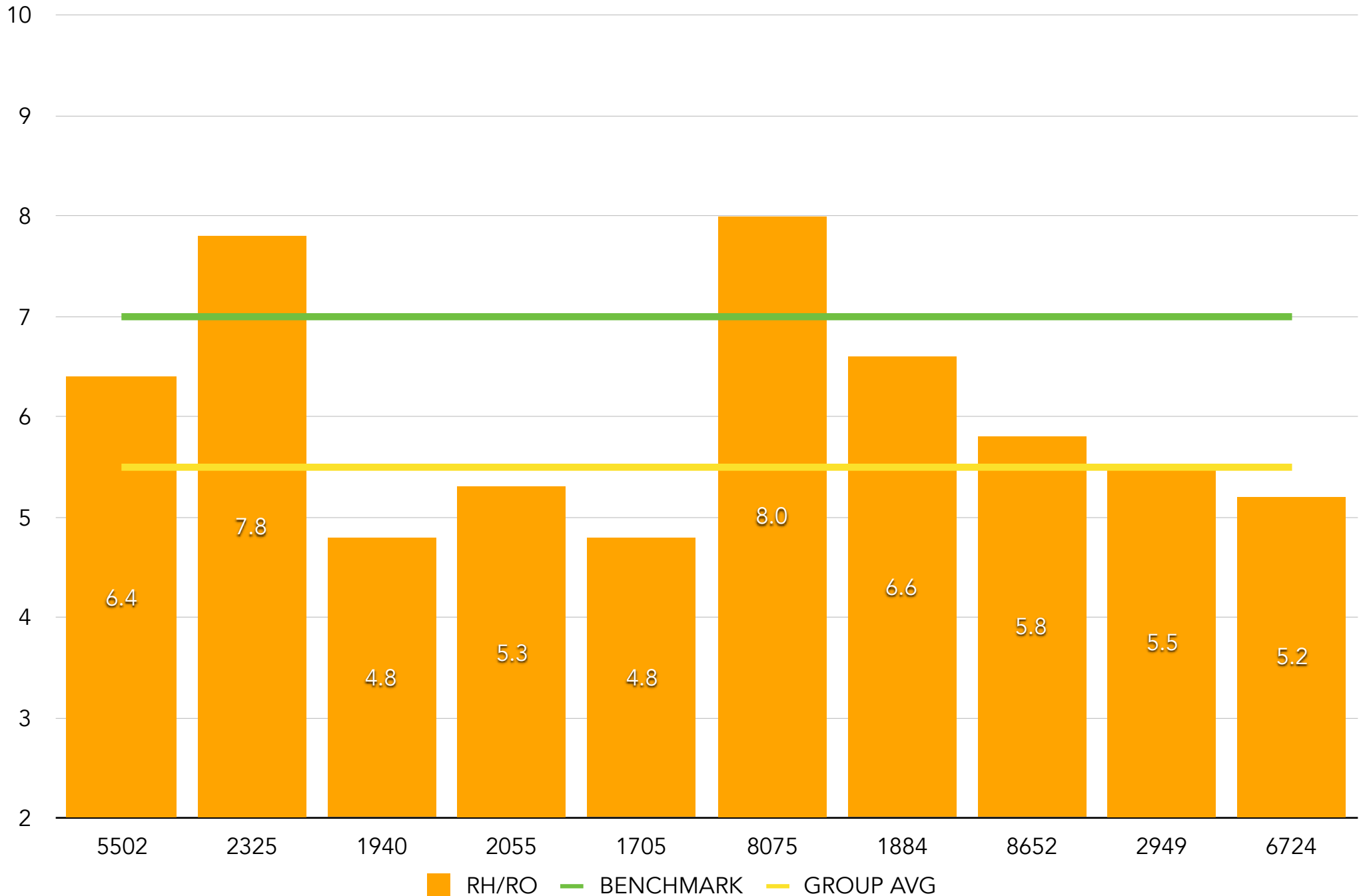
YTD COST % TO TOTAL SALES



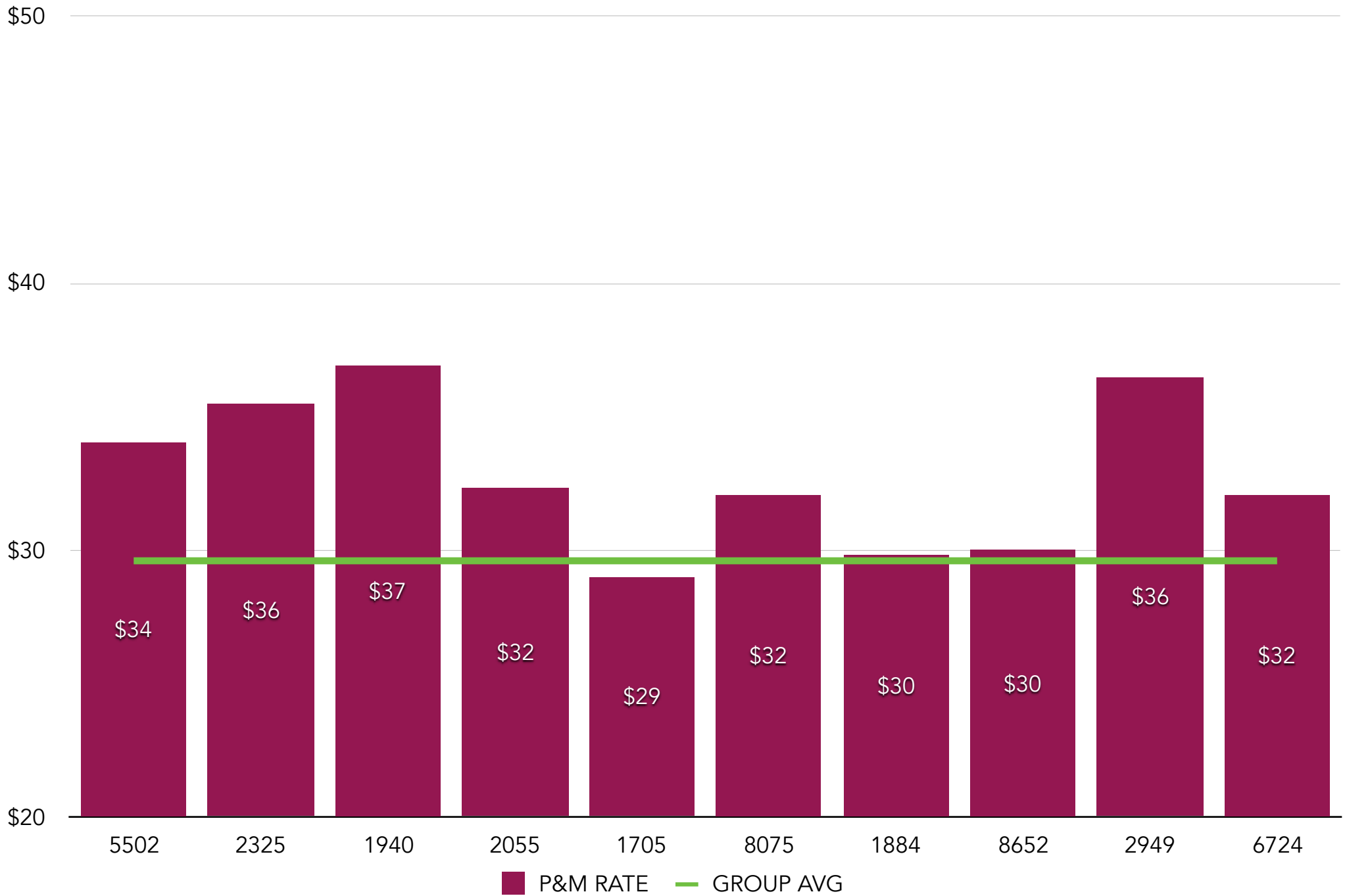
YTD P&M SALES VS COST



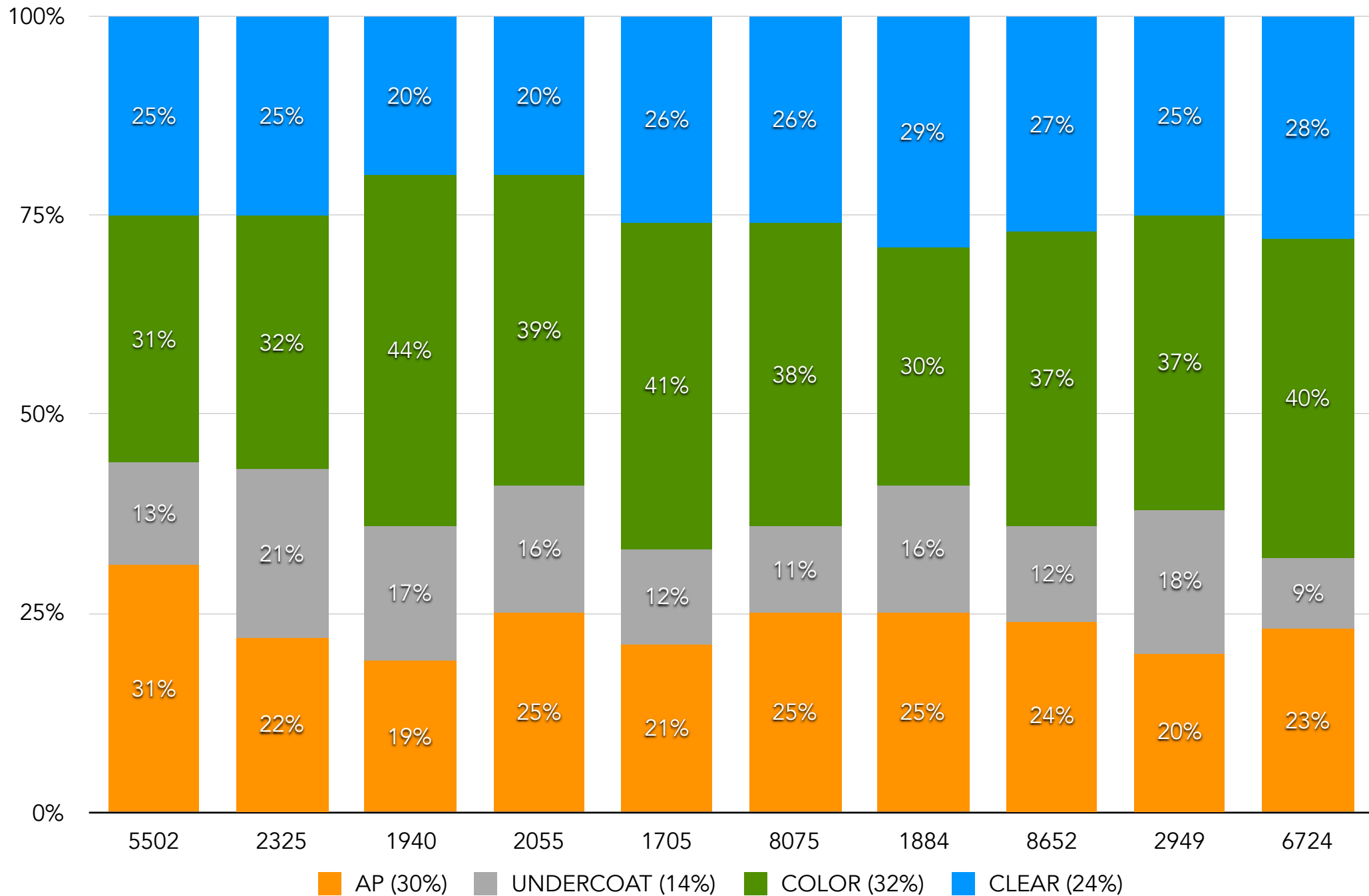
YTD REFINISH HOURS PER REPAIR ORDER



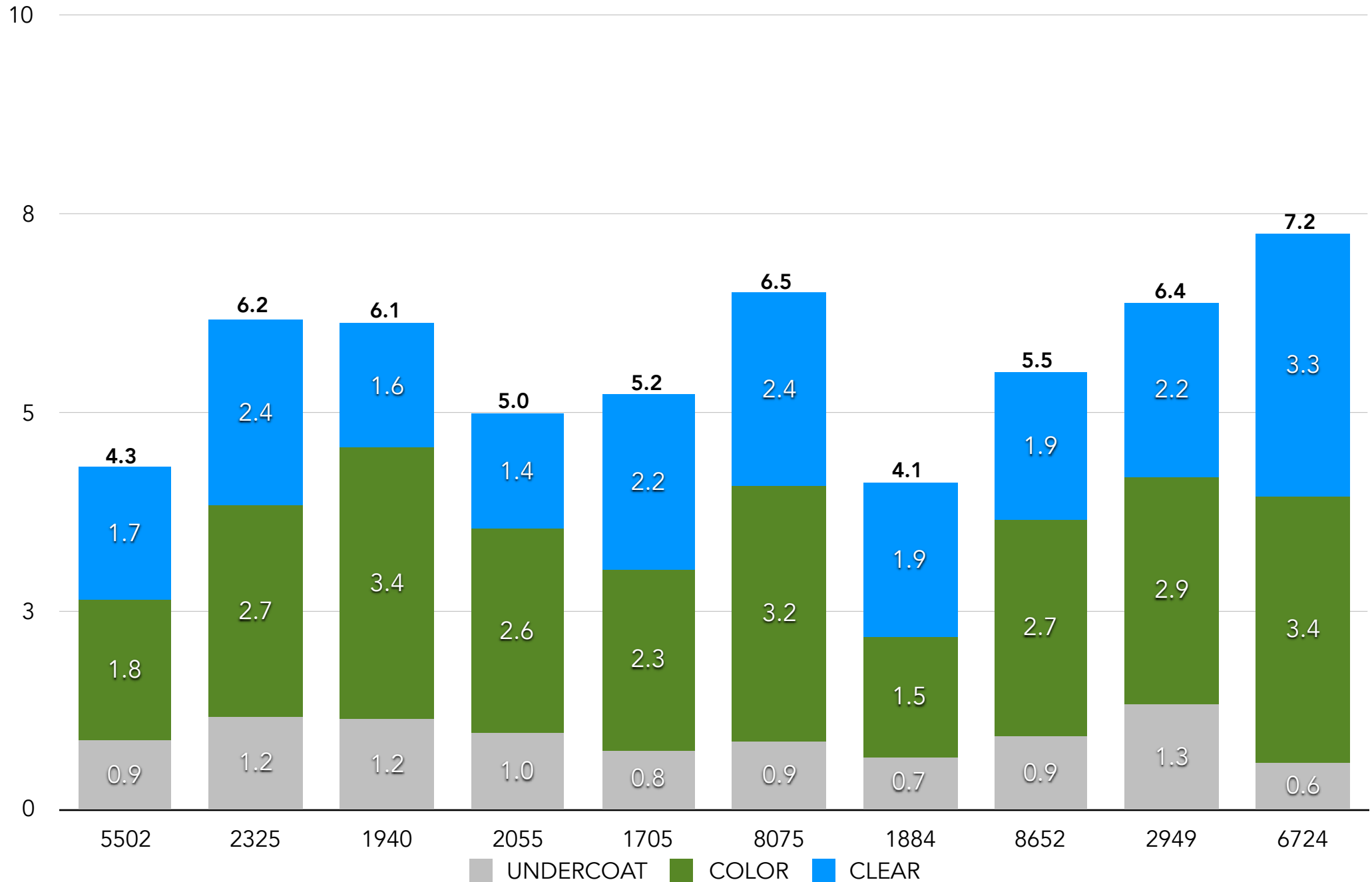
YTD EFFECTIVE P&M RATE



YTD GROUP PRODUCT MIX



YTD OUNCES OF LIQUID PER REFINISH HOUR



YTD PAINT HOURS PER GALLON OF CLEAR

