



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

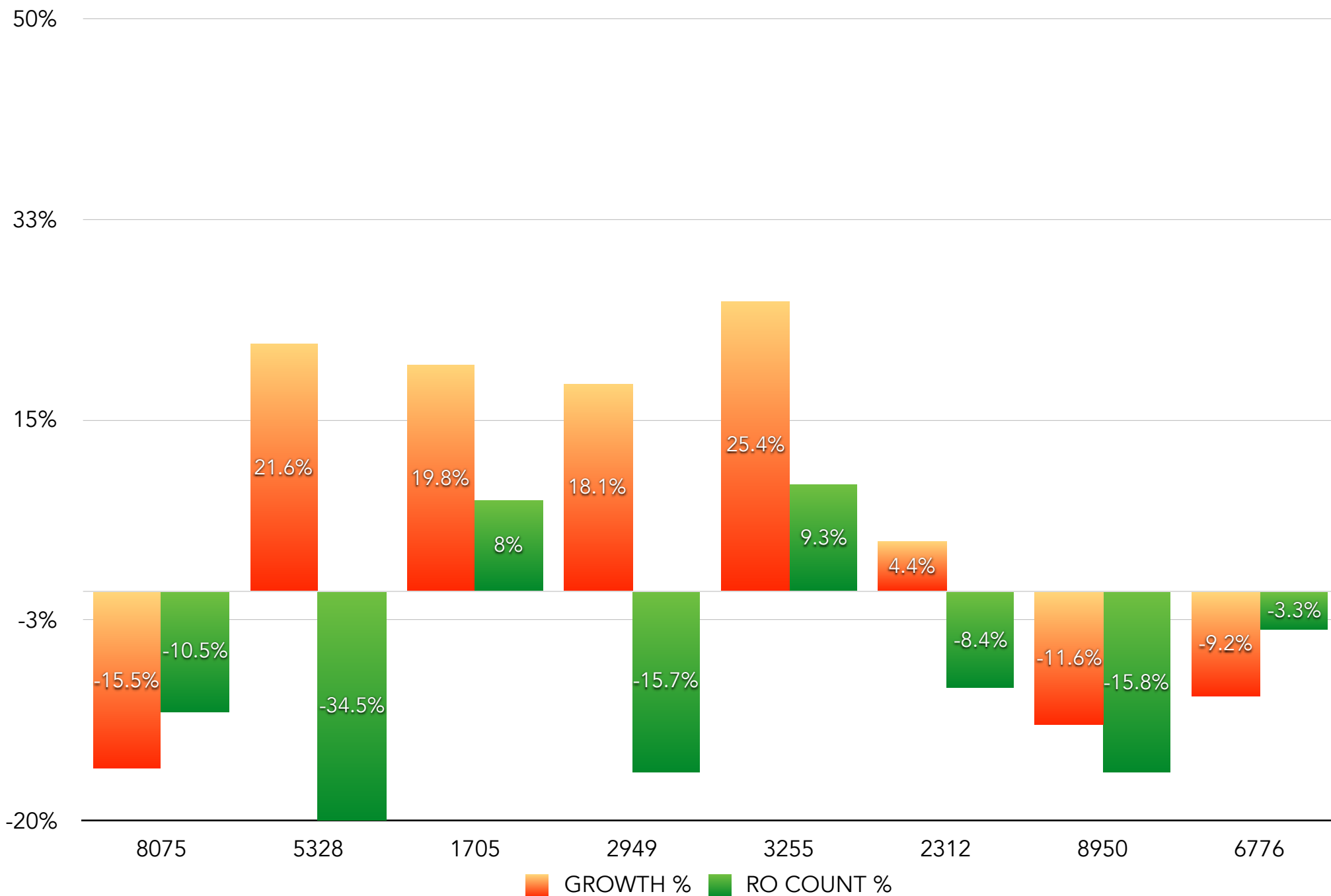
PRODUCT MIX

OUNCES OF LIQUID PER REFINISH HOUR

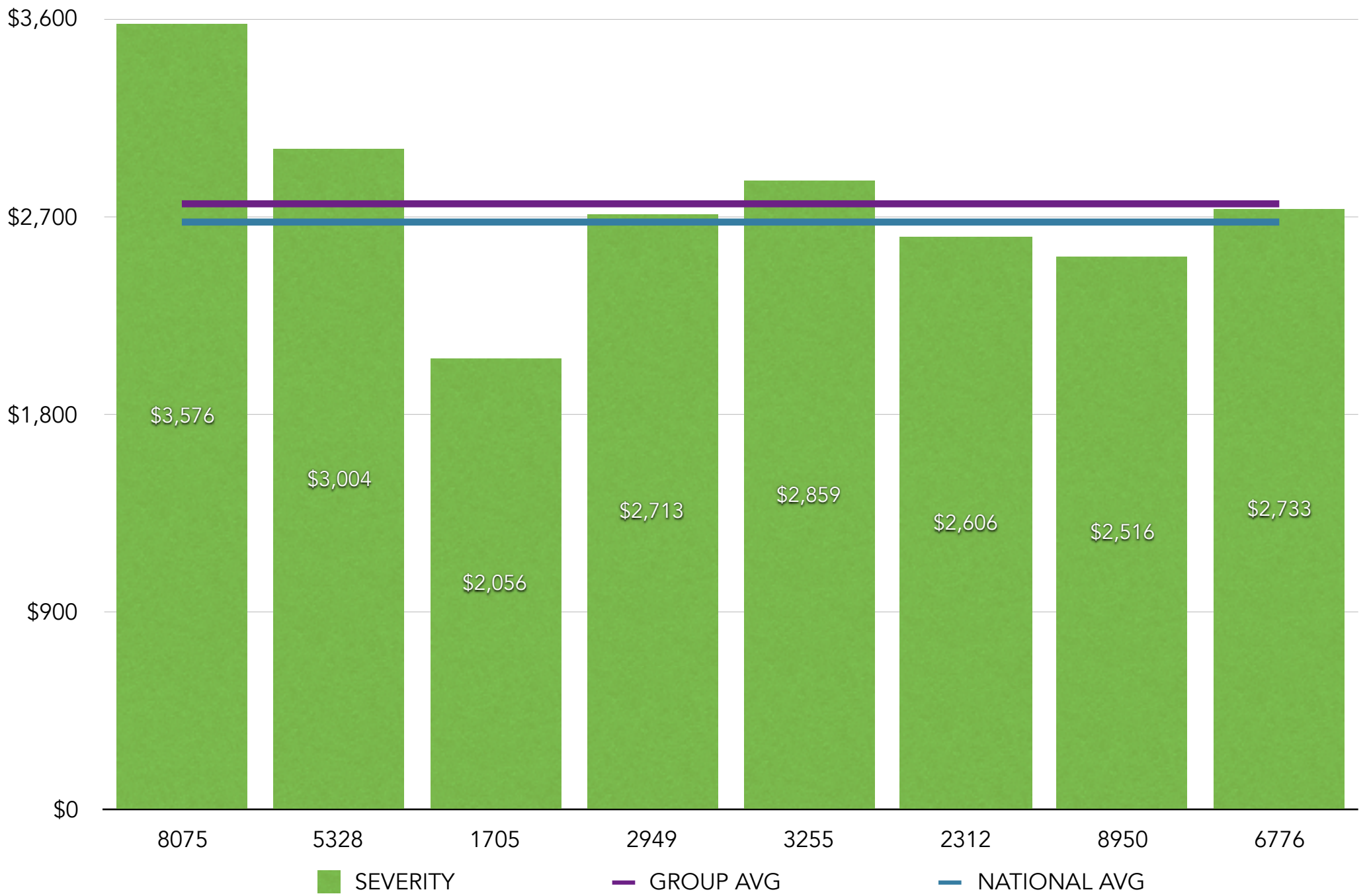
PAINT HOURS PER GALLON OF CLEAR

February 2019
Metallic Group Report
Independent Collision Centers

YTD GROSS SALES & RO COUNT GROWTH VS PRIOR PERIOD



YTD SEVERITY



YTD P&M SALES % TO TOTAL SALES

12%

8%

4%

0%

8075

5328

1705

2949

3255

2312

8950

6776



P&M SALES



BENCHMARK



GROUP AVG

10.3%

8.9%

8.9%

10.1%

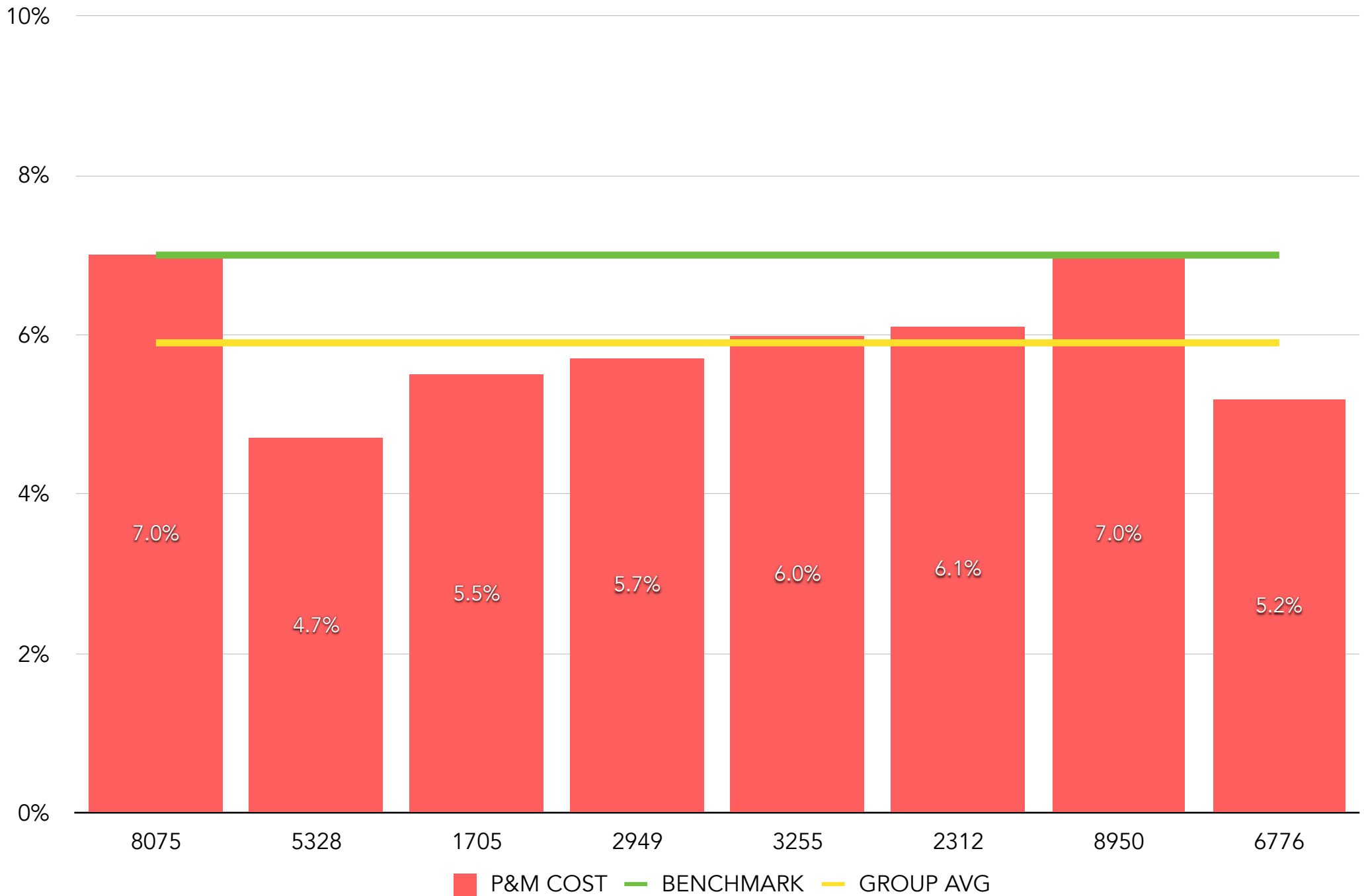
8.9%

10.0%

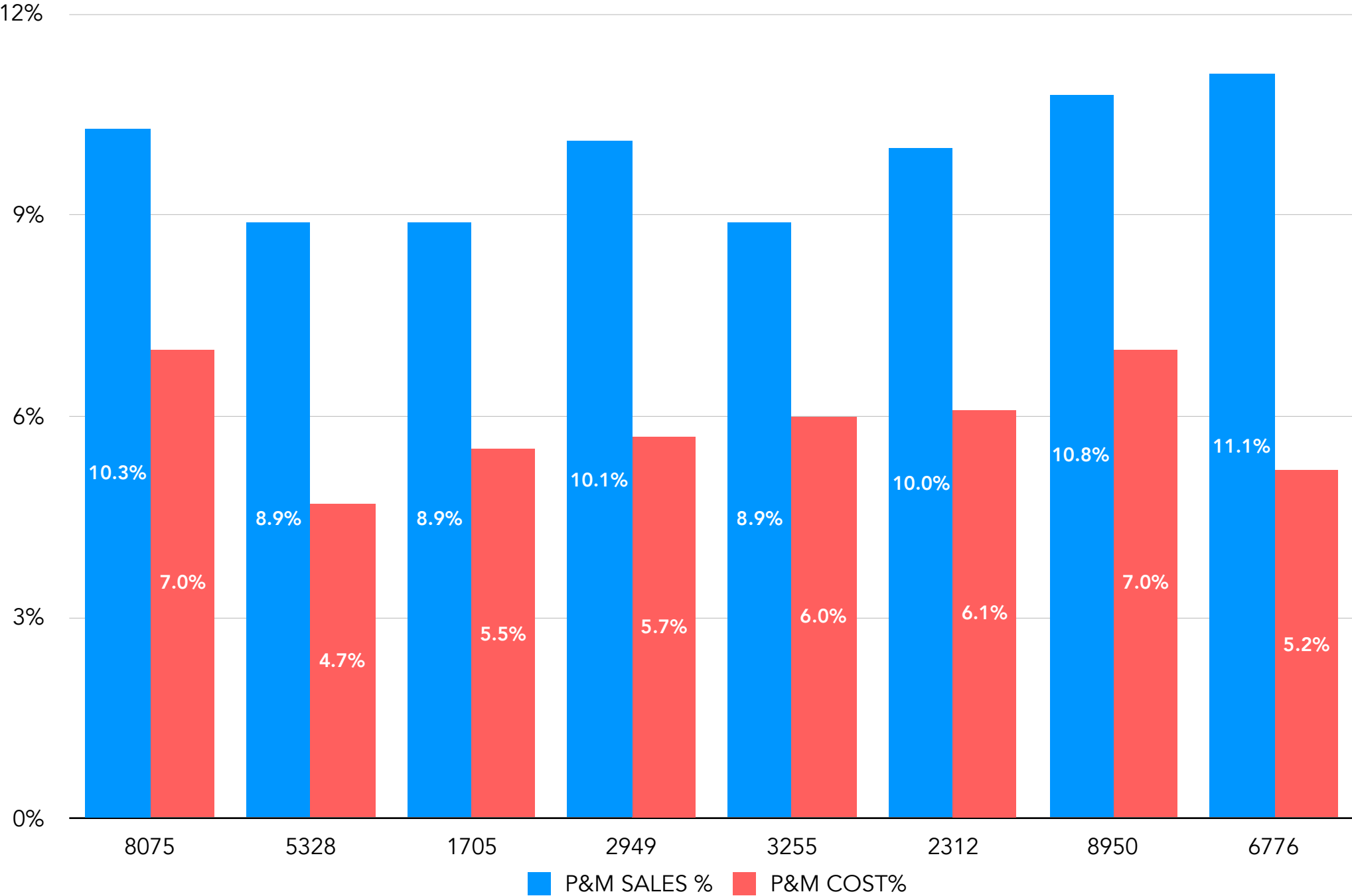
10.8%

11.1%

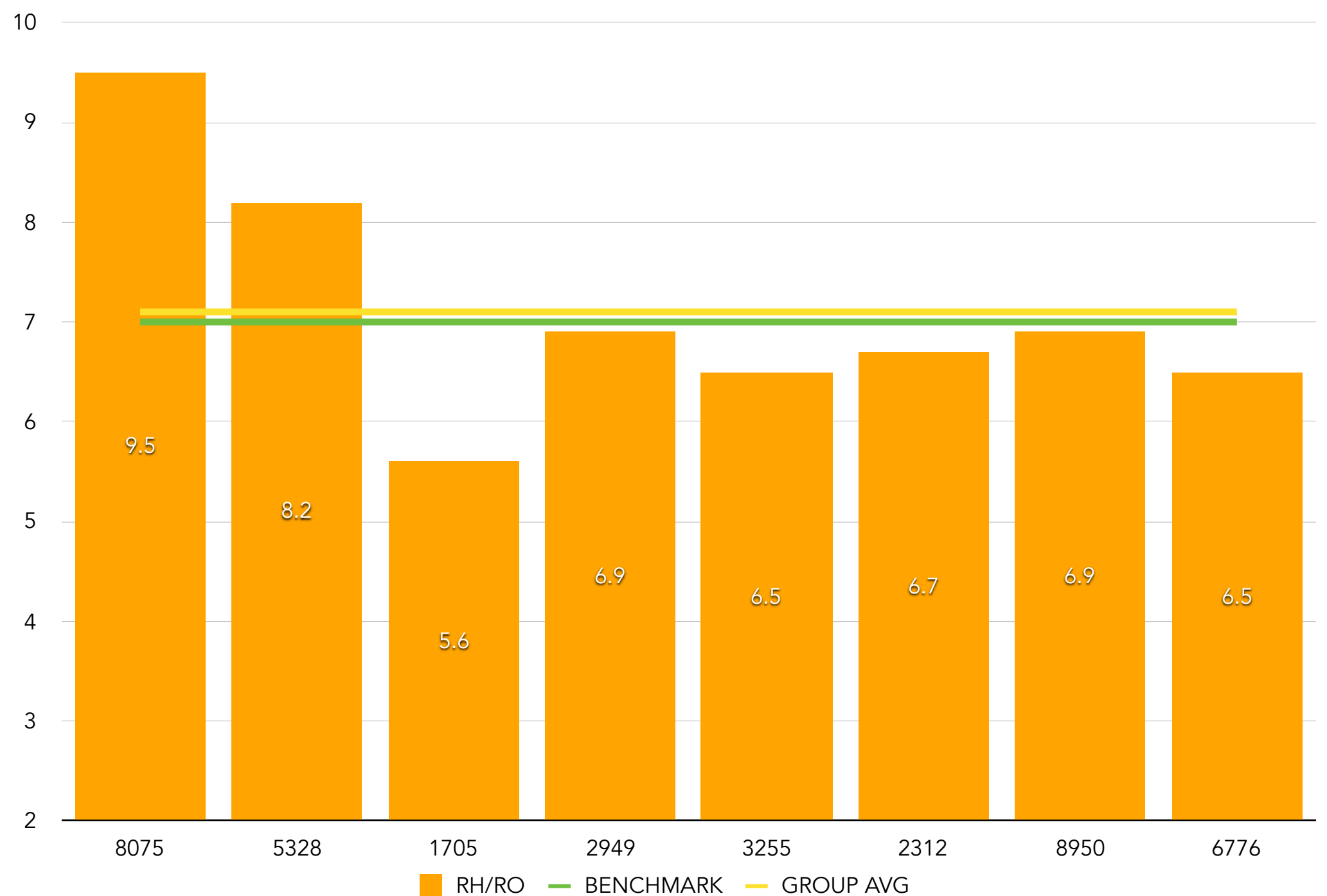
YTD COST % TO TOTAL SALES



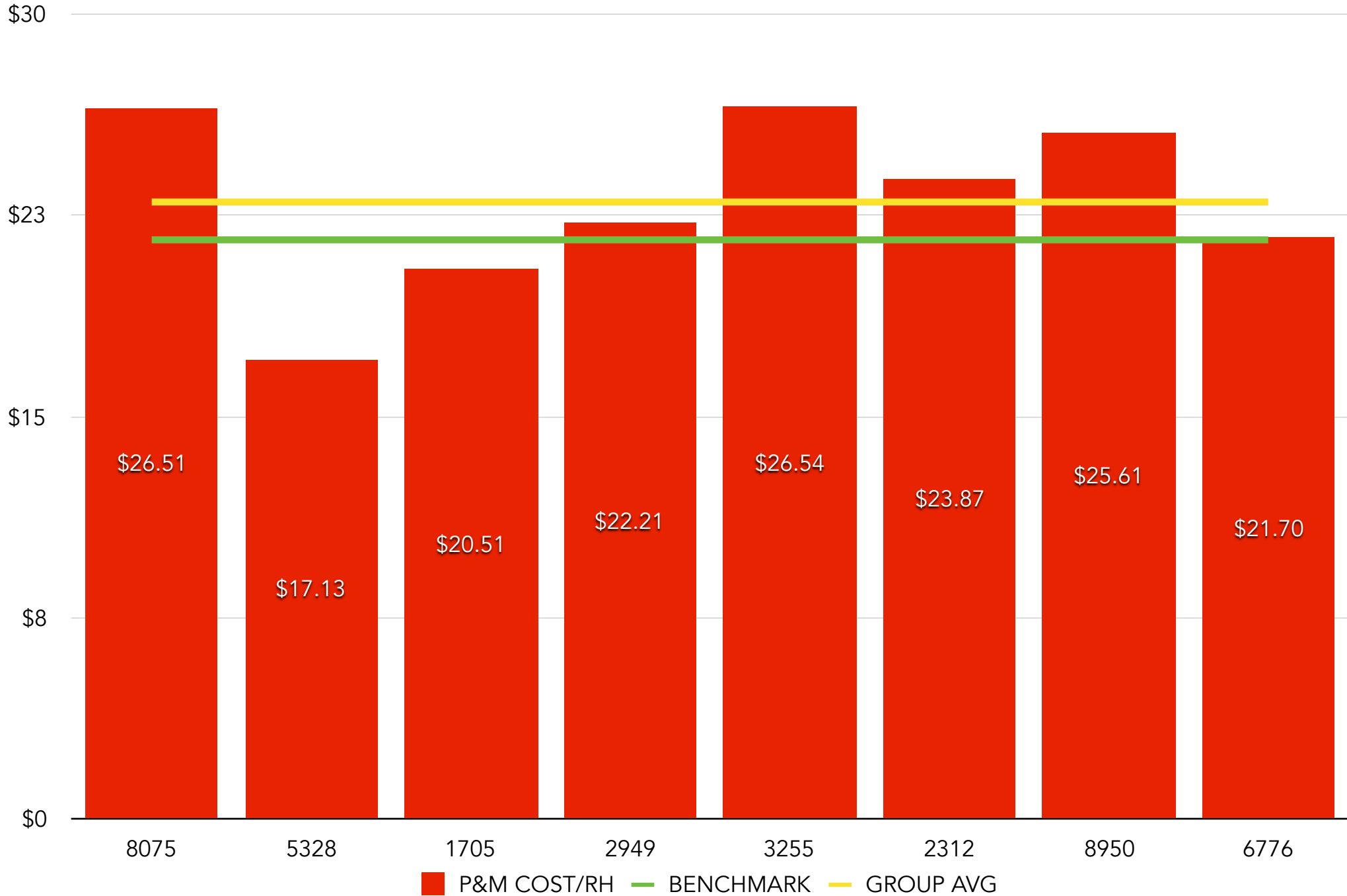
YTD P&M SALES VS COST



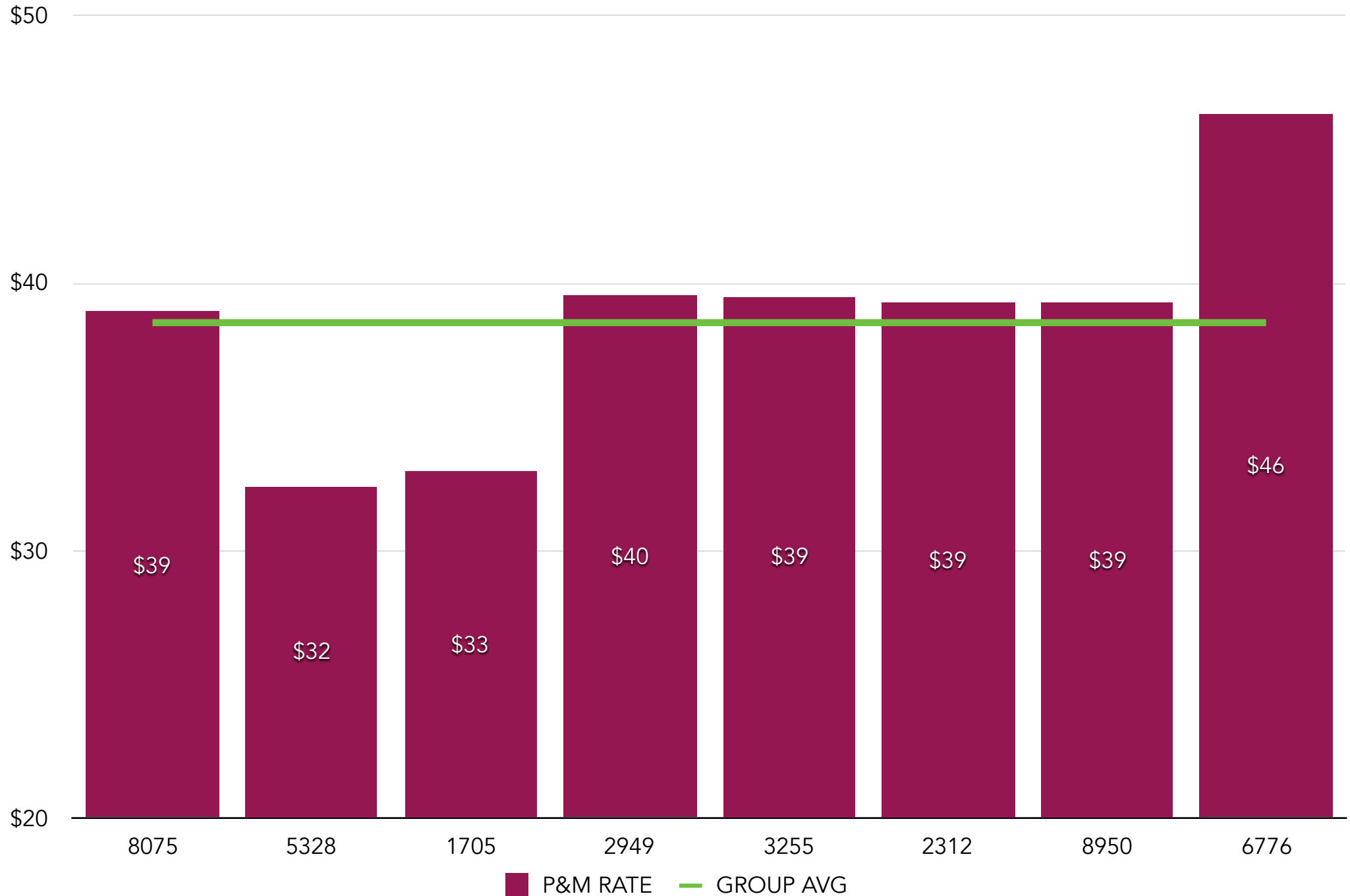
YTD REFINISH HOURS PER REPAIR ORDER



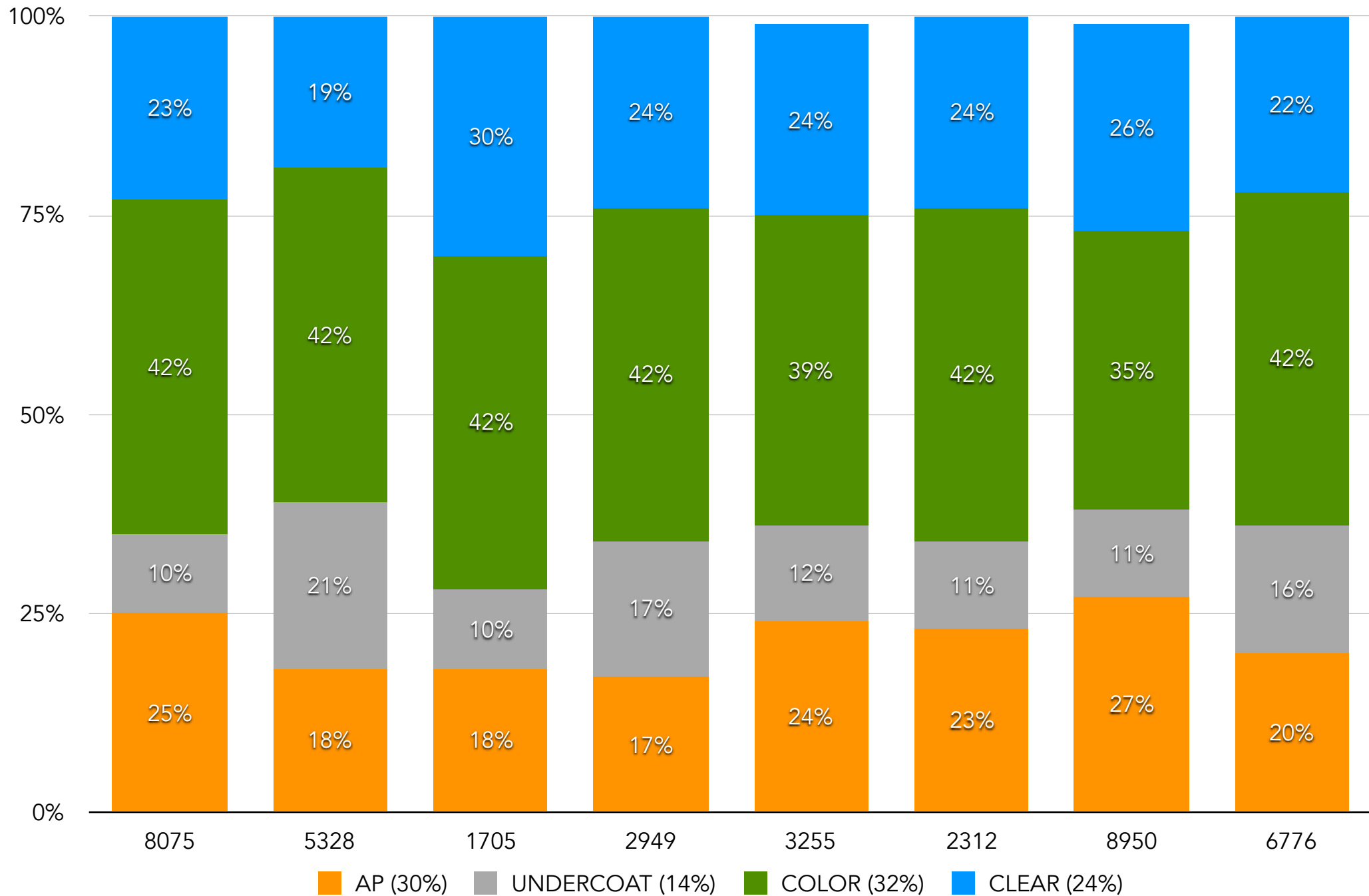
YTD PAINT AND MATERIAL COST PER REFINISH HOUR



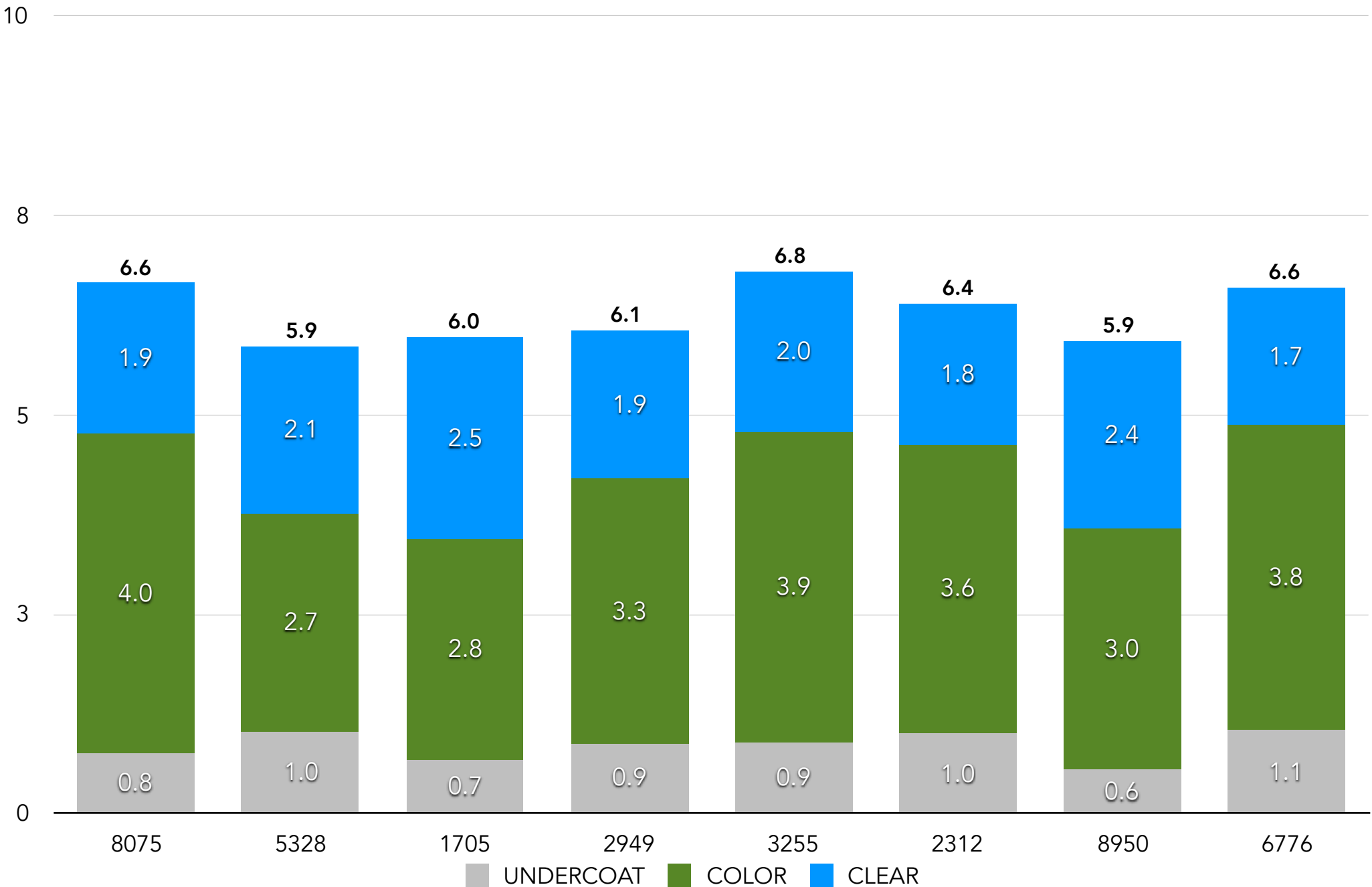
YTD EFFECTIVE P&M RATE



YTD GROUP PRODUCT MIX



YTD OUNCES OF LIQUID PER REFINISH HOUR



YTD PAINT HOURS PER GALLON OF CLEAR

