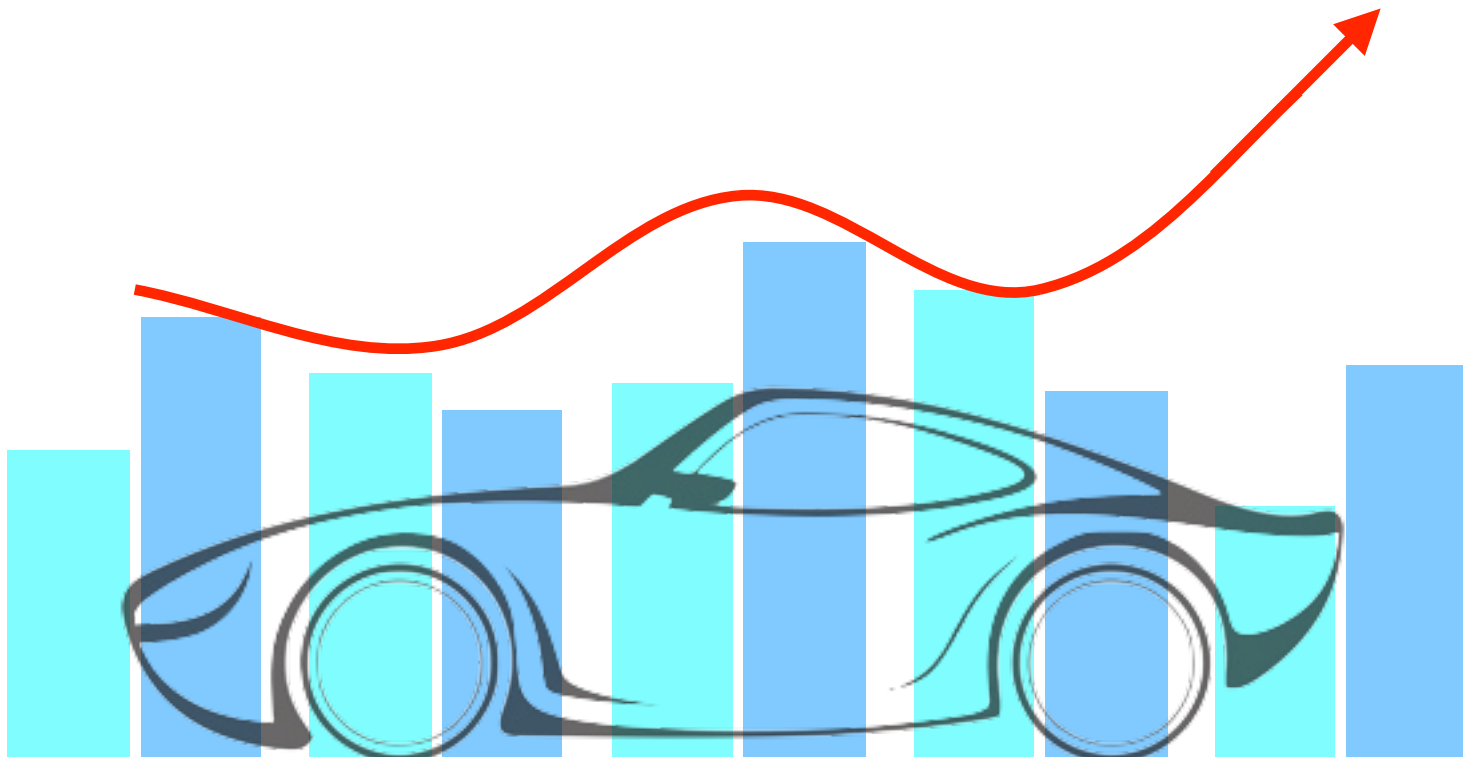


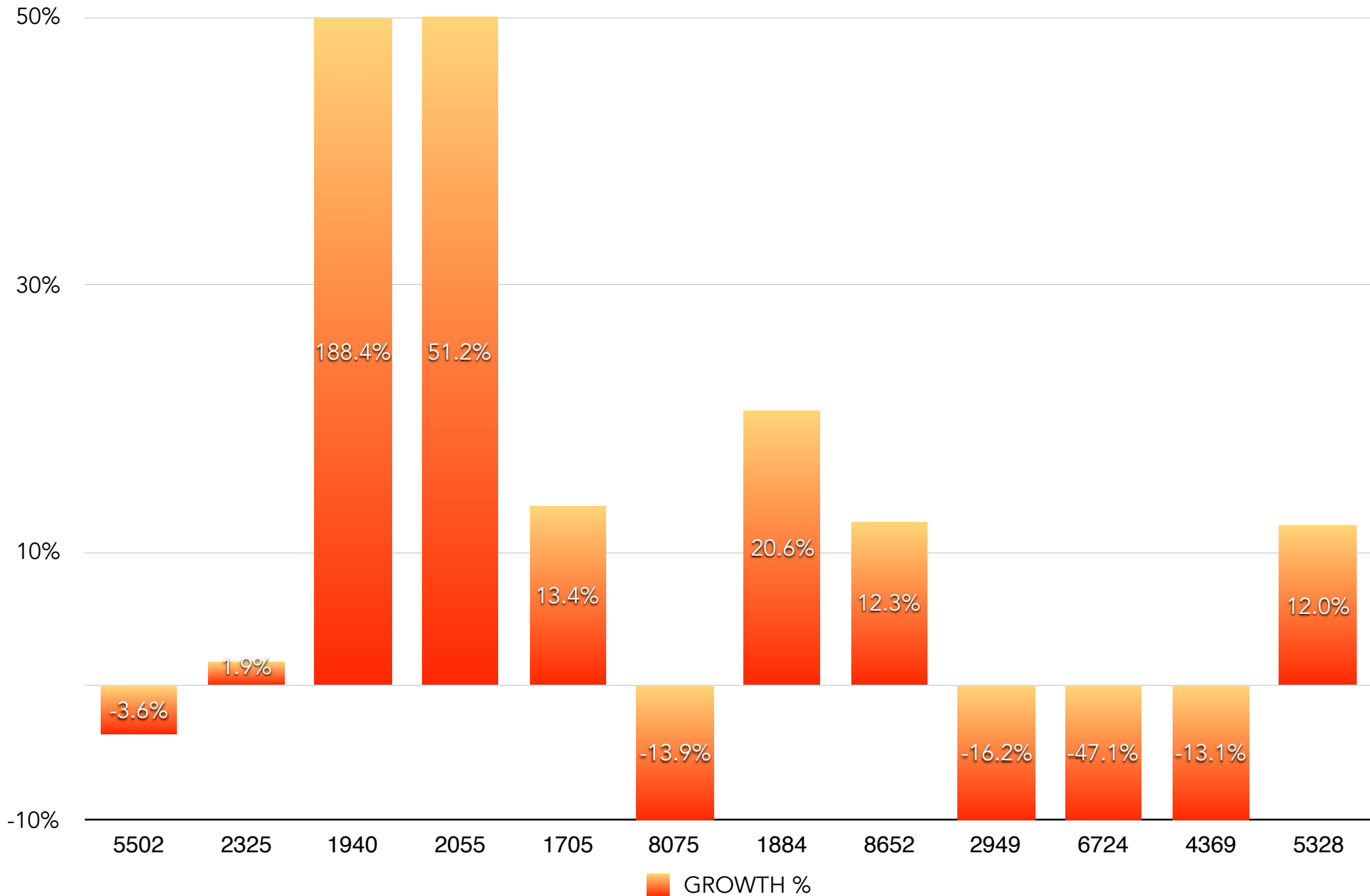
COLOR VISION™

ColorVision Profit Management

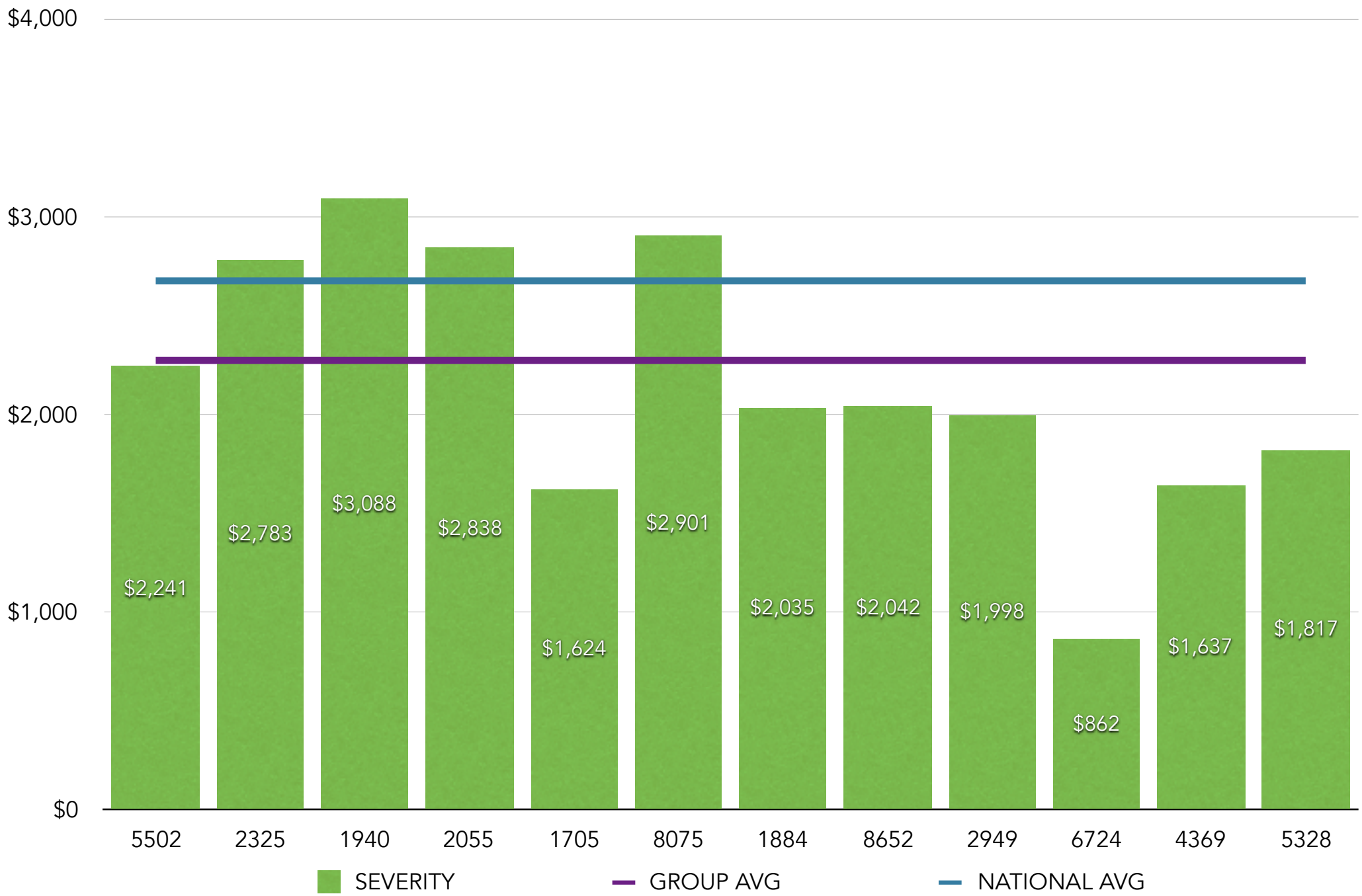
**January 2017 Group Report
Independent Collision Centers**



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

4369

5328



P&M SALES



BENCHMARK



GROUP AVG

11.0%

10.0%

5.6%

6.9%

7.7%

8.8%

9.0%

9.7%

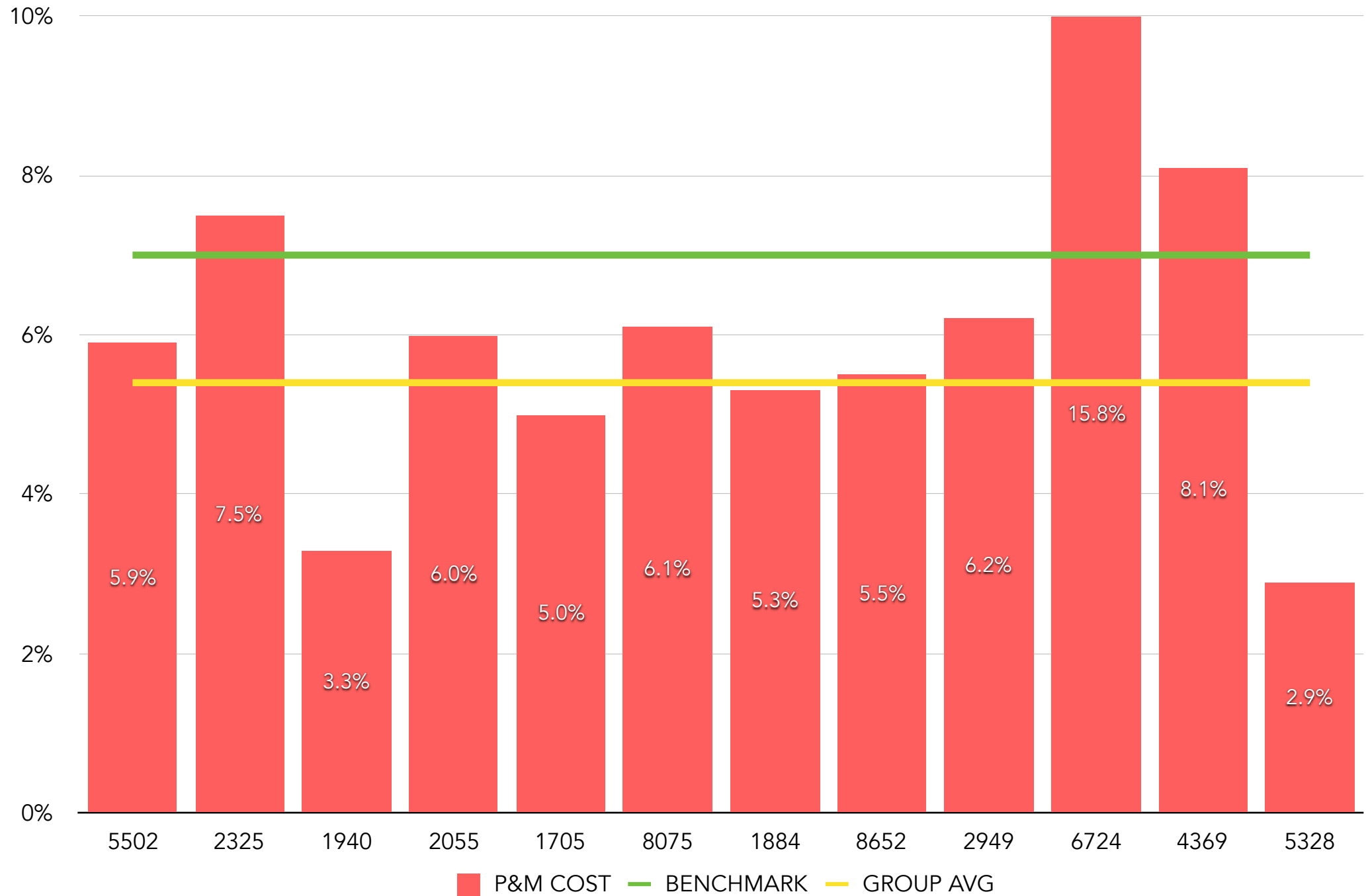
11.5%

8.6%

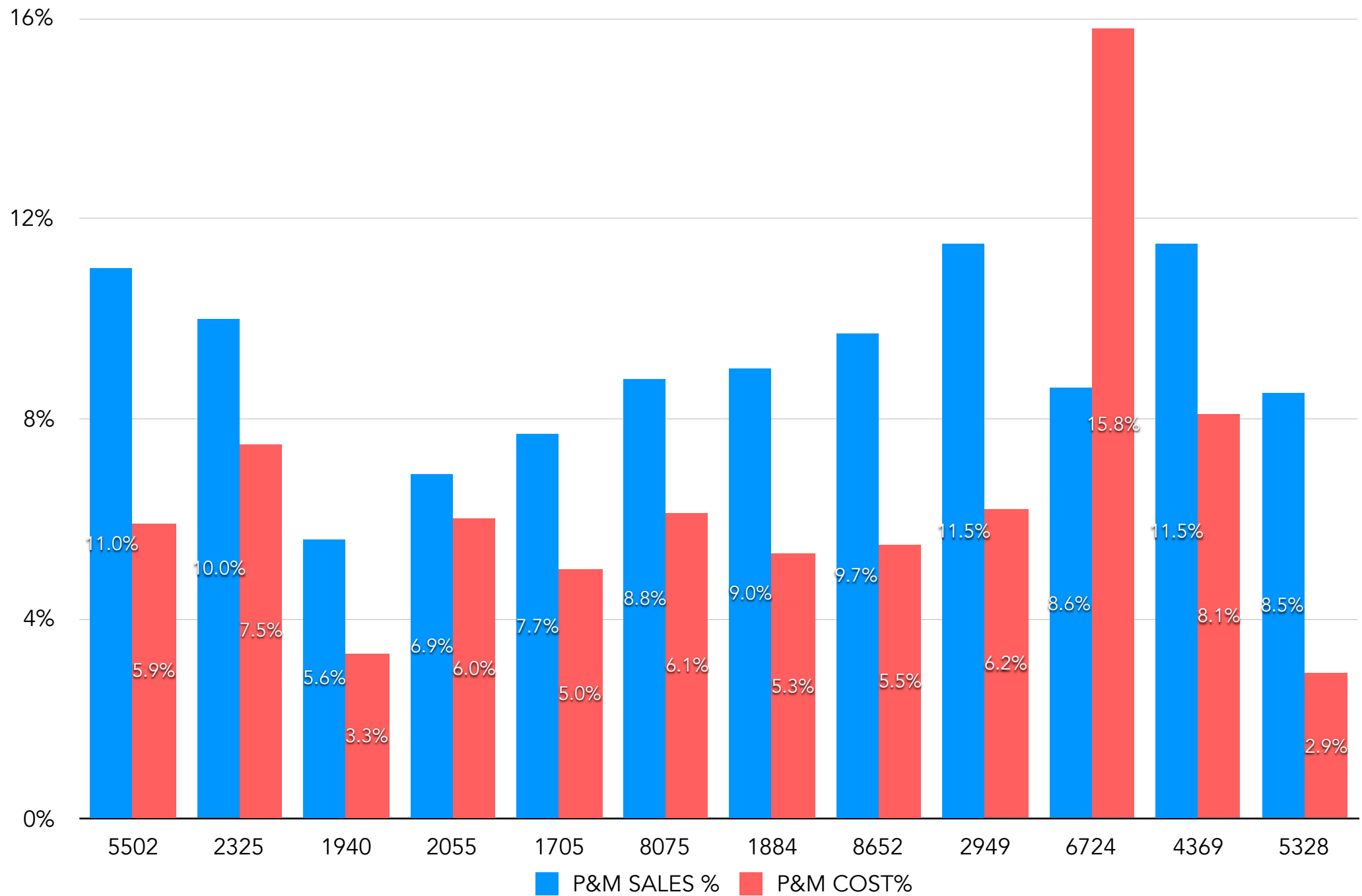
11.5%

8.5%

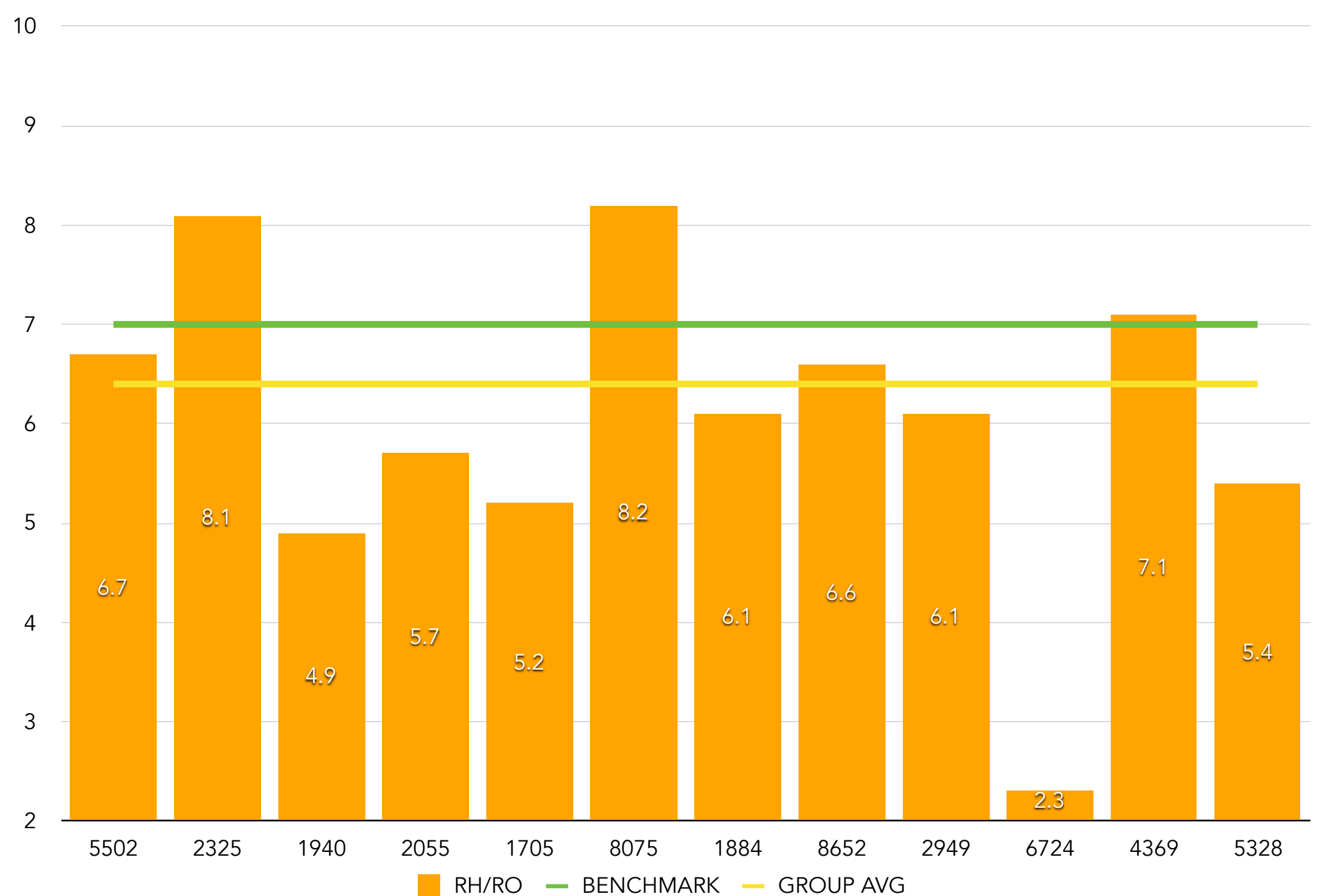
YTD COST % TO TOTAL SALES



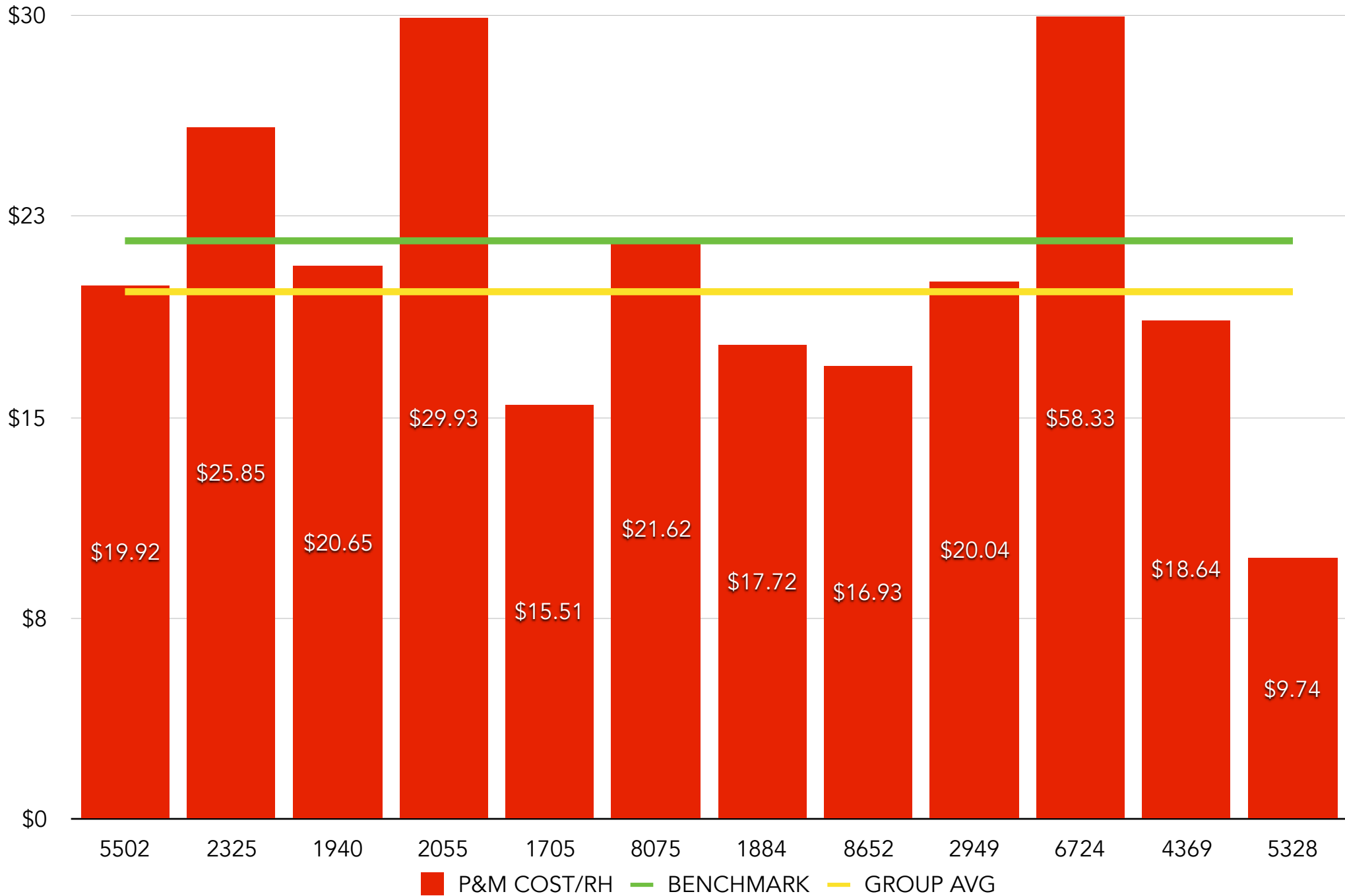
YTD P&M SALES VS COST



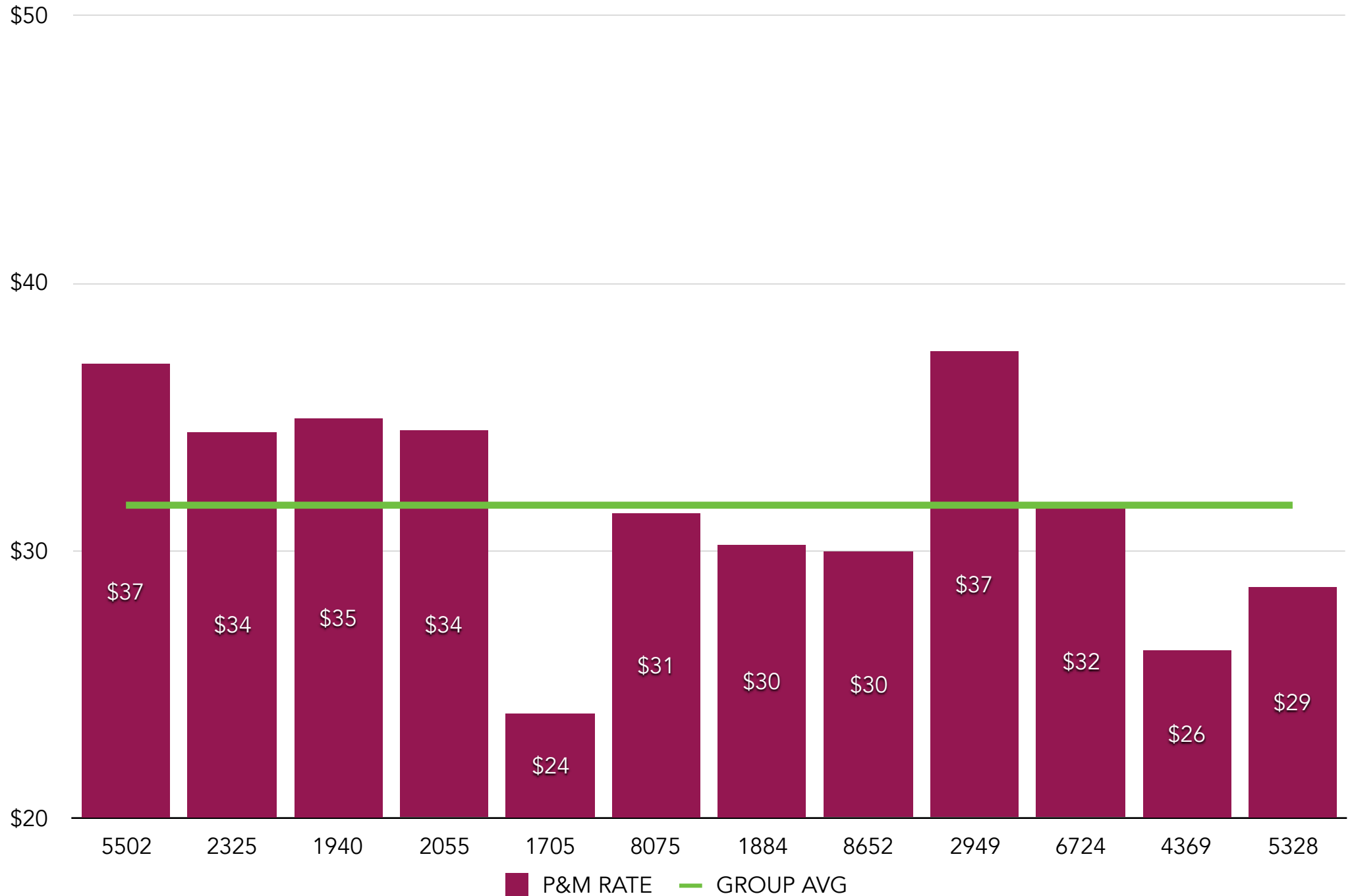
YTD REFINISH HOURS PER REPAIR ORDER



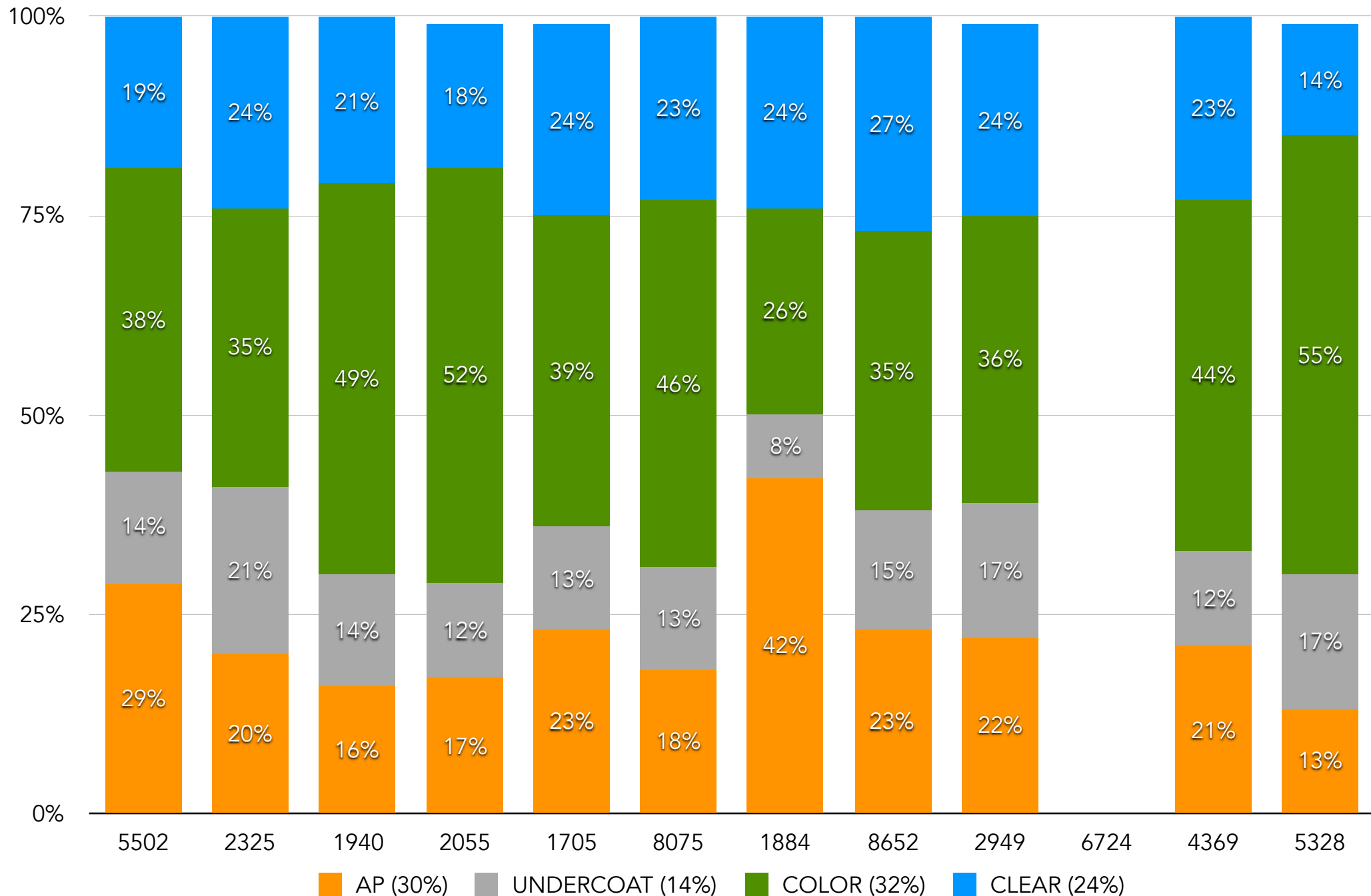
YTD PAINT AND MATERIAL COST PER REFINISH HOUR



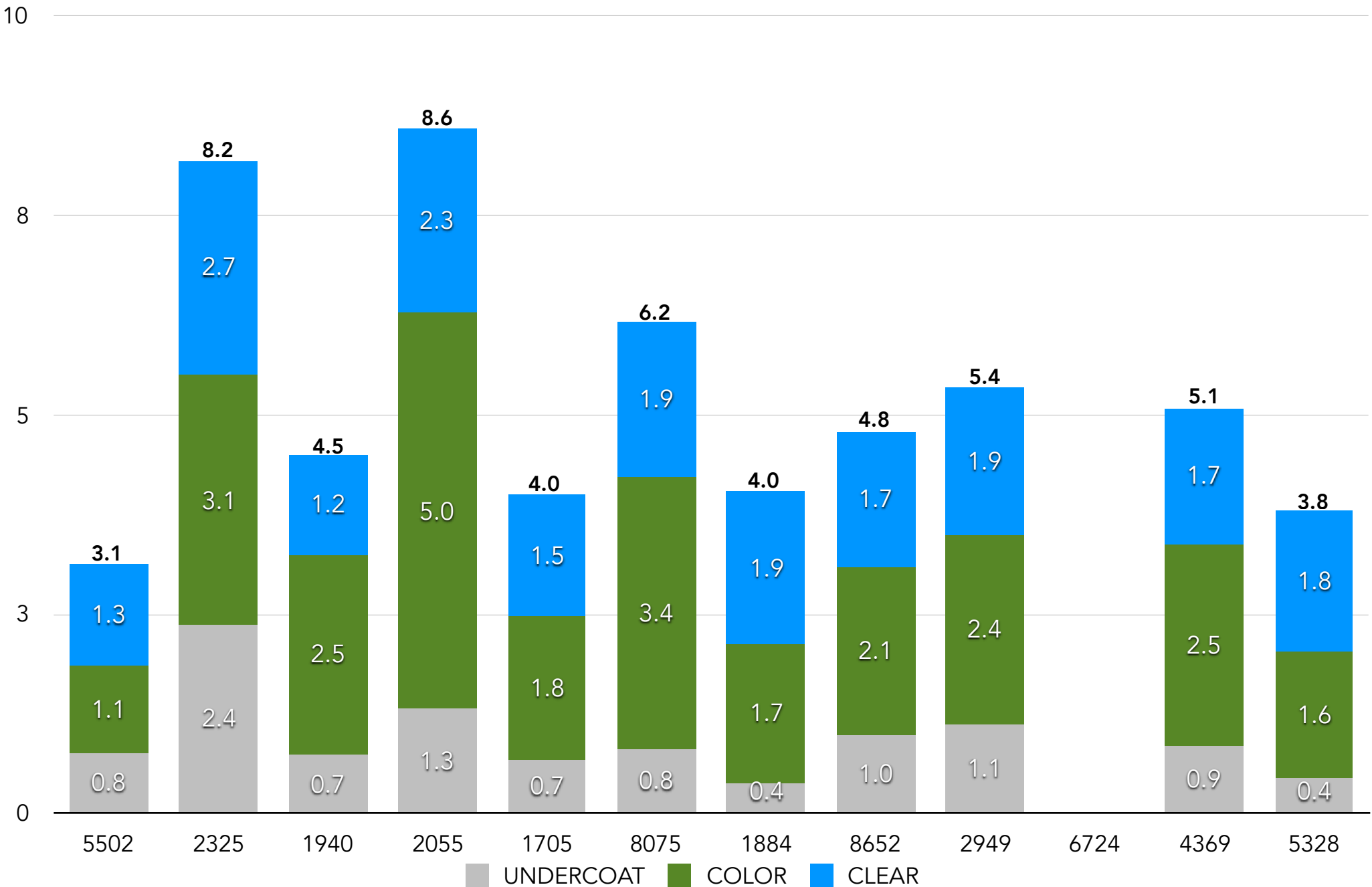
YTD EFFECTIVE P&M RATE



YTD GROUP PRODUCT MIX



YTD OUNCES OF LIQUID PER REFINISH HOUR



YTD PAINT HOURS PER GALLON OF CLEAR

