



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

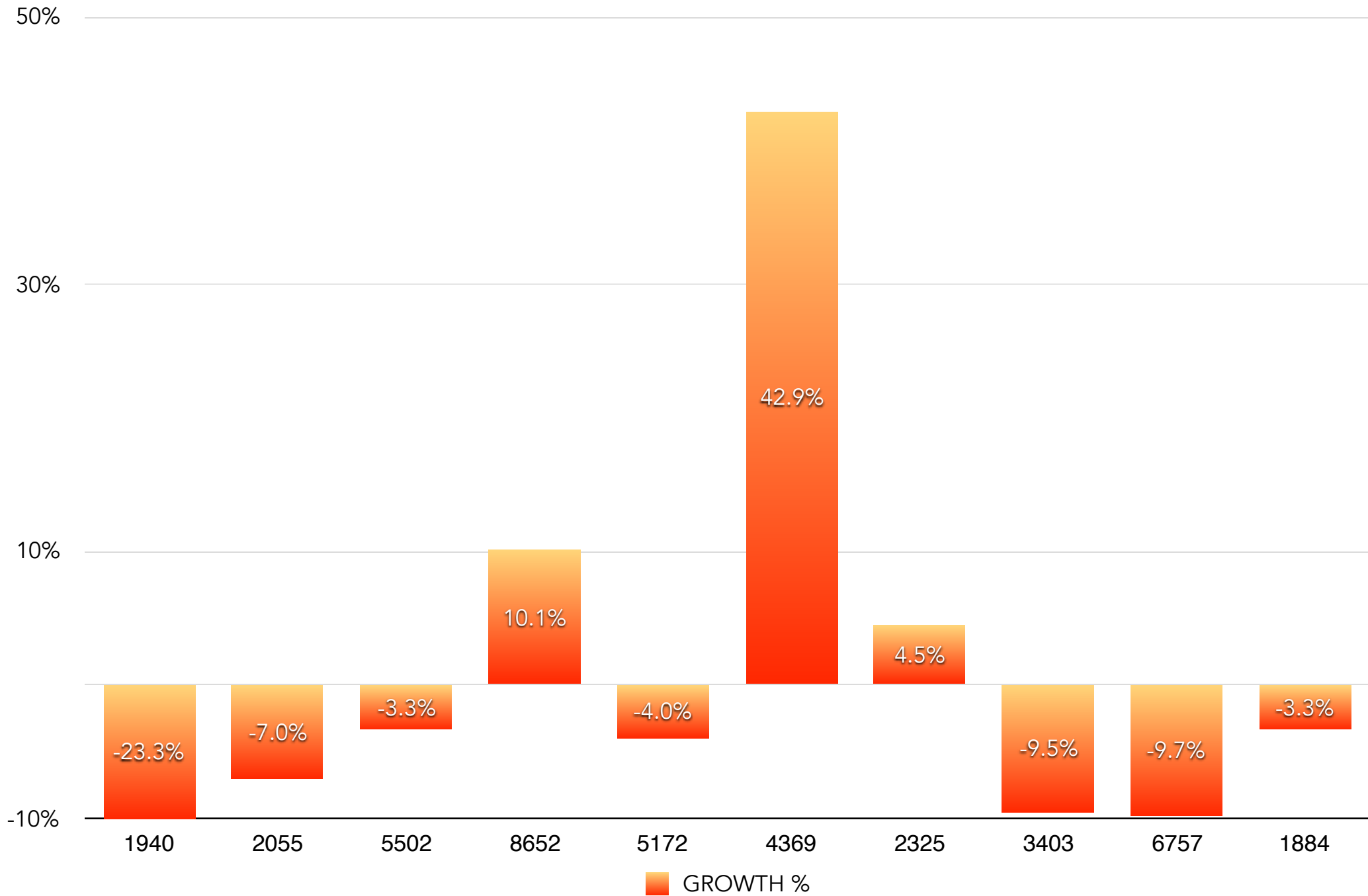
PRODUCT MIX

OUNCES OF LIQUID PER REFINISH HOUR

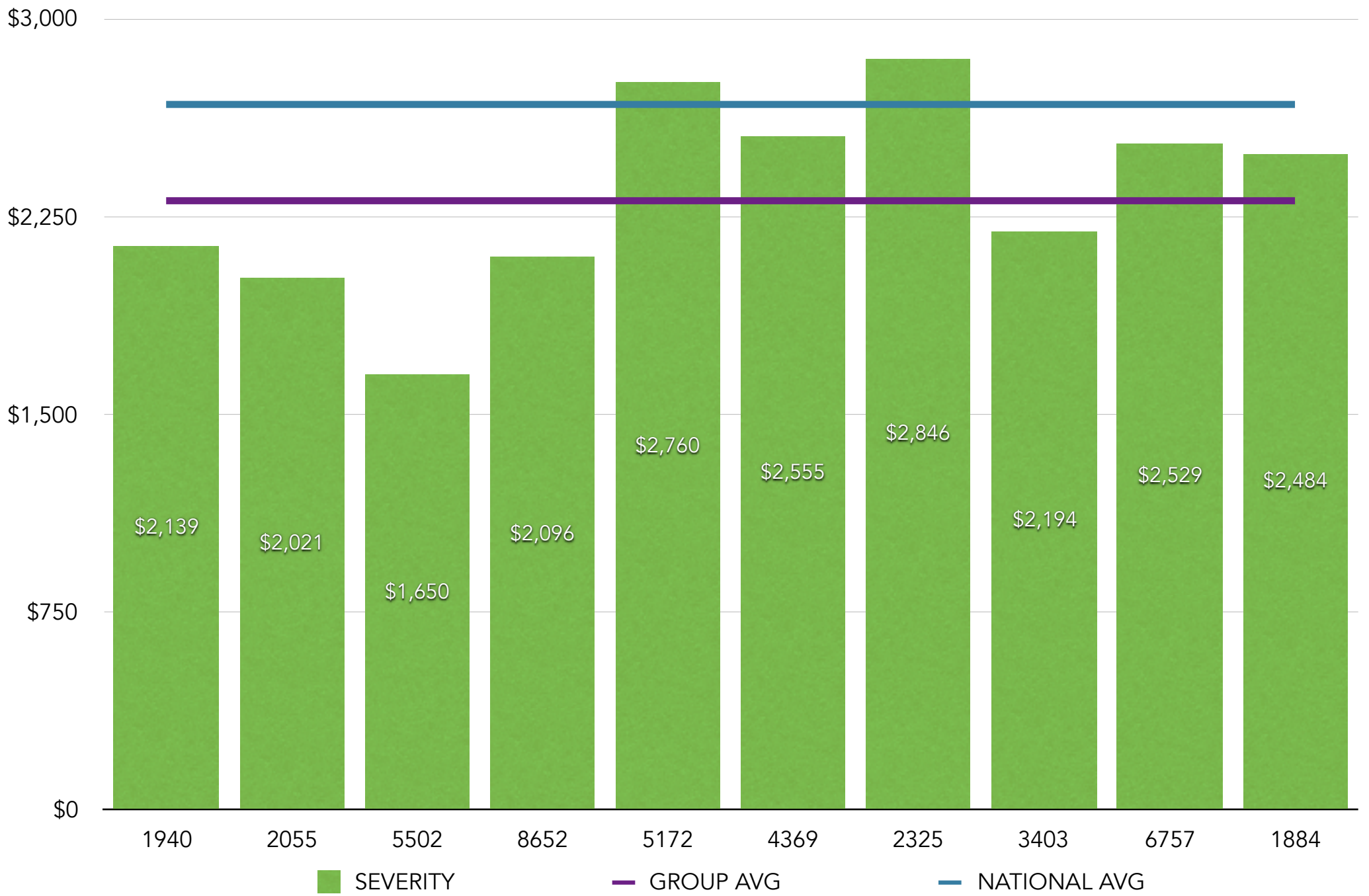
PAINT HOURS PER GALLON OF CLEAR

August 2018
Pearl Group Report
Independent Collision Centers

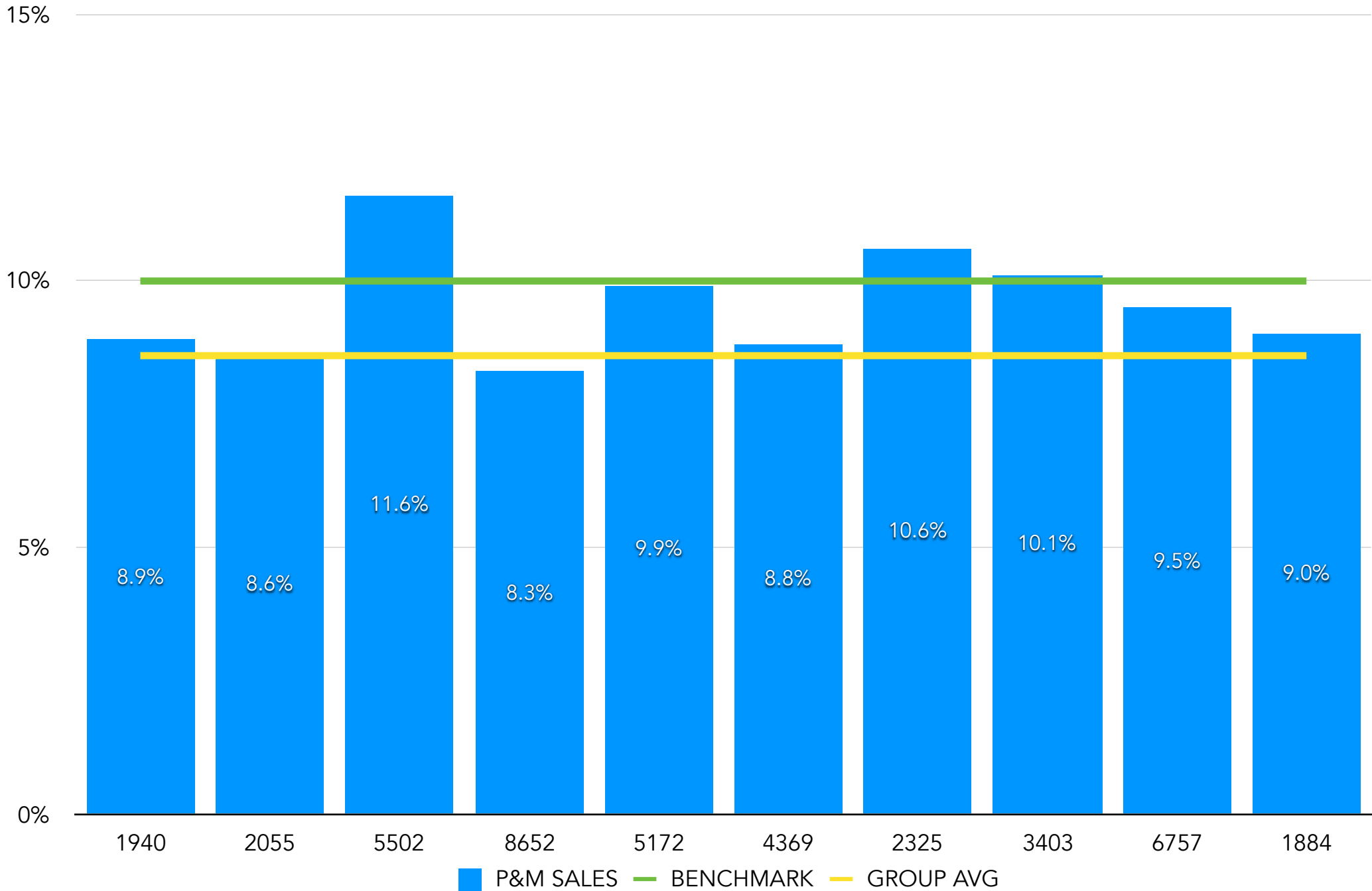
YTD TOTAL SALES GROWTH VS PREVIOUS YEAR



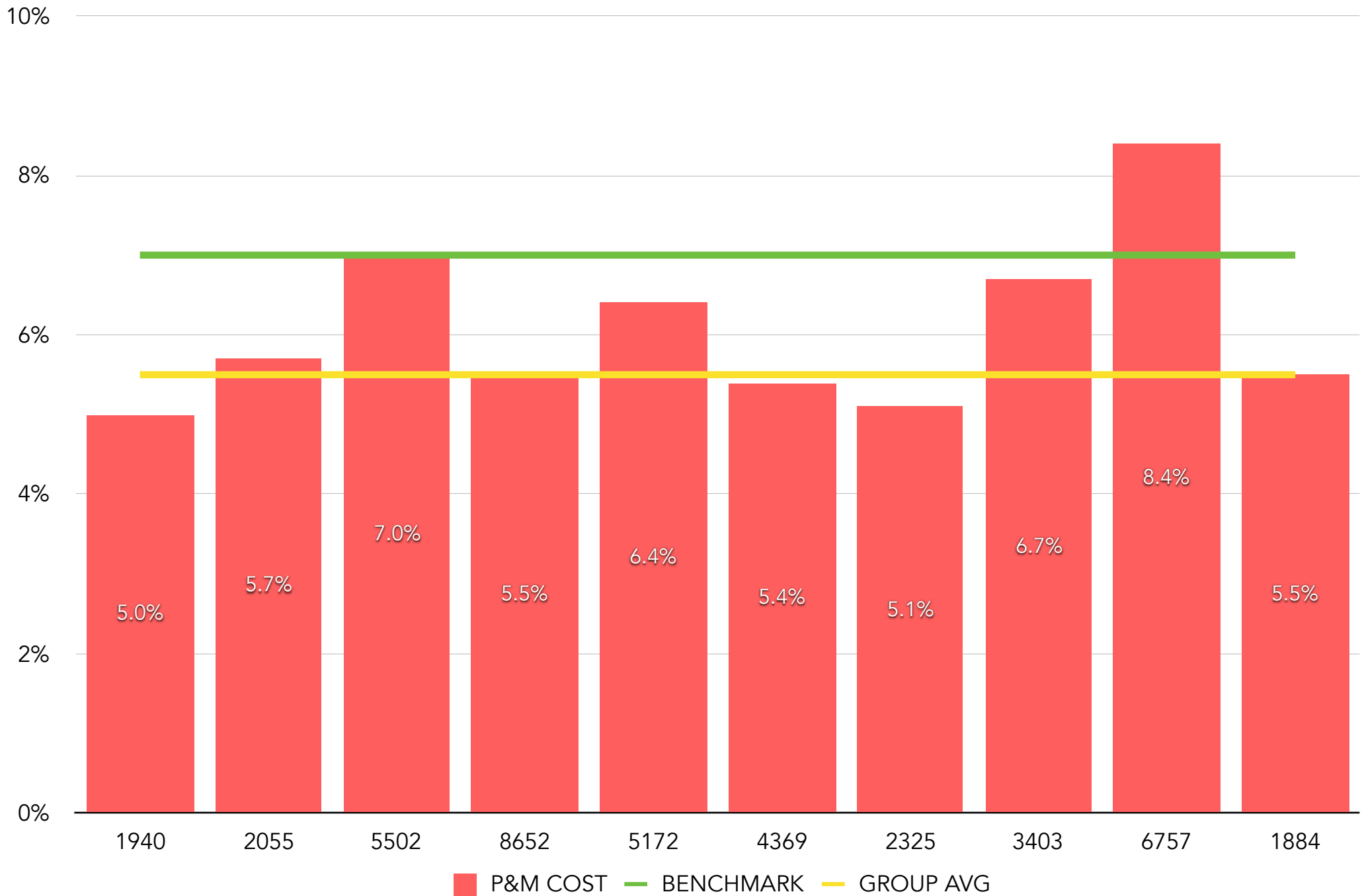
YTD SEVERITY



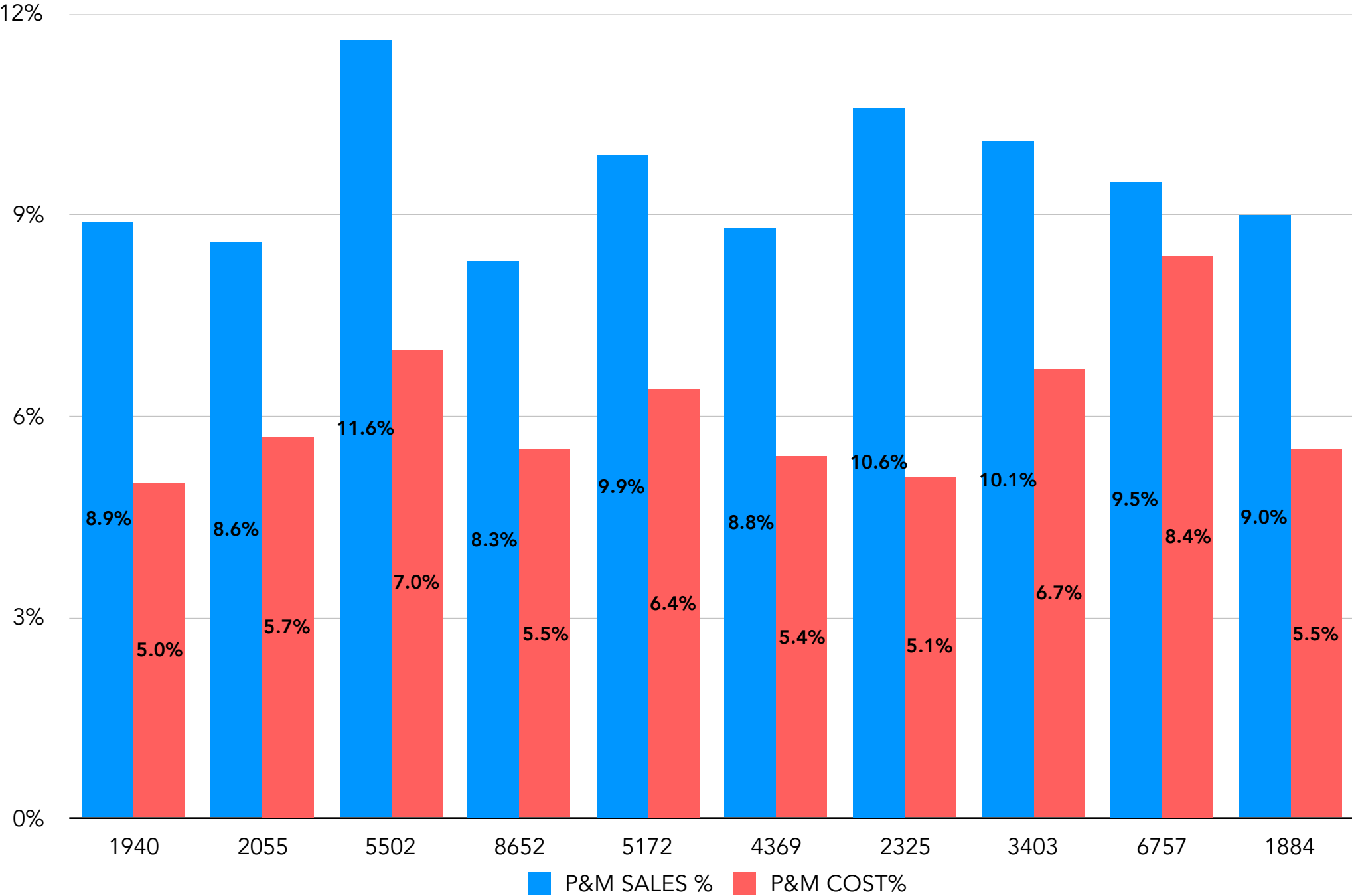
YTD P&M SALES % TO TOTAL SALES



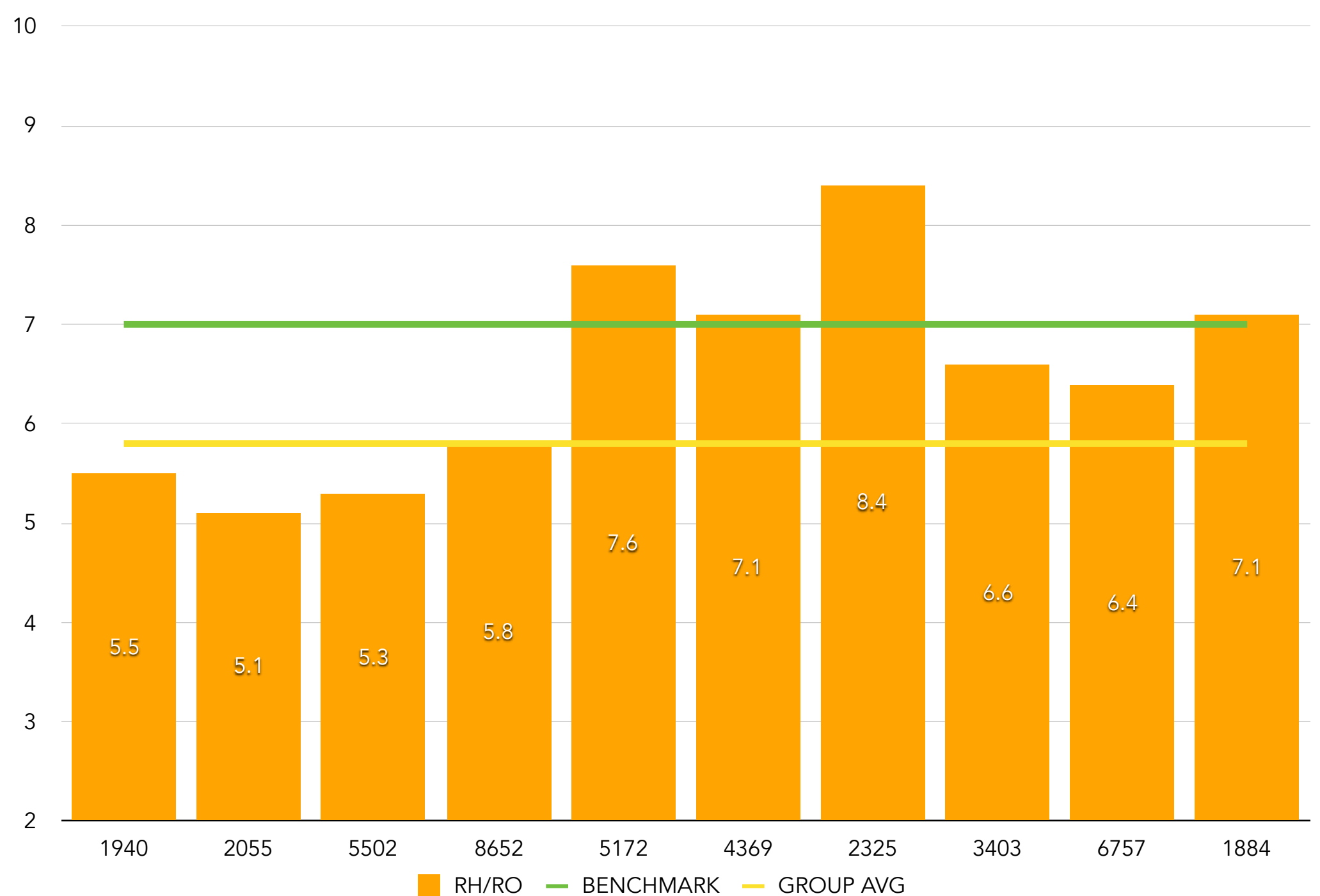
YTD COST % TO TOTAL SALES



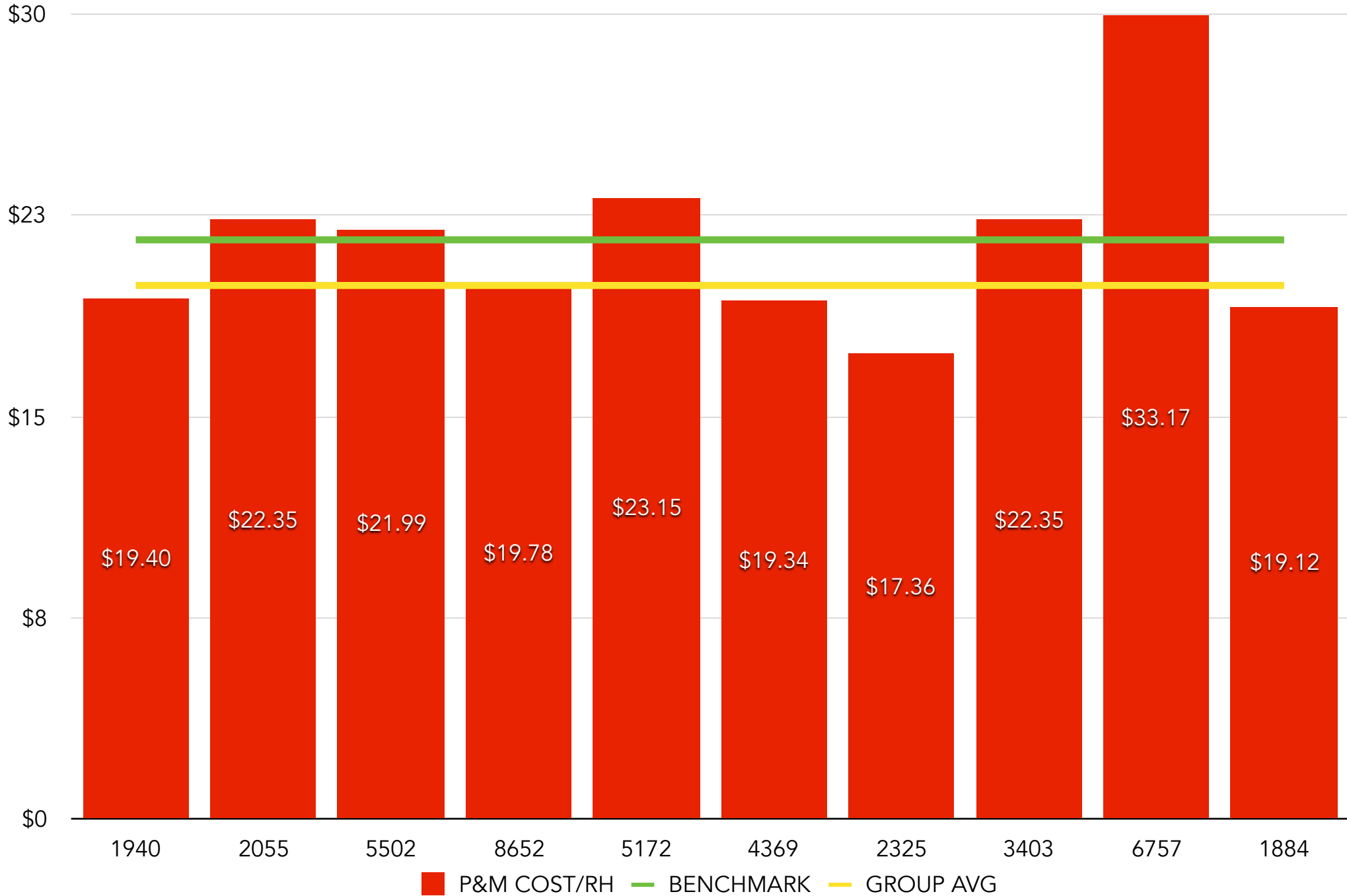
YTD P&M SALES VS COST



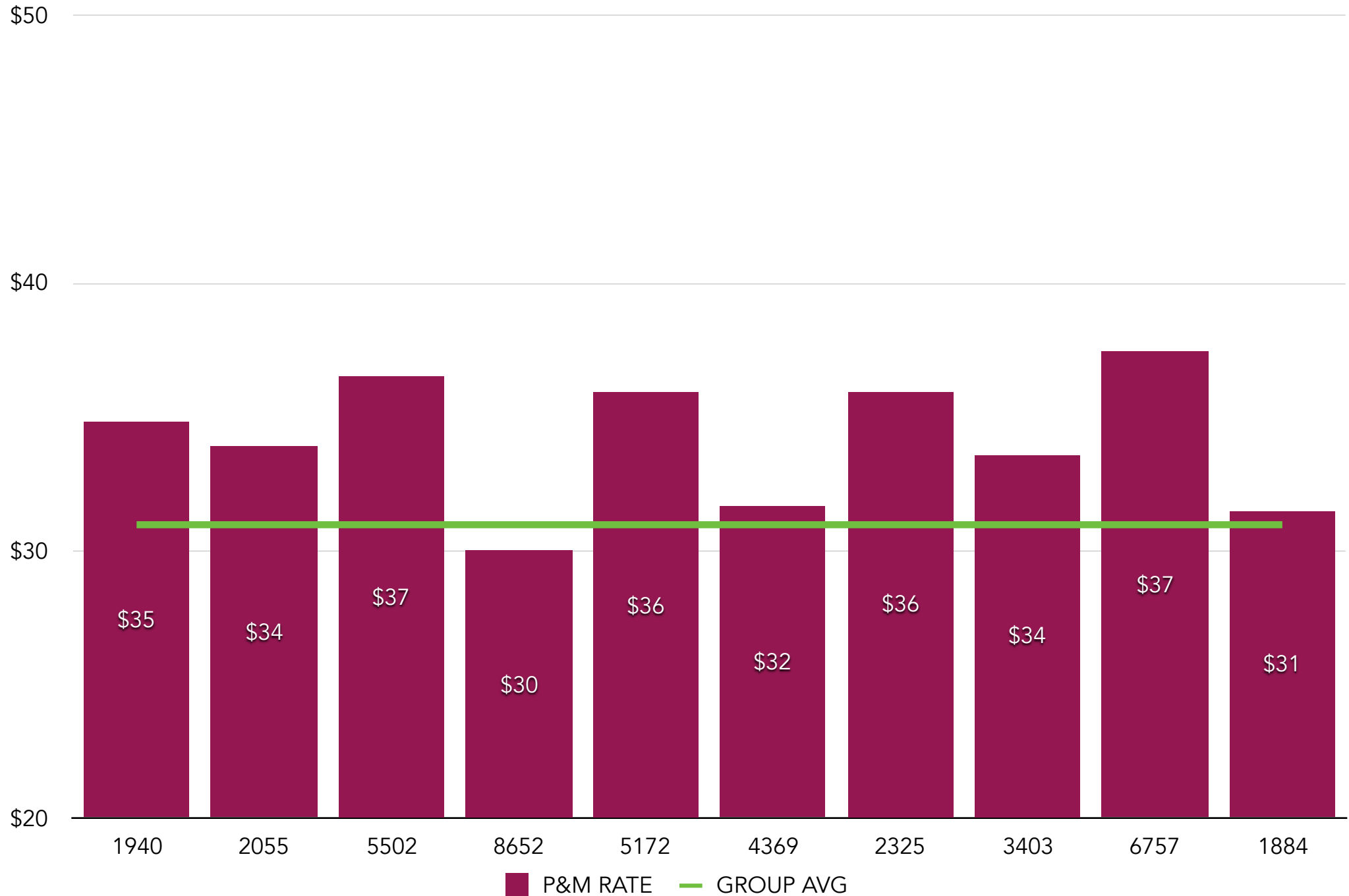
YTD REFINISH HOURS PER REPAIR ORDER



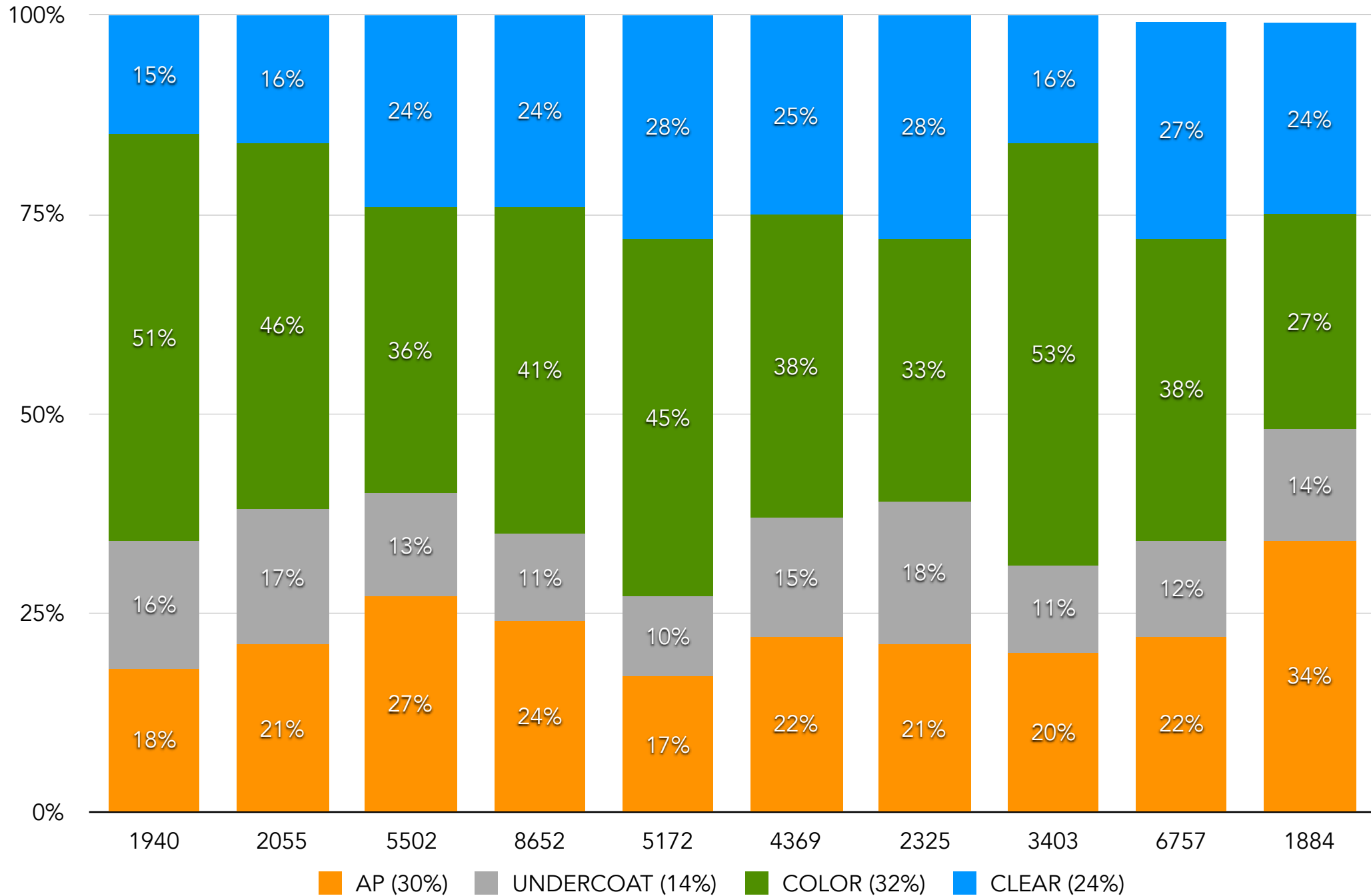
YTD PAINT AND MATERIAL COST PER REFINISH HOUR



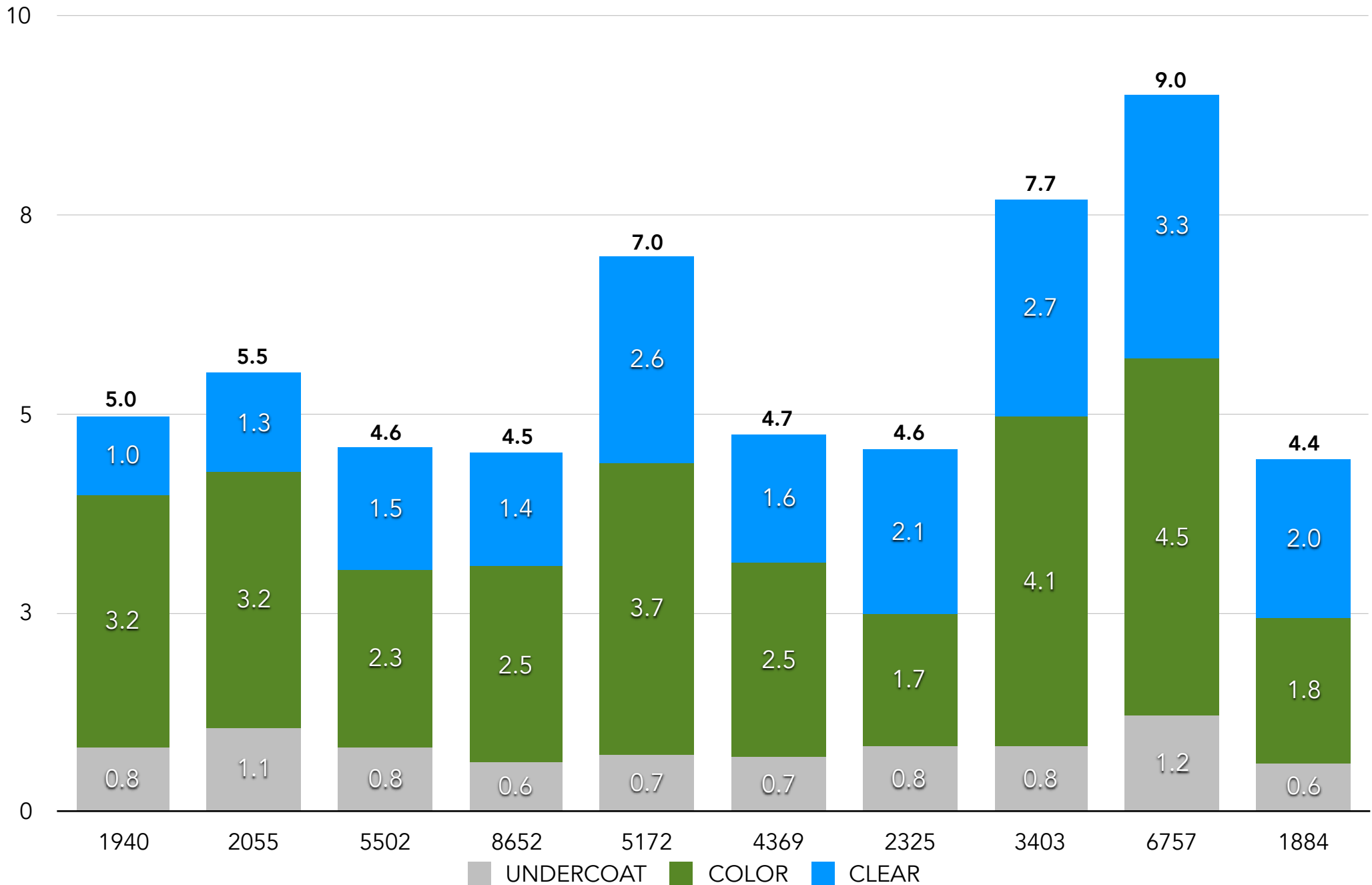
YTD EFFECTIVE P&M RATE



YTD GROUP PRODUCT MIX



YTD OUNCES OF LIQUID PER REFINISH HOUR



YTD PAINT HOURS PER GALLON OF CLEAR

