



COLORVISION

PROFIT MANAGEMENT

**GROSS SALES & RO COUNT 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

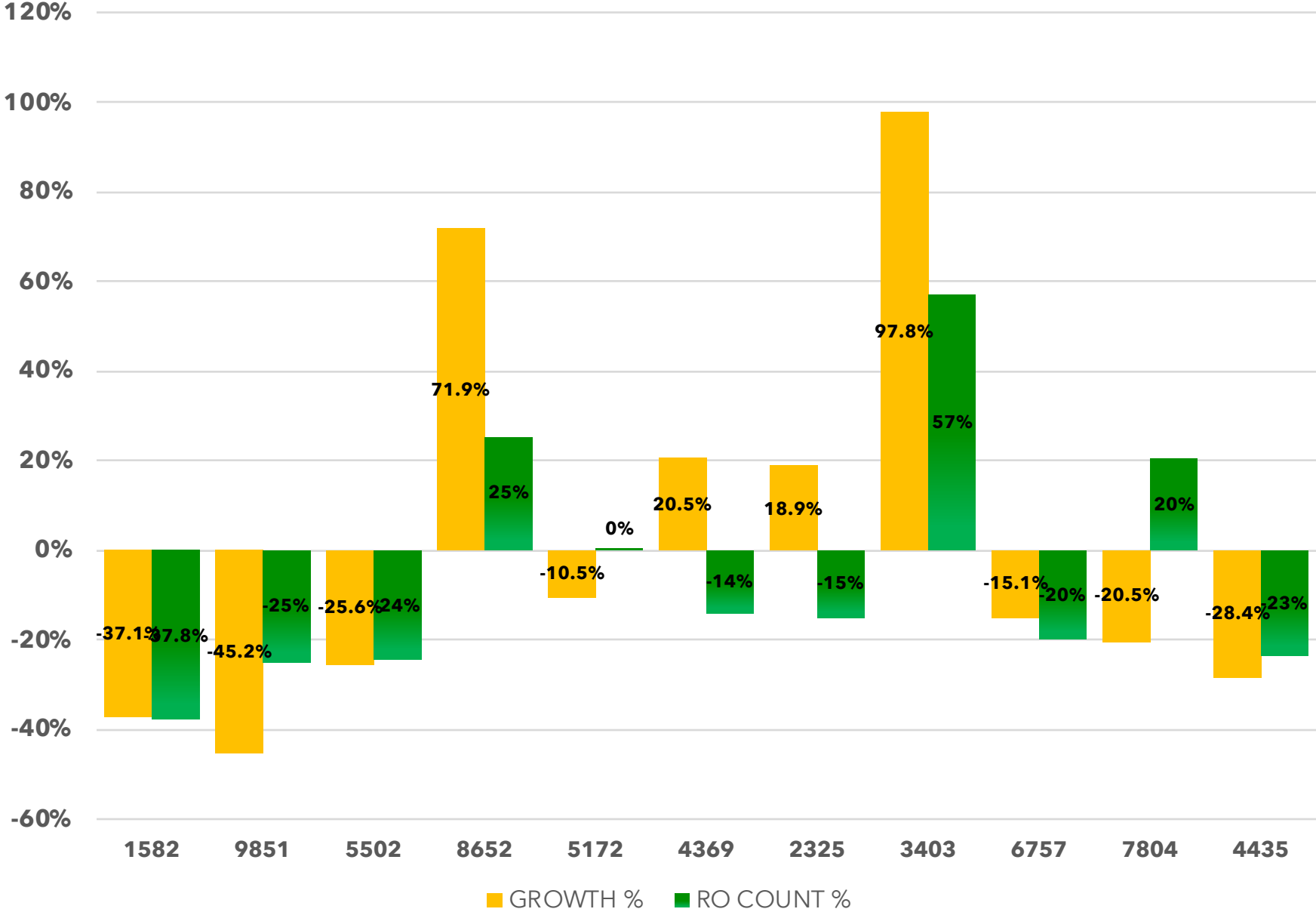
PRODUCT MIX

OUNCES OF LIQUID PER REFINISH HOUR

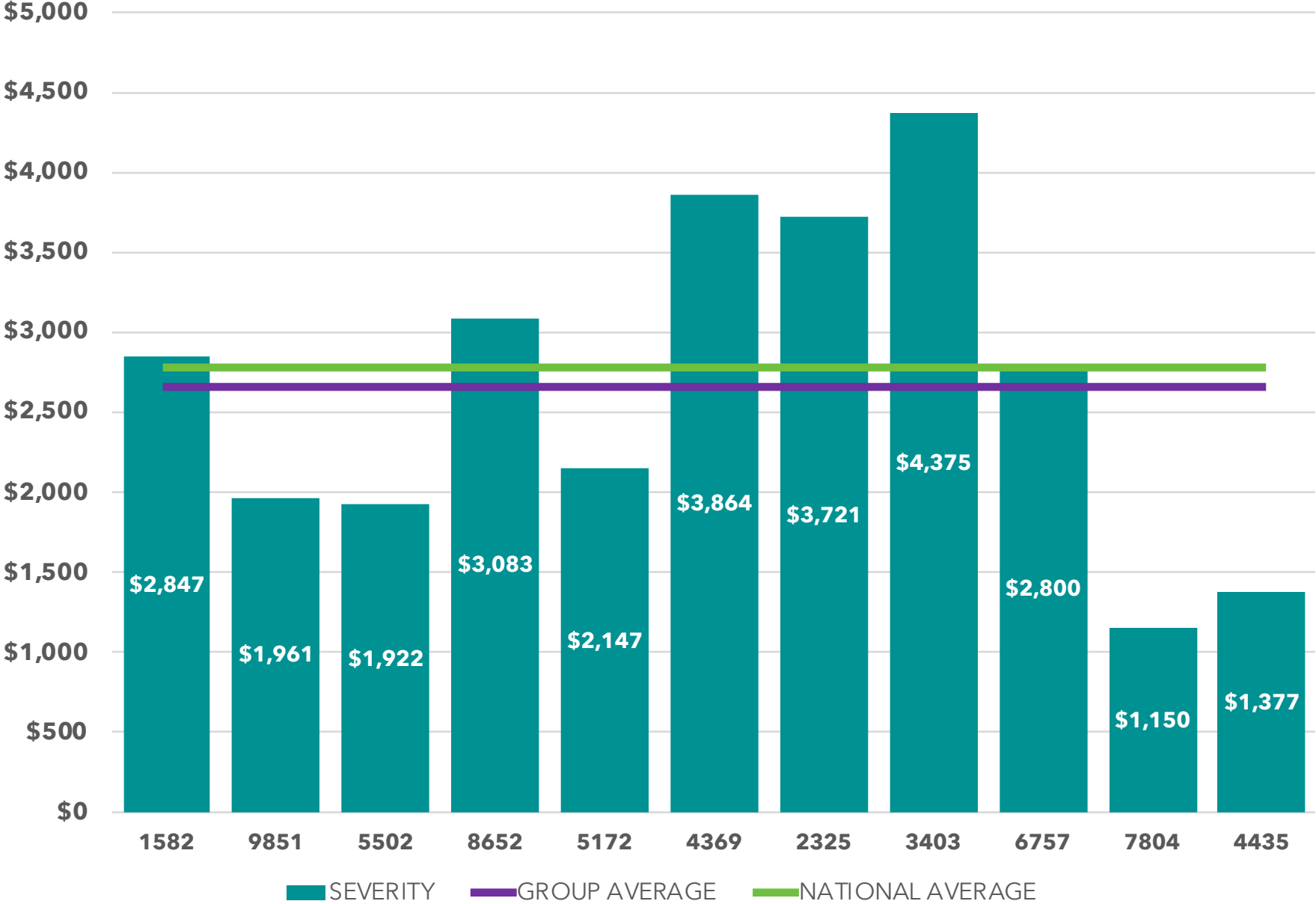
PAINT HOURS PER GALLON OF CLEAR

**JUNE 2020
PEARL GROUP REPORT
INDEPENDENT COLLISION CENTERS**

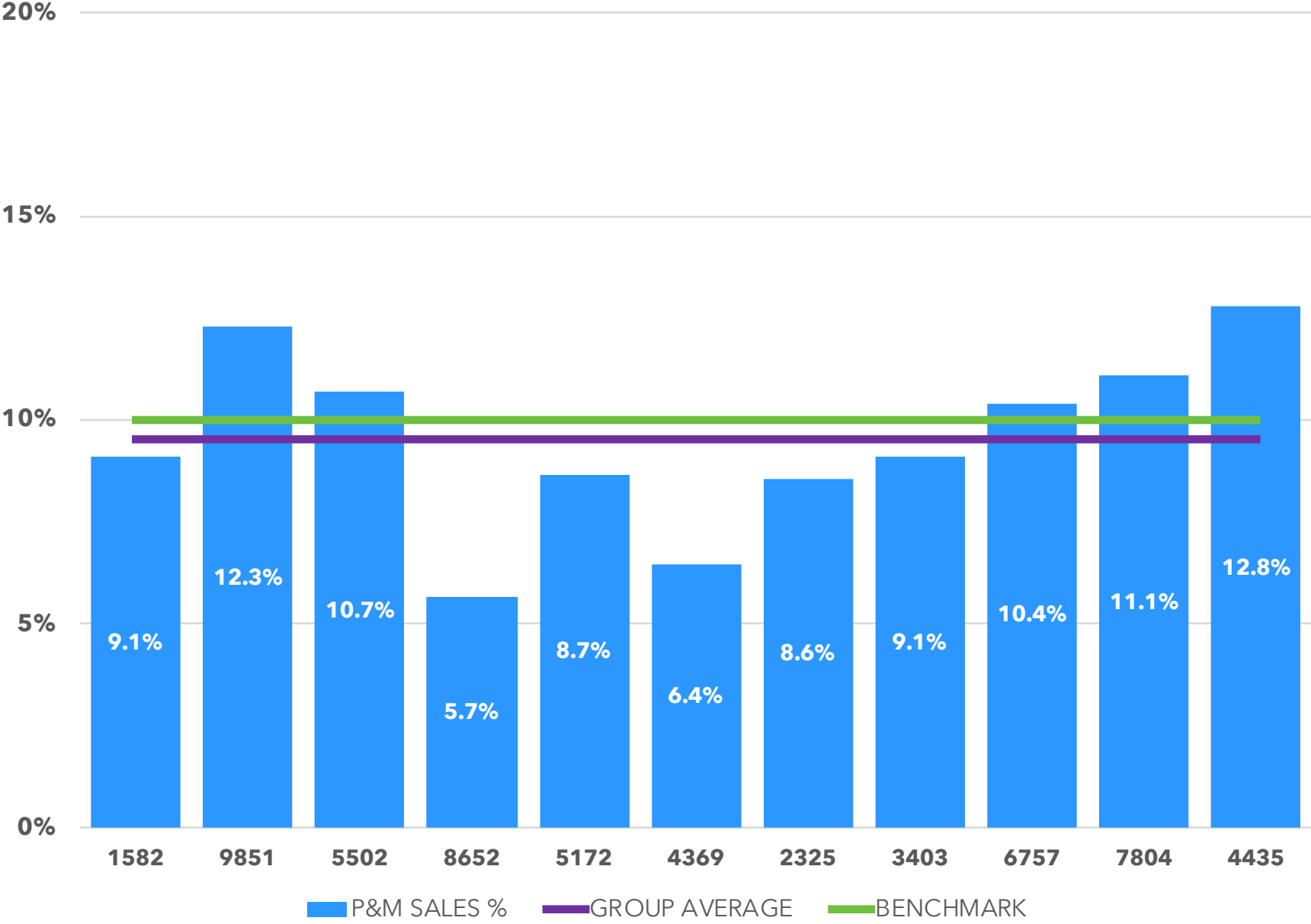
YTD GROSS SALES & RO COUNT GROWTH VS PRIOR PERIOD



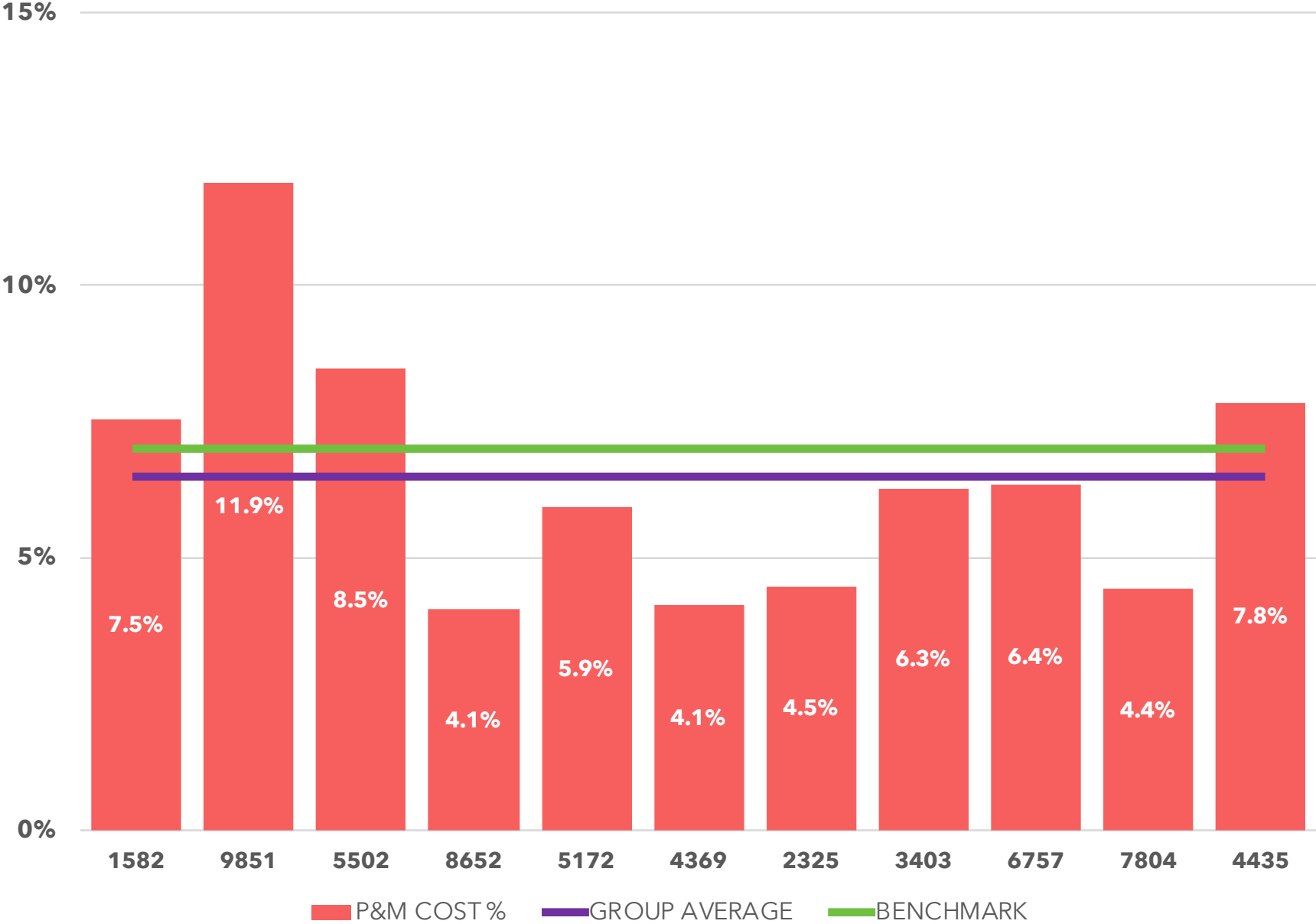
YTD SEVERITY



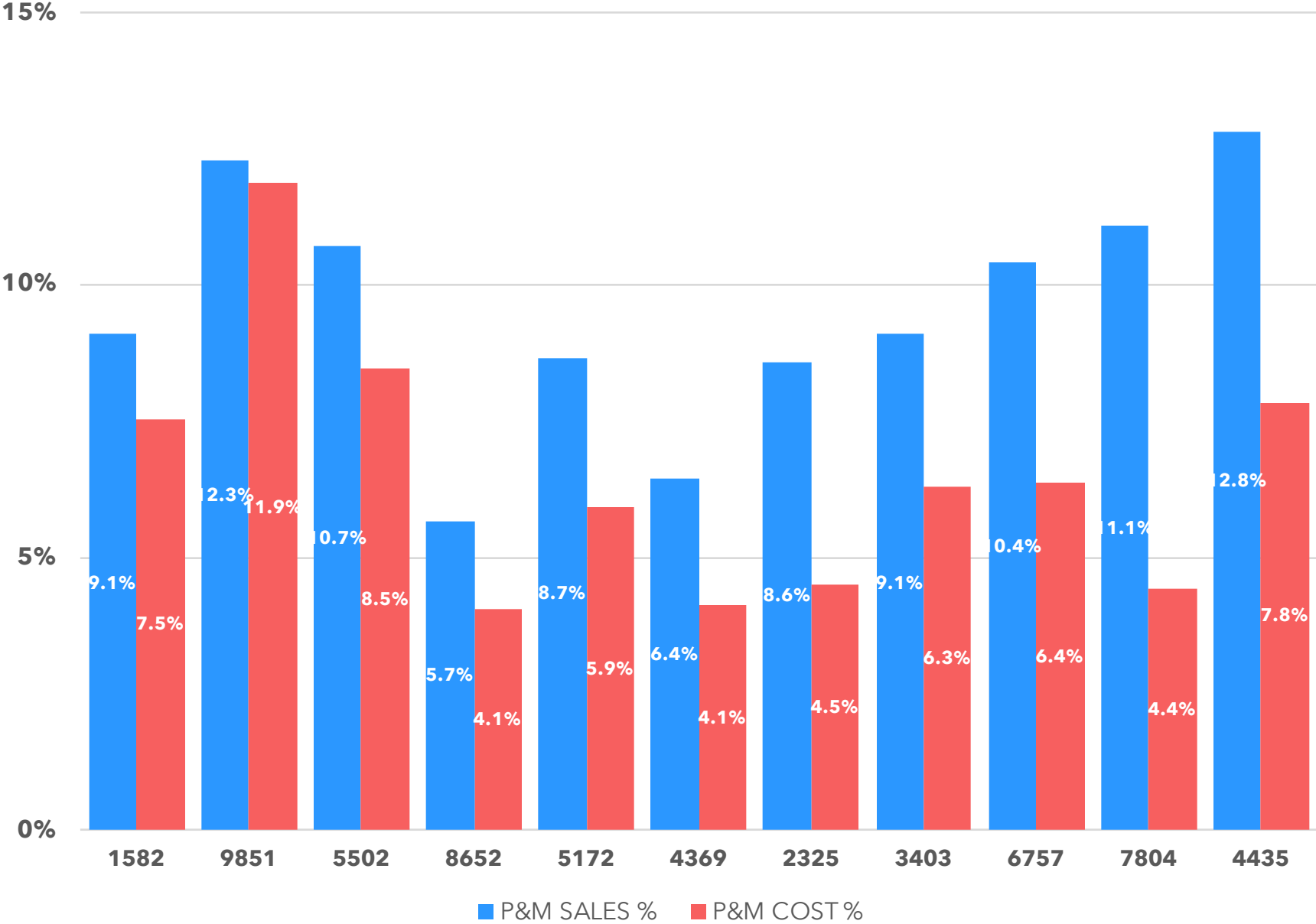
YTD P&M SALES % TO TOTAL SALES



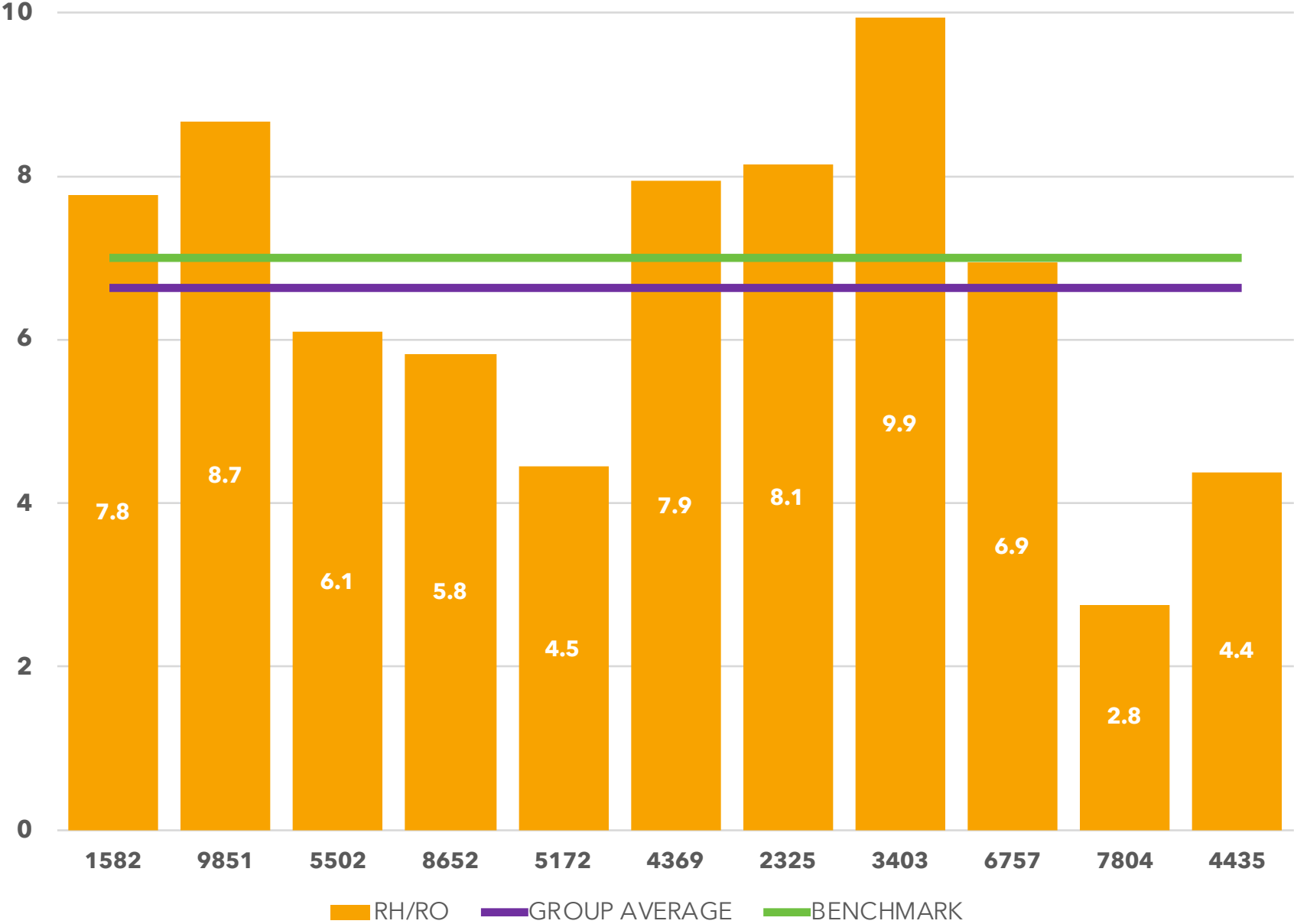
YTD P&M COST % TO TOTAL SALES



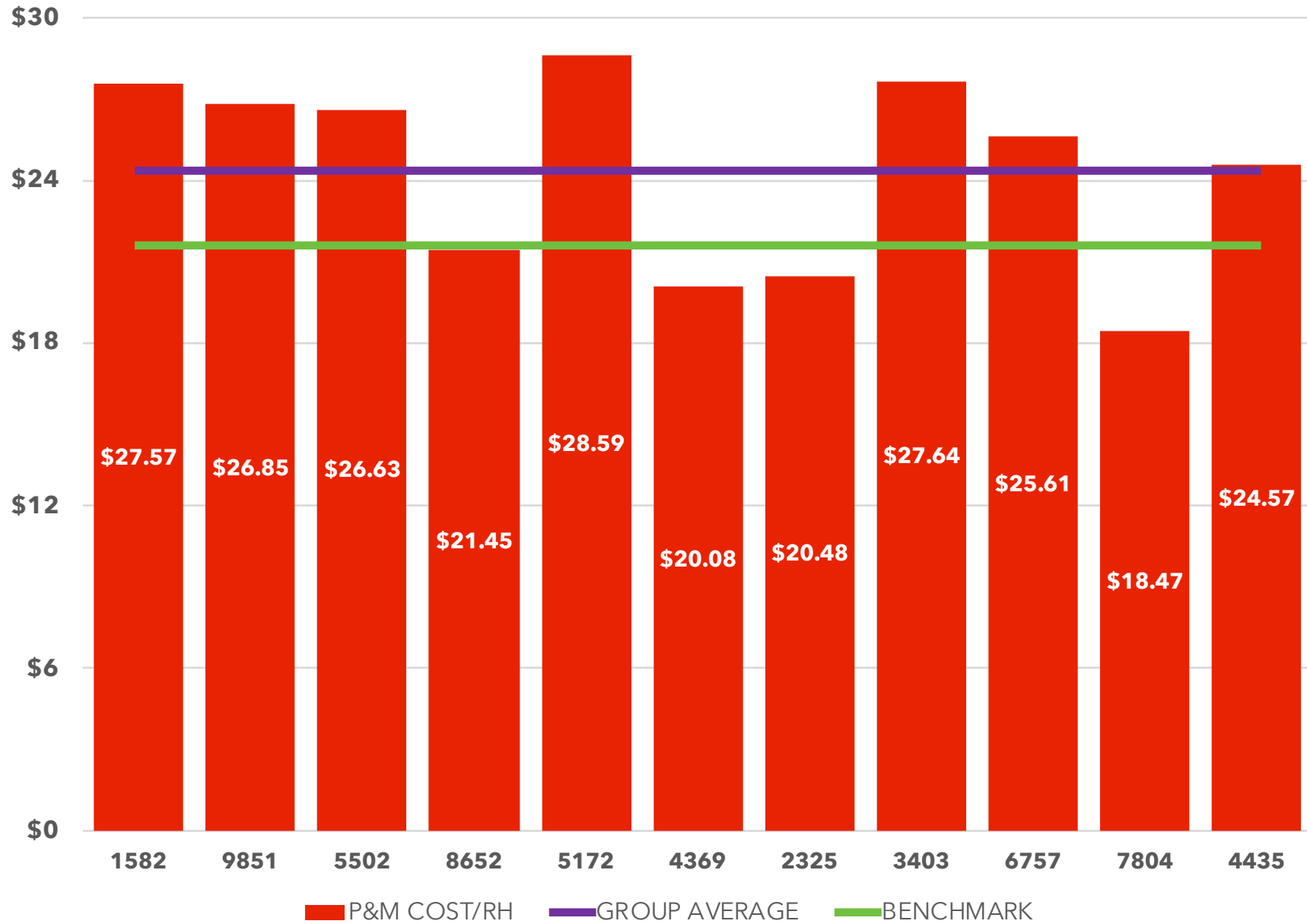
YTD P&M SALES VS COST



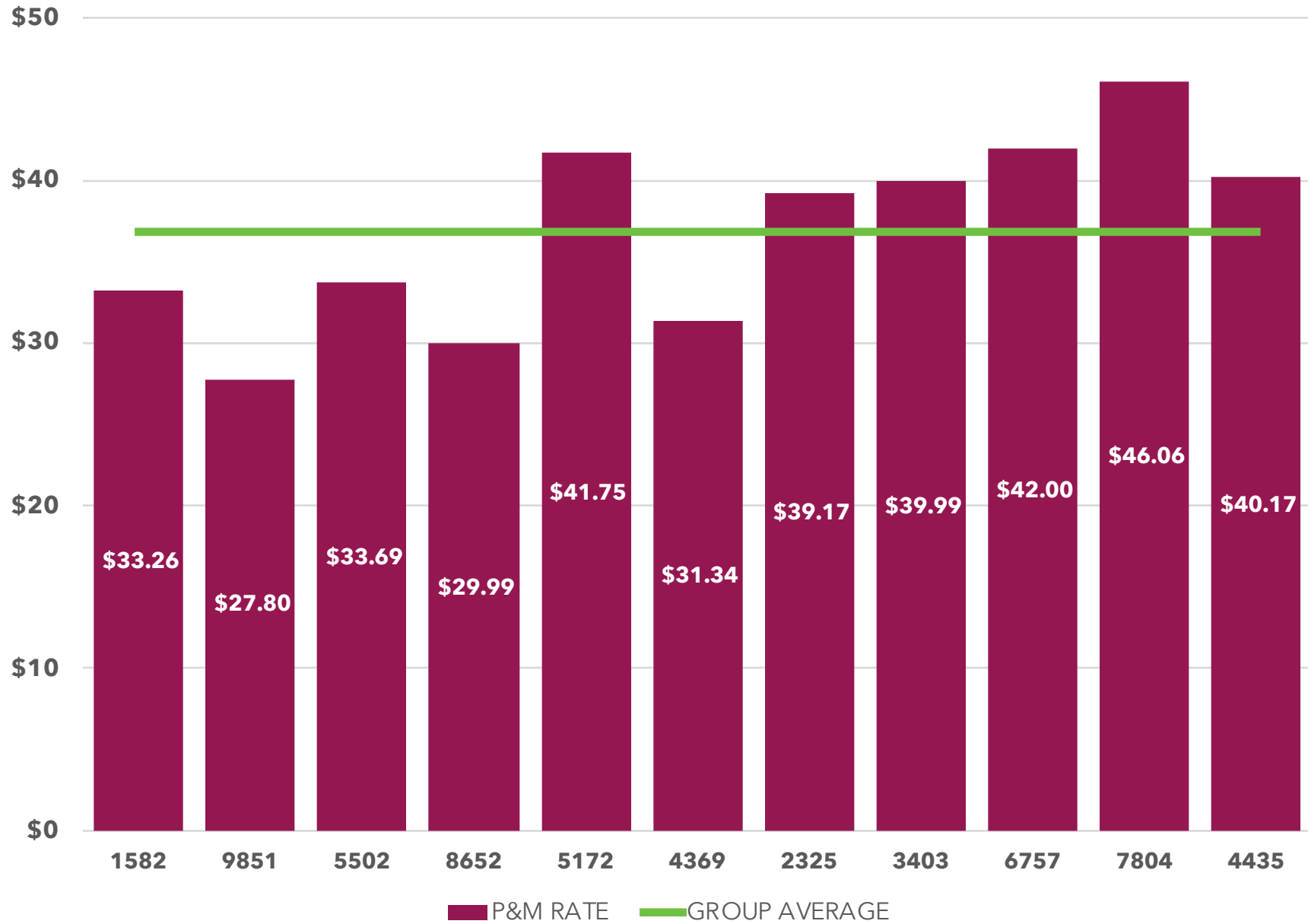
YTD REFINISH HOURS PER REPAIR ORDER



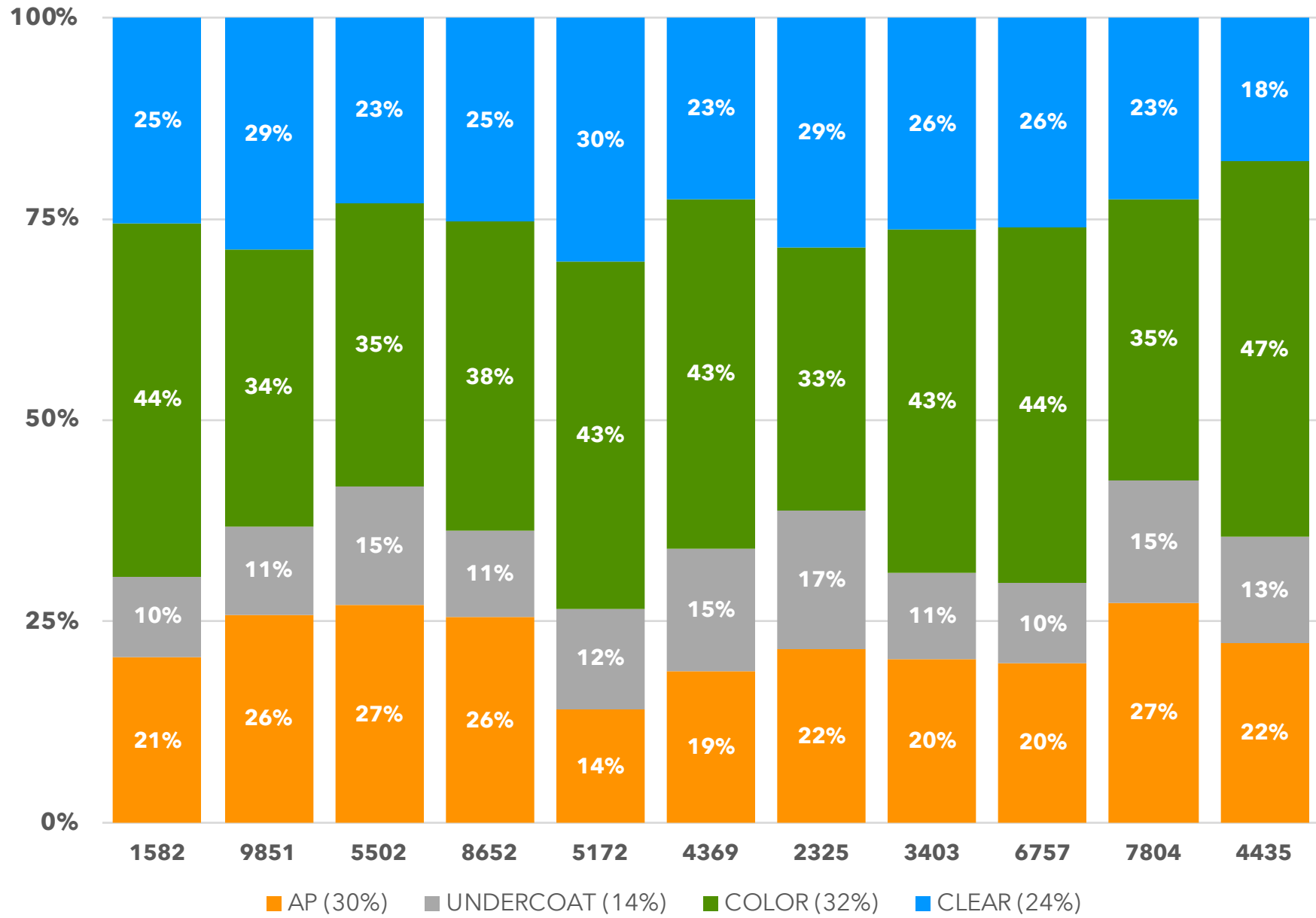
YTD P&M COST PER REFINISH HOUR



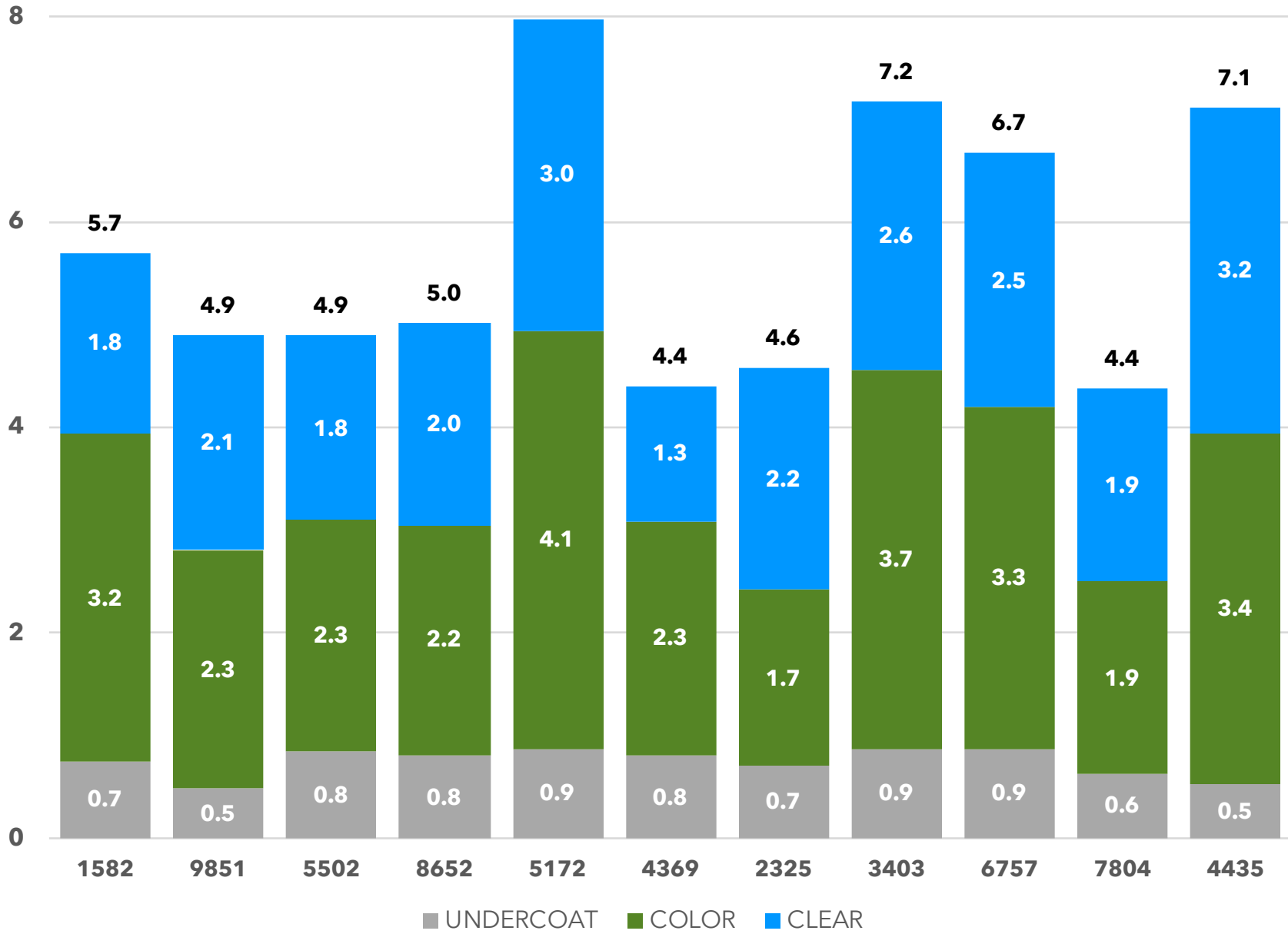
YTD EFFECTIVE P&M RATE



YTD PRODUCT MIX



YTD OUNCES OF LIQUID PER REFINISH HOUR



YTD REFINISH HOURS PER GALLON OF CLEAR

