



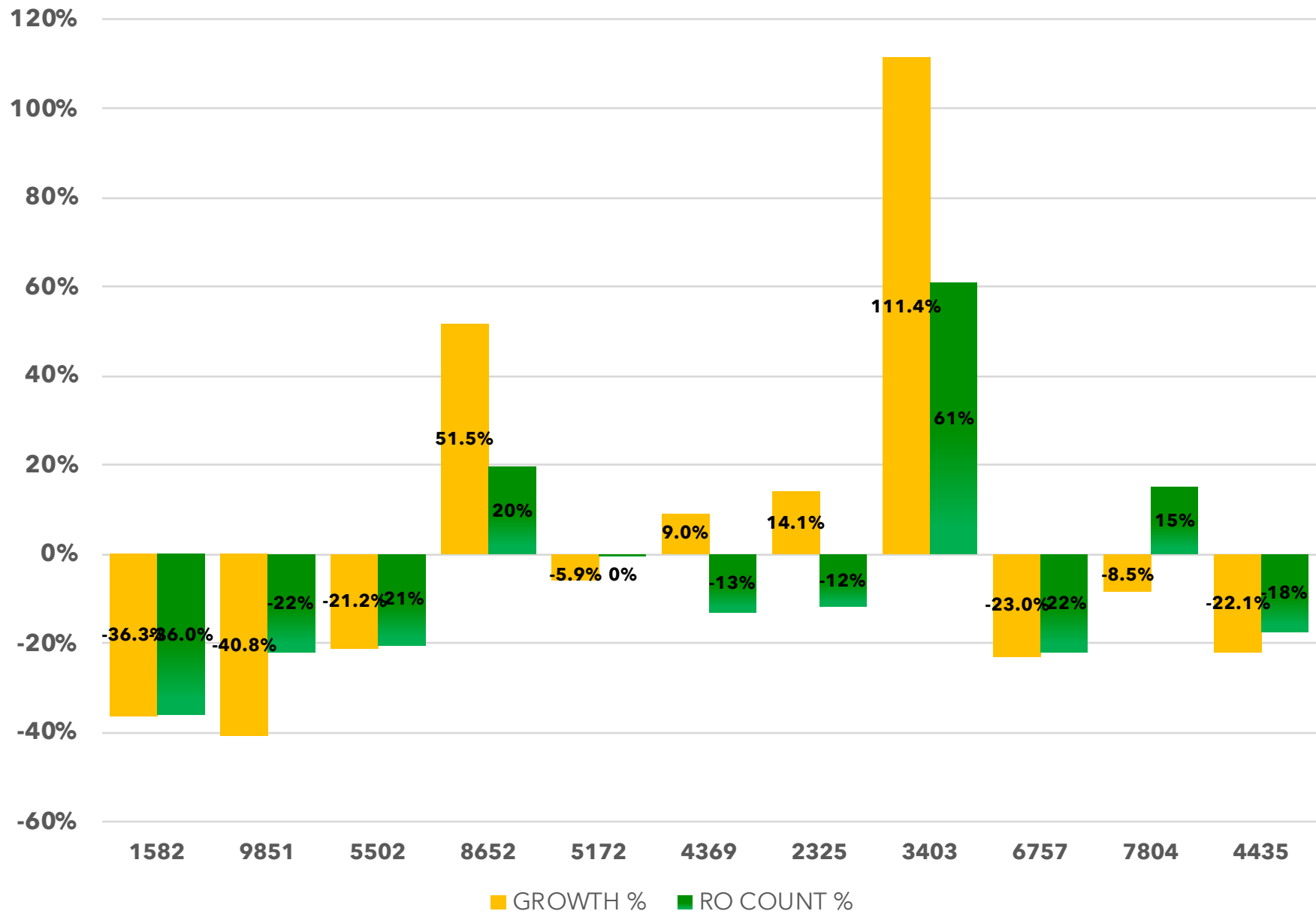
COLORVISION

PROFIT MANAGEMENT

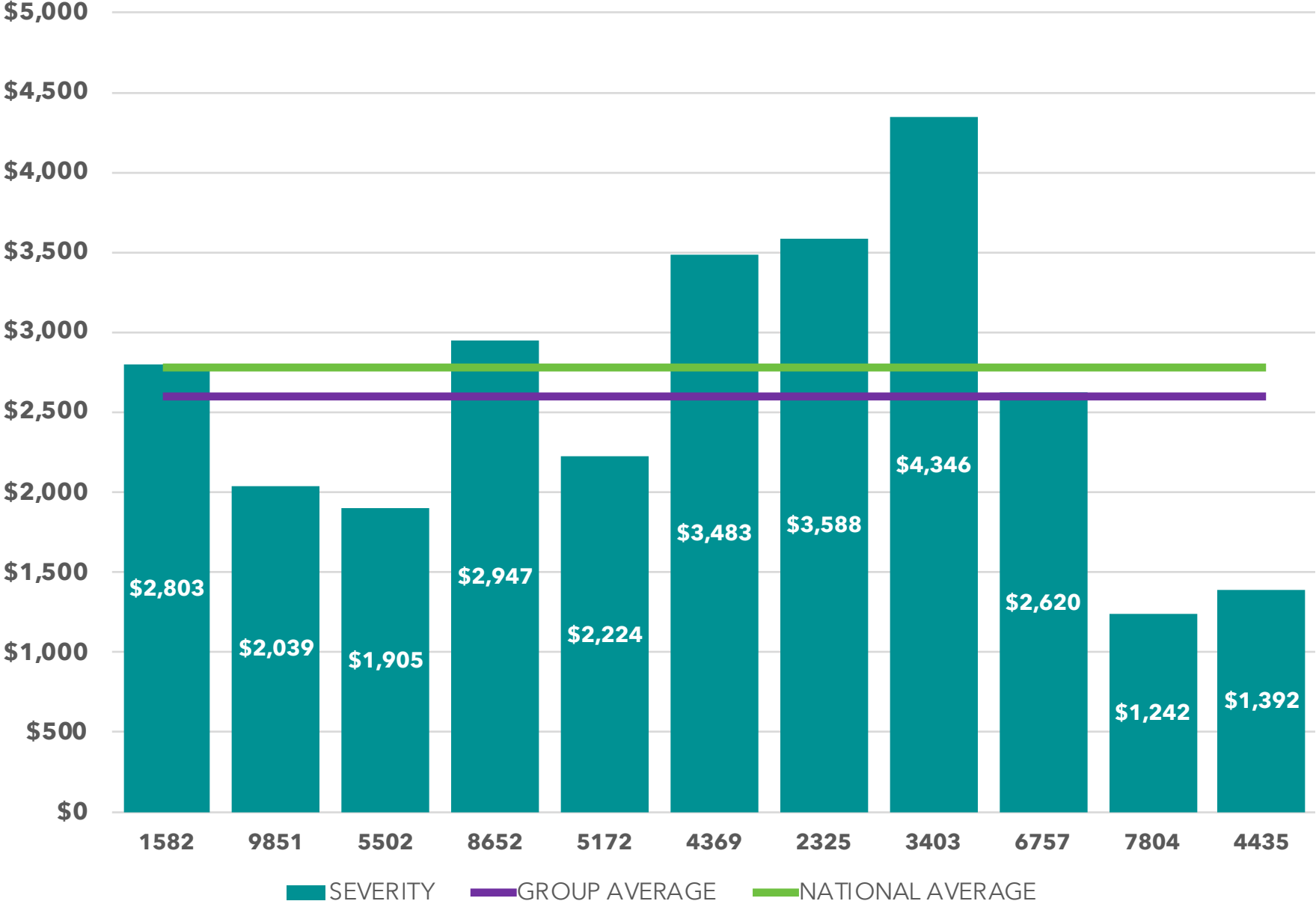
**GROSS SALES & RO COUNT VS PREVIOUS YEAR
SEVERITY
P&M SALES TO TOTAL SALES
P&M COST TO TOTAL SALES
P&M SALES VS COST
REFINISH HOURS PER REPAIR ORDER
P&M COST PER REFINISH HOUR
EFFECTIVE P&M RATE
PRODUCT MIX
OUNCES OF LIQUID PER REFINISH HOUR
PAINT HOURS PER GALLON OF CLEAR**

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

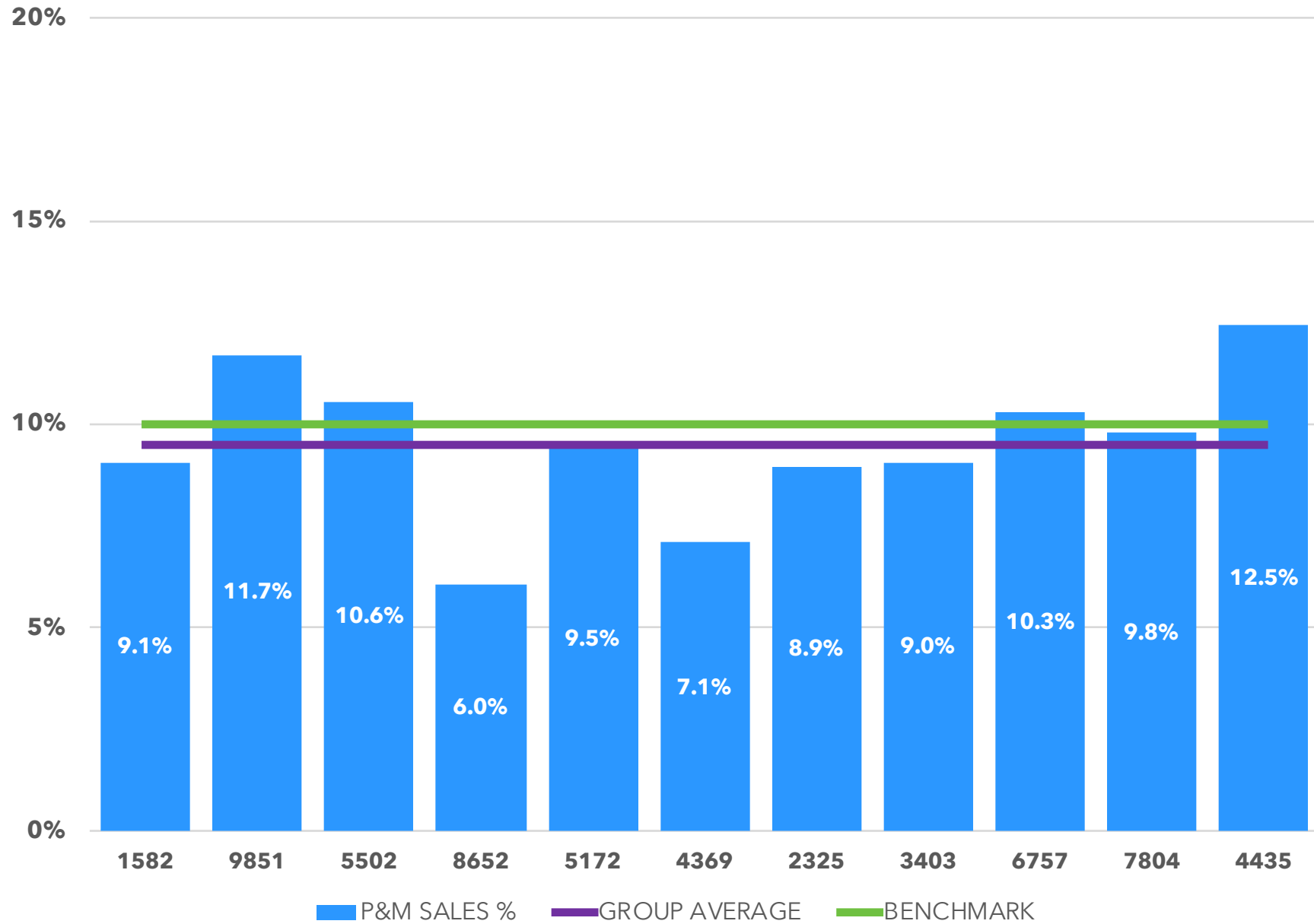
YTD GROSS SALES & RO COUNT GROWTH VS PRIOR PERIOD



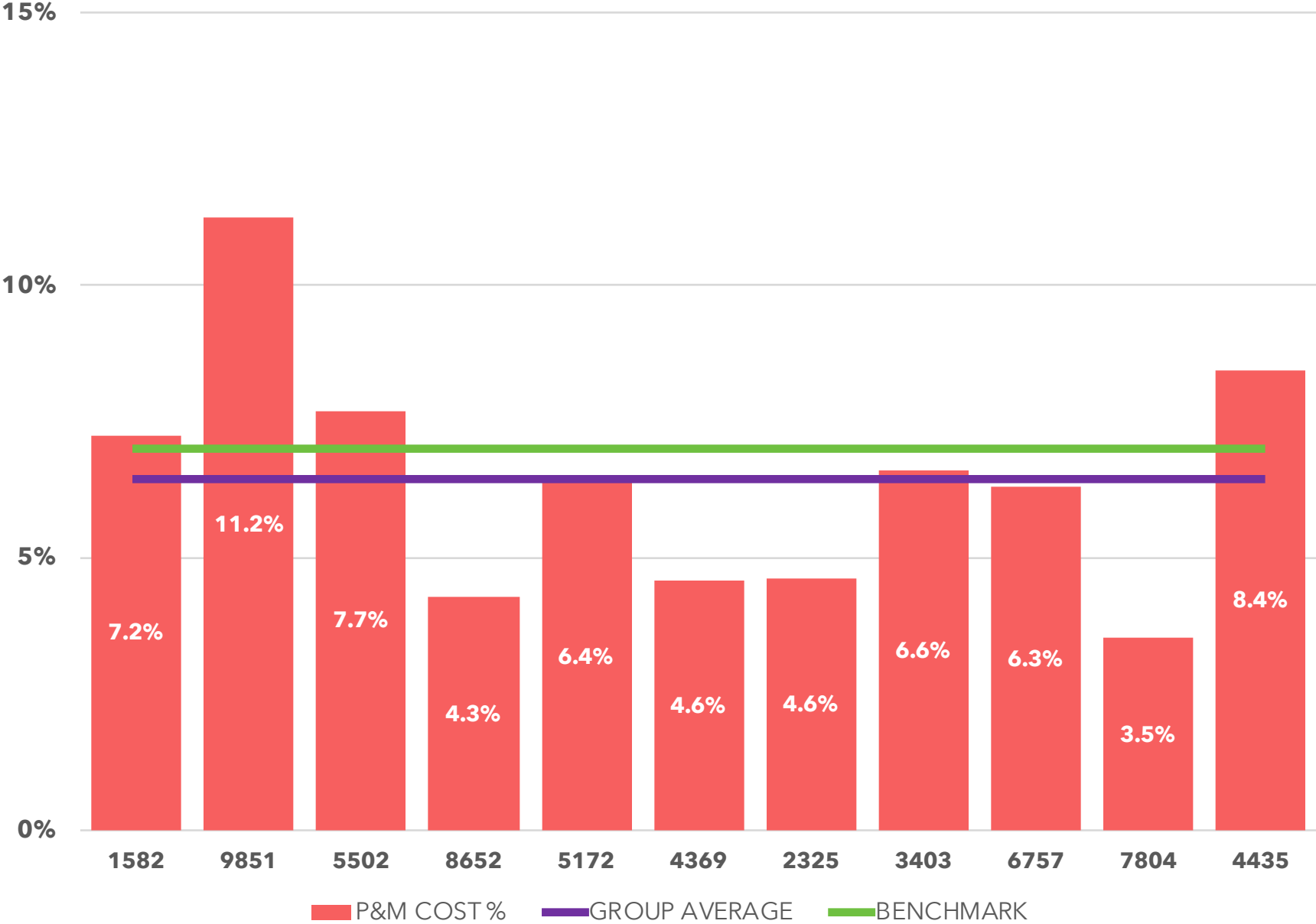
YTD SEVERITY



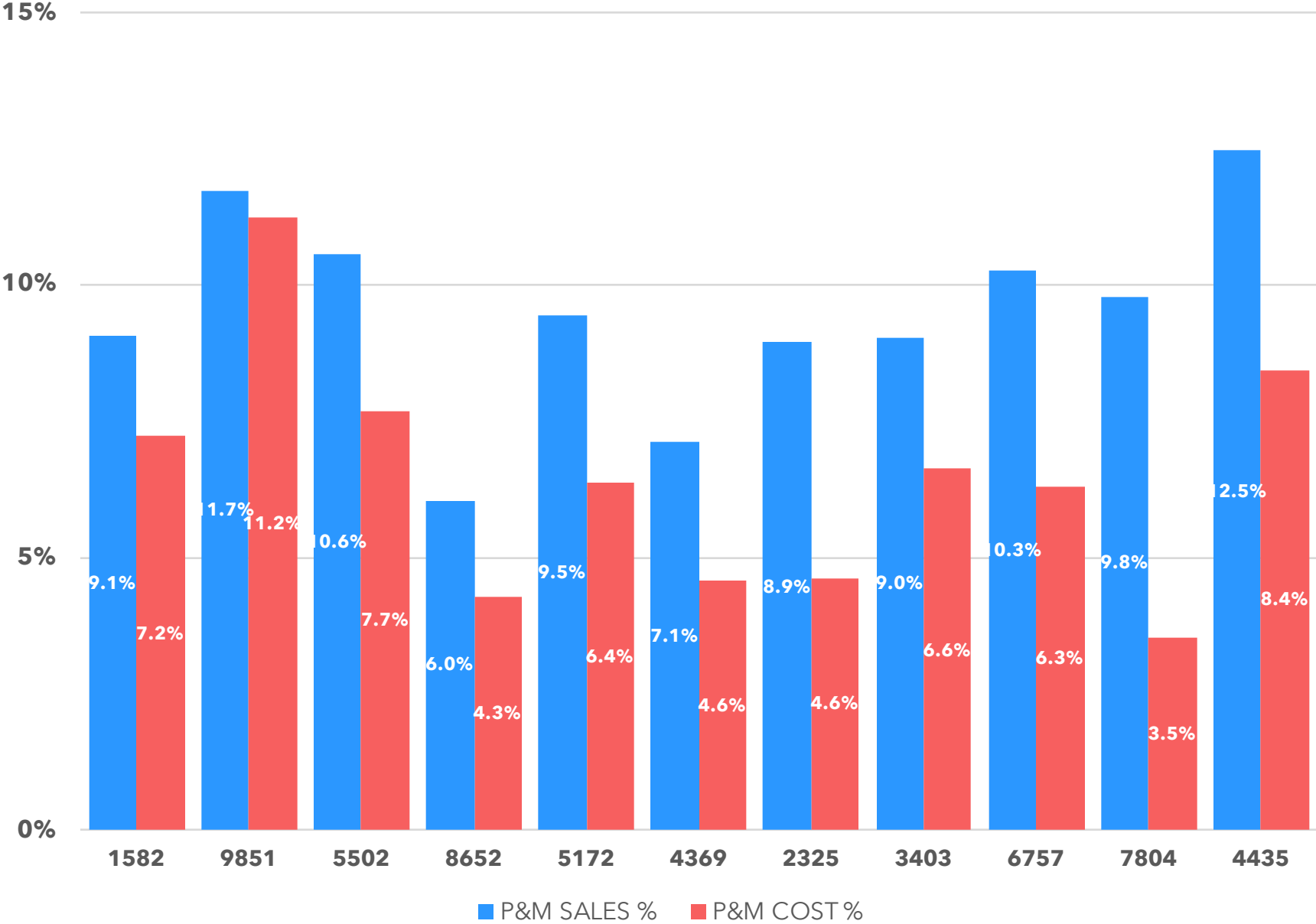
YTD P&M SALES % TO TOTAL SALES



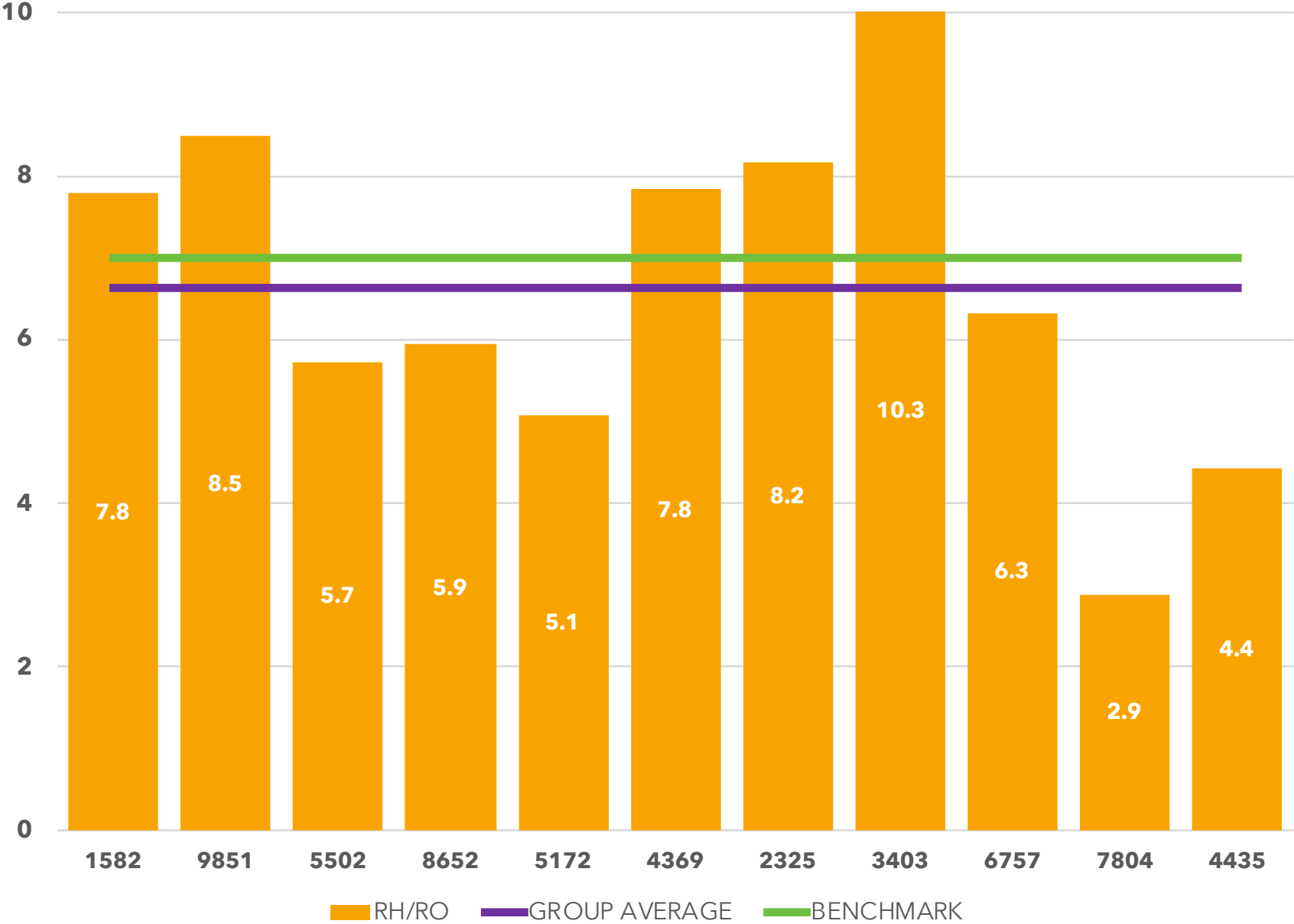
YTD P&M COST % TO TOTAL SALES



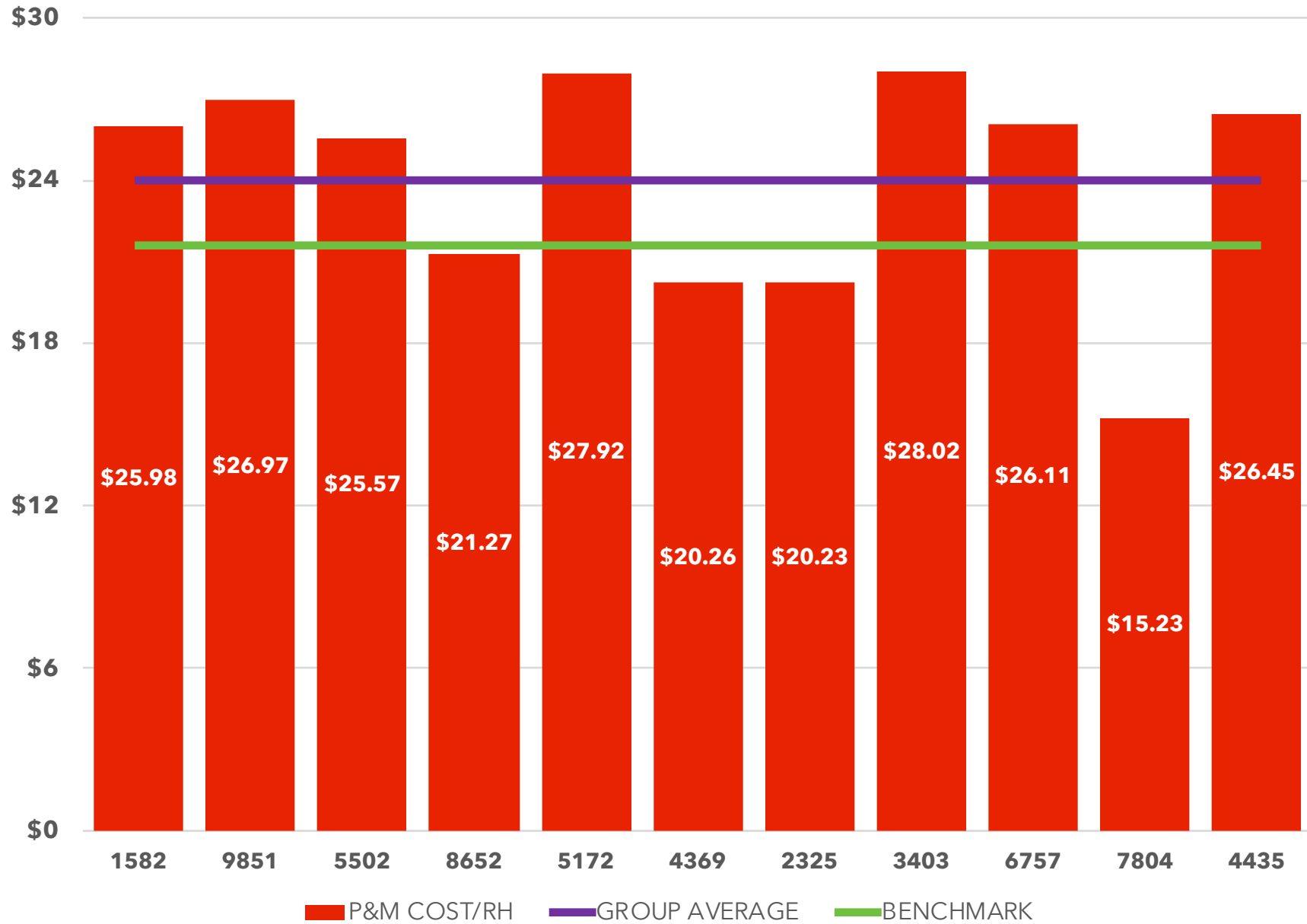
YTD P&M SALES VS COST



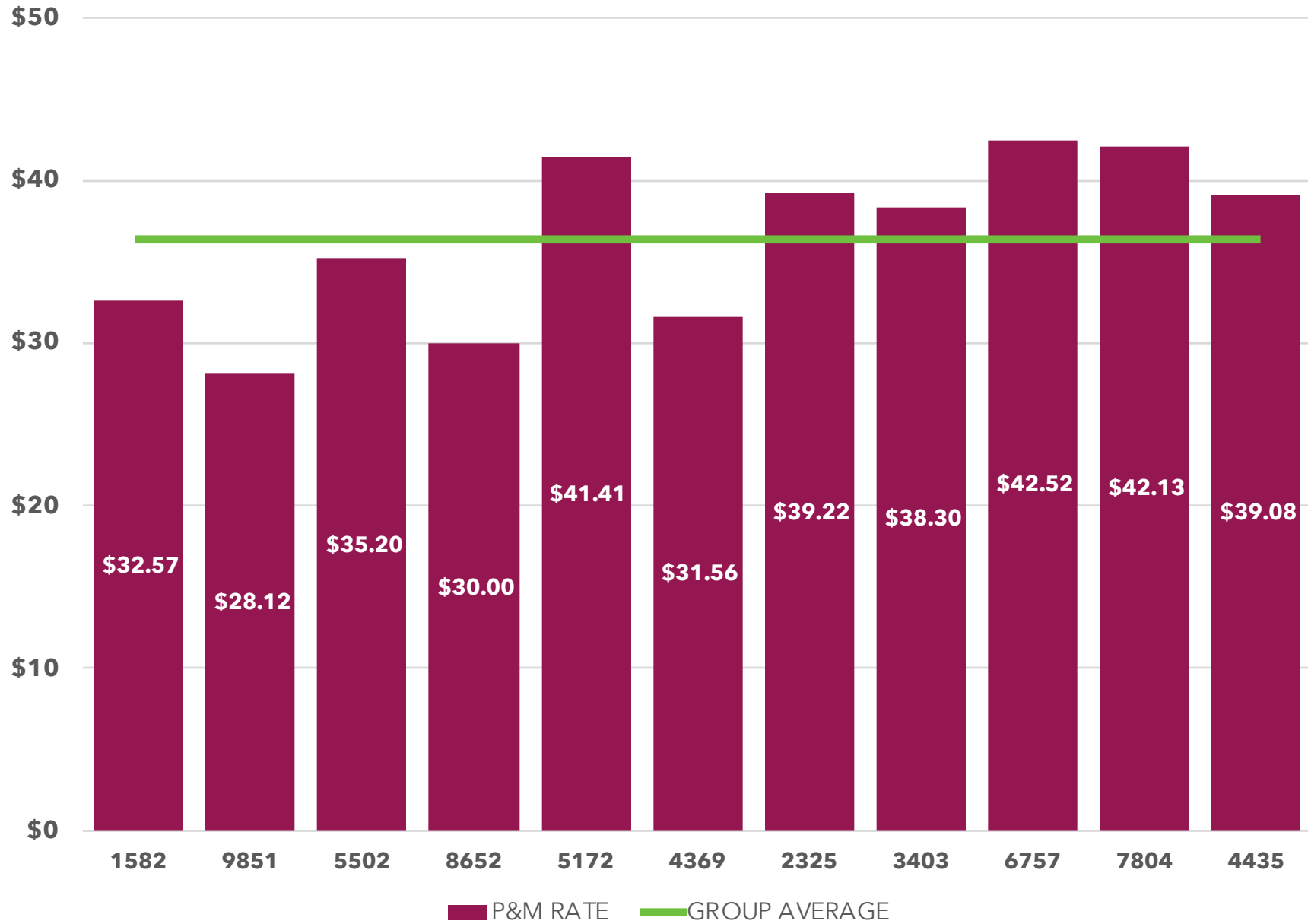
YTD REFINISH HOURS PER REPAIR ORDER



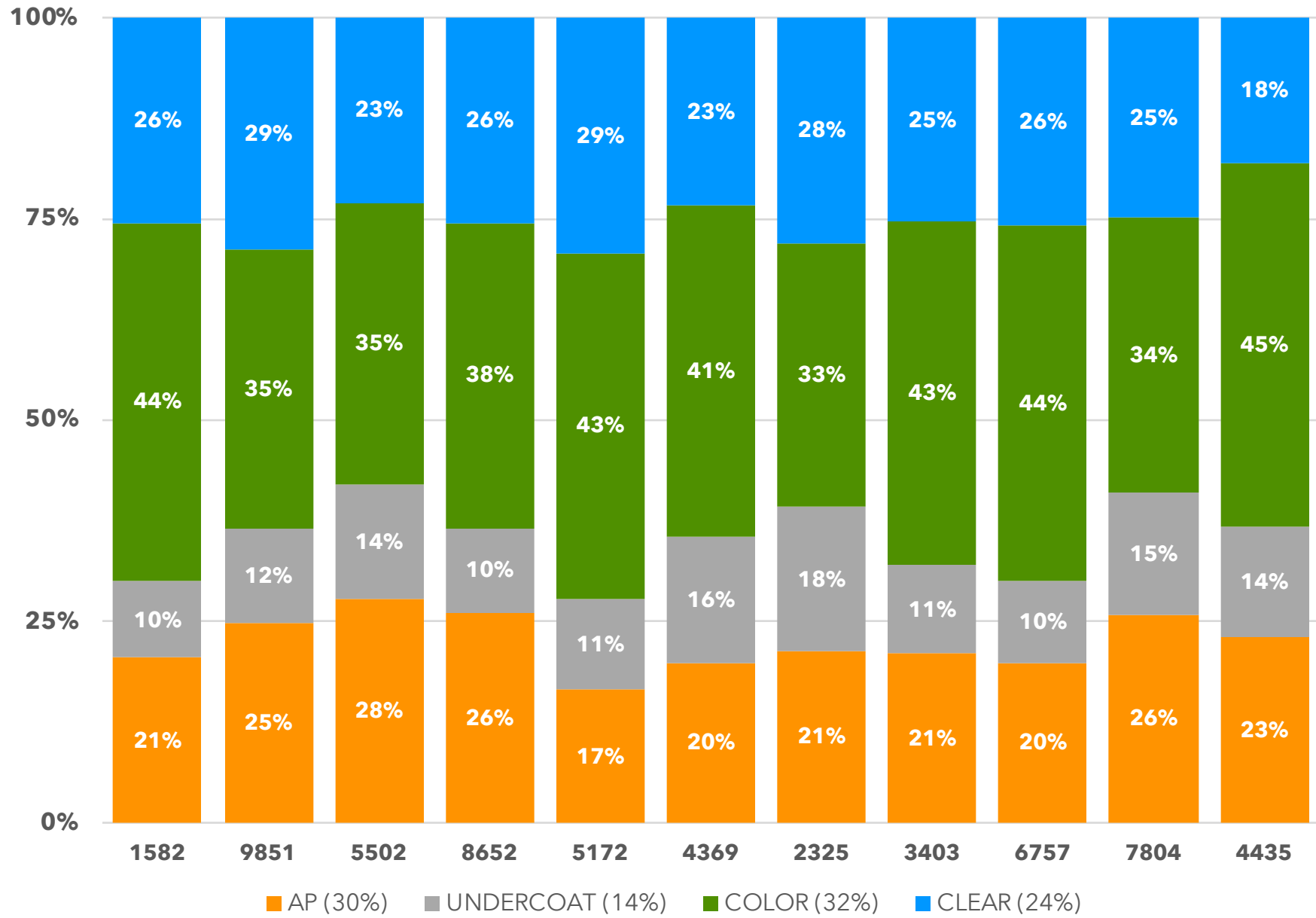
YTD P&M COST PER REFINISH HOUR



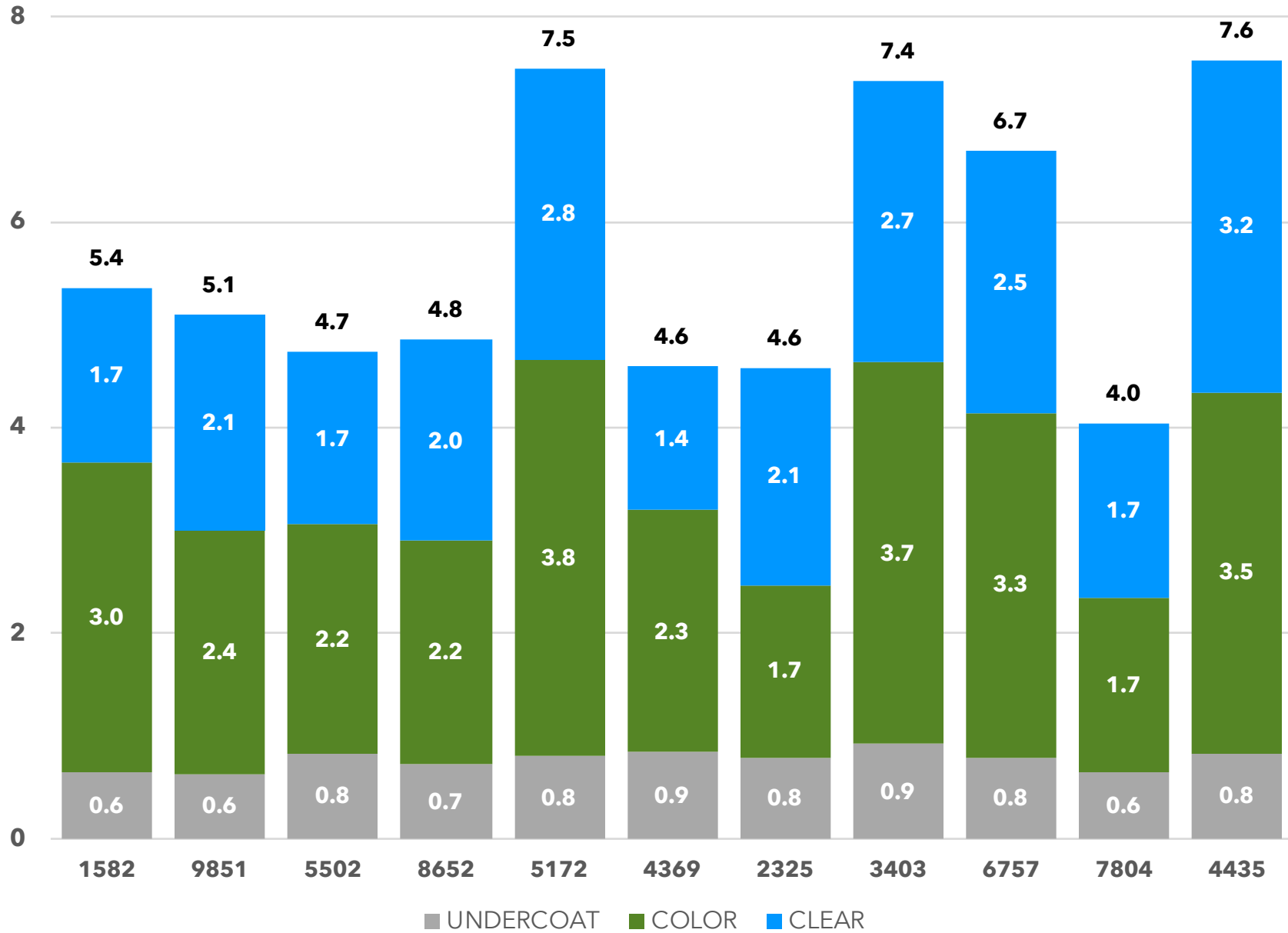
YTD EFFECTIVE P&M RATE



YTD PRODUCT MIX



YTD OUNCES OF LIQUID PER REFINISH HOUR



YTD REFINISH HOURS PER GALLON OF CLEAR

