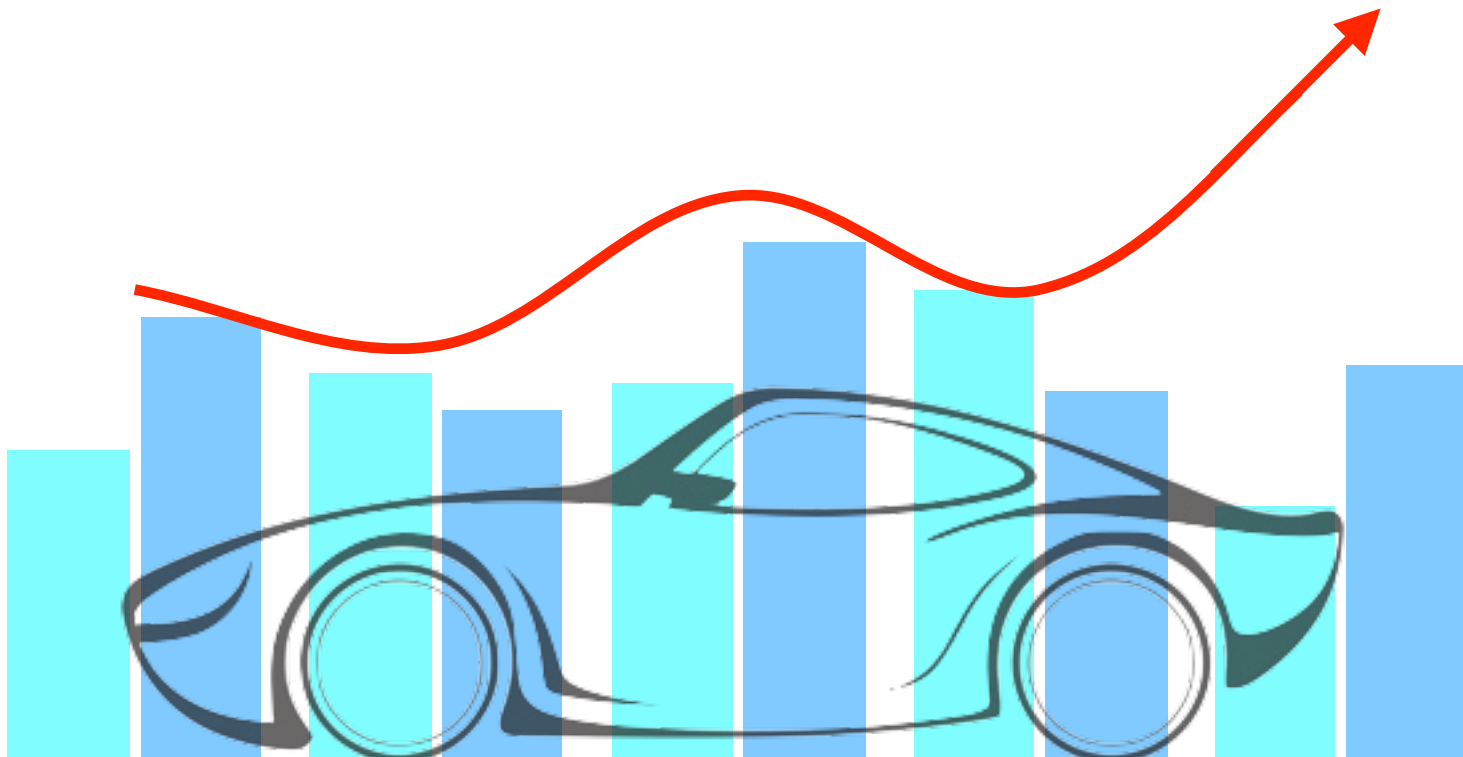


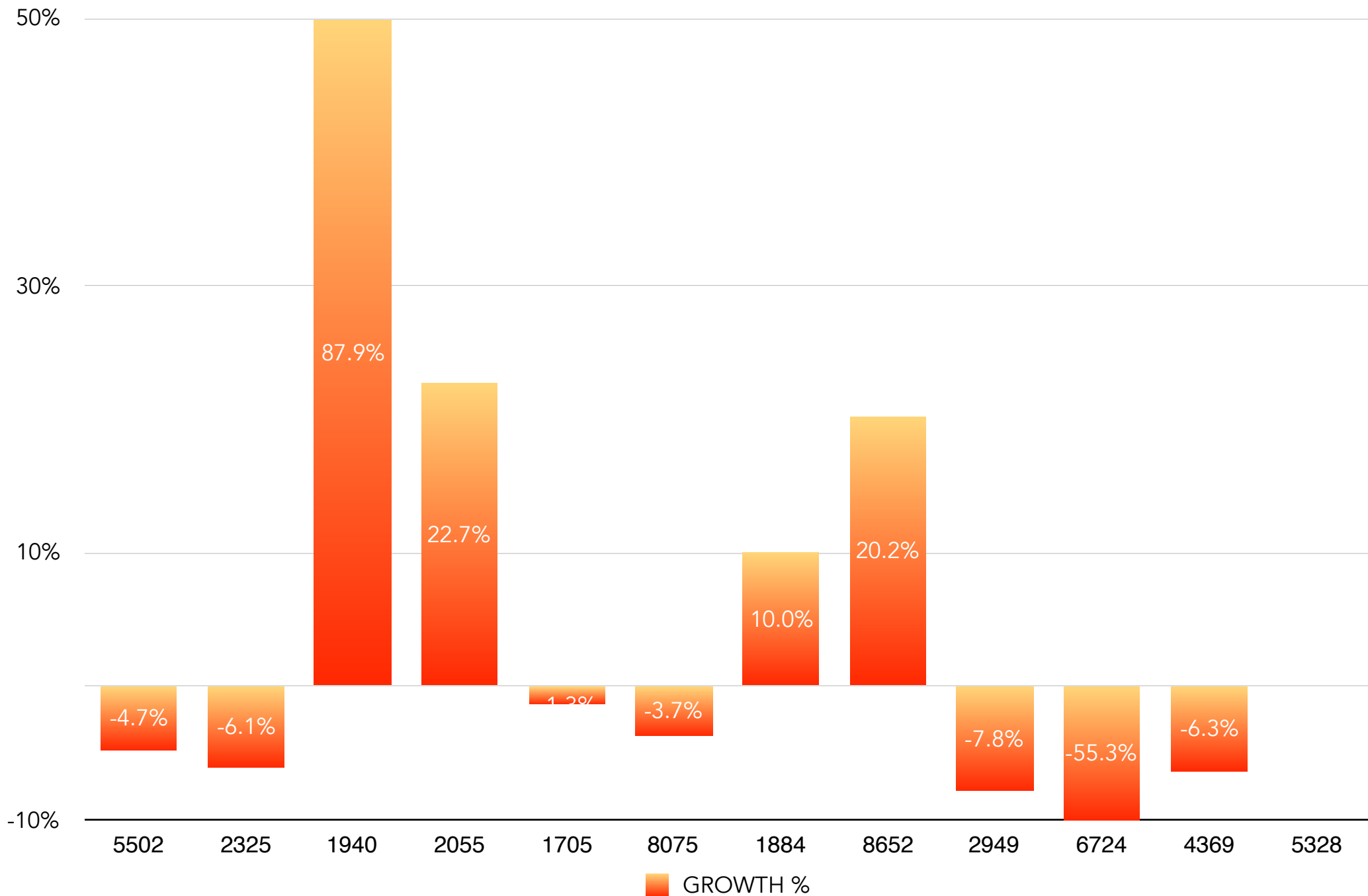
# COLOR VISION™

## **ColorVision Profit Management**

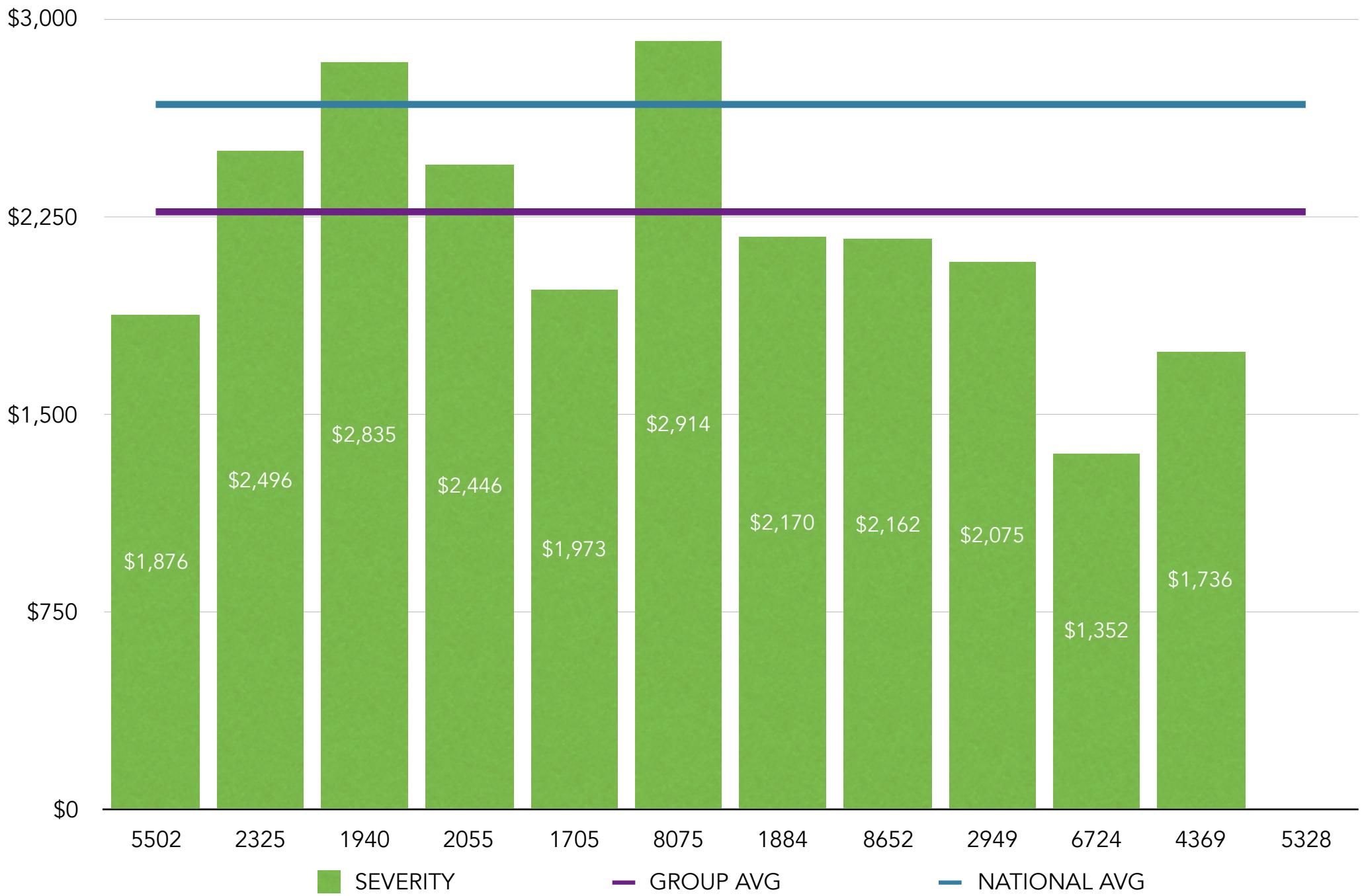
**March 2017 Group Report  
Independent Collision Centers**



# 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

11.1%

10.9%

6.2%

7.8%

8.1%

9.3%

8.9%

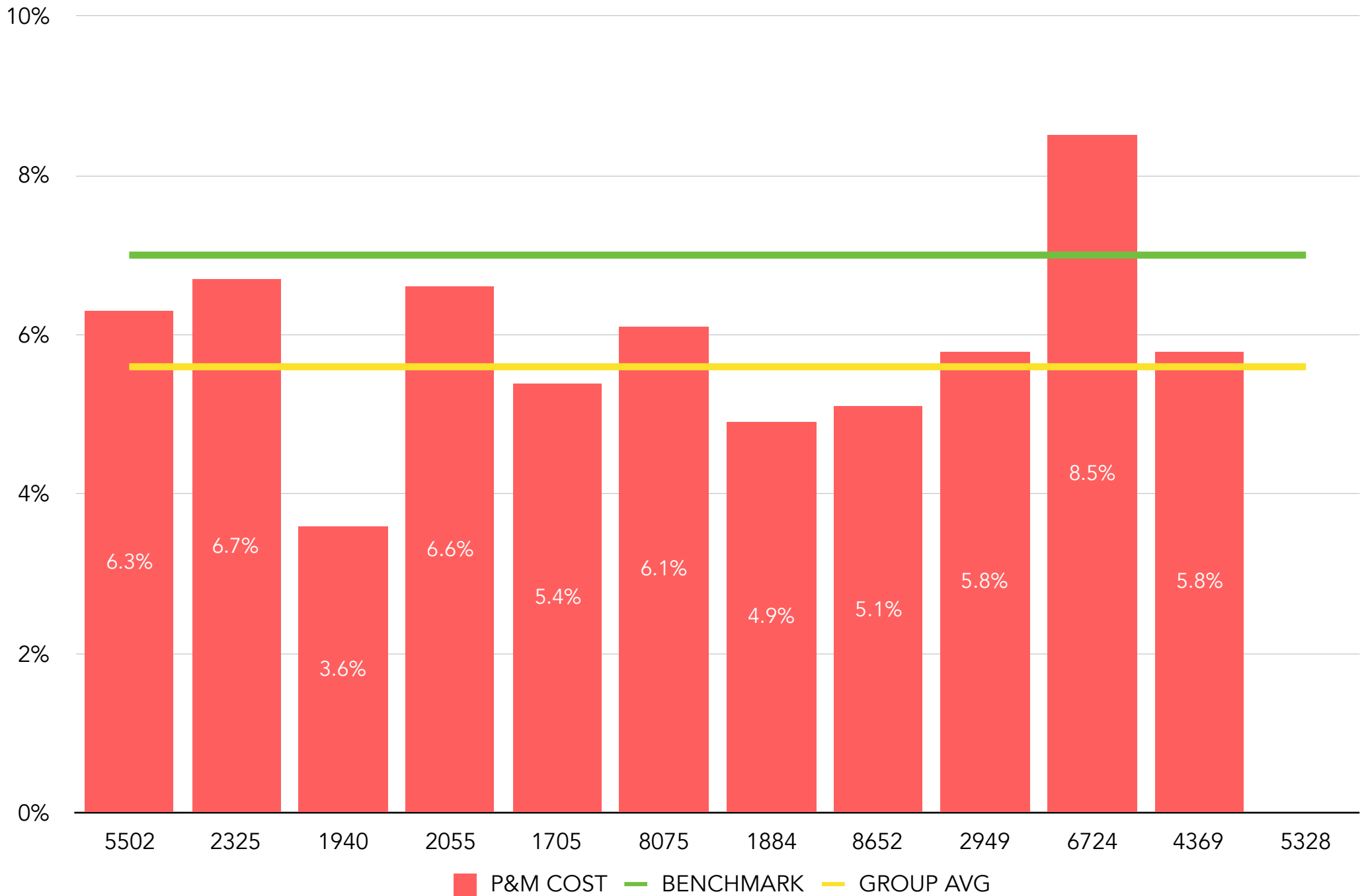
8.6%

11.1%

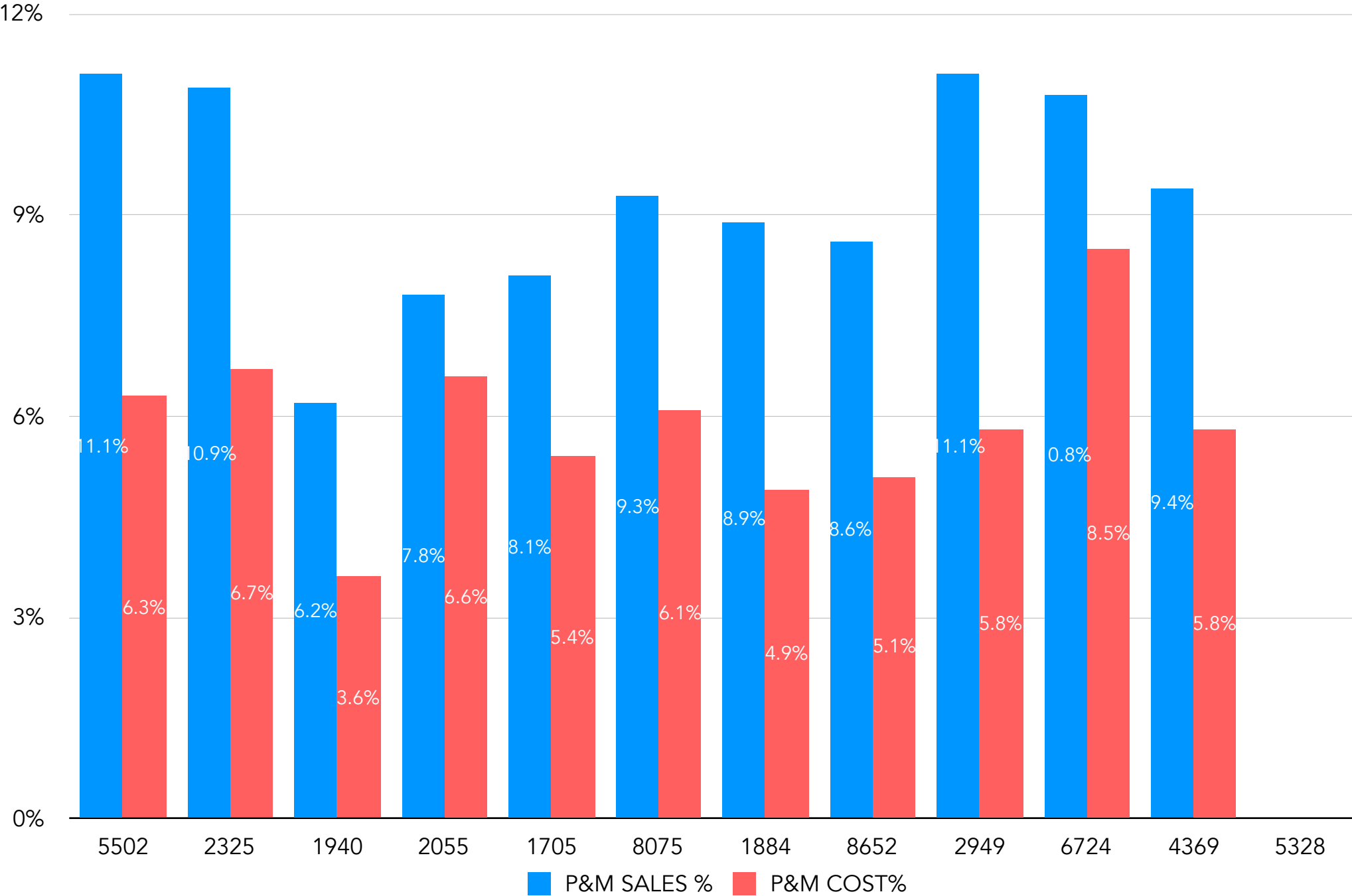
10.8%

9.4%

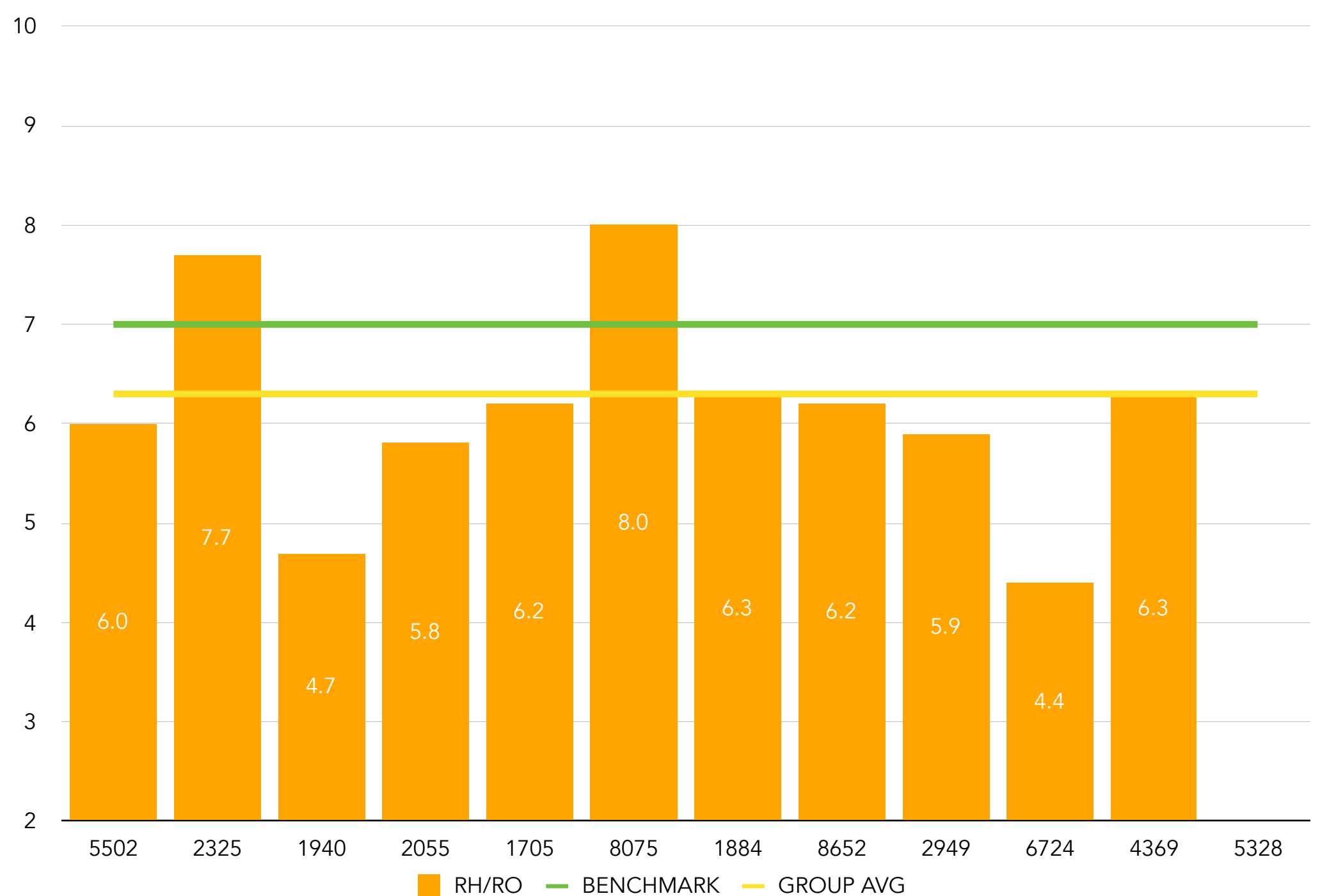
# YTD COST % TO TOTAL SALES



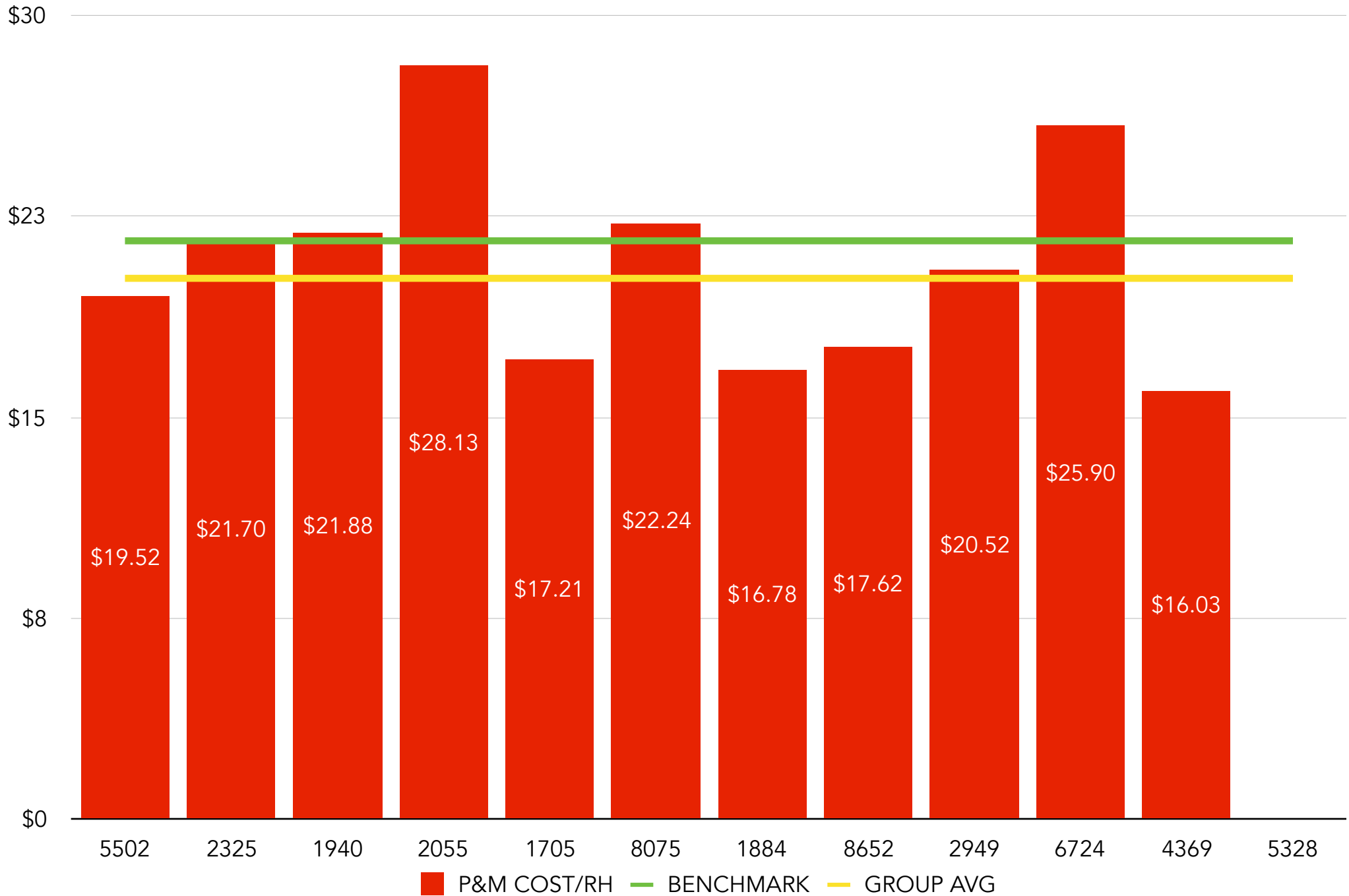
YTD P&M SALES VS COST



# YTD REFINISH HOURS PER REPAIR ORDER

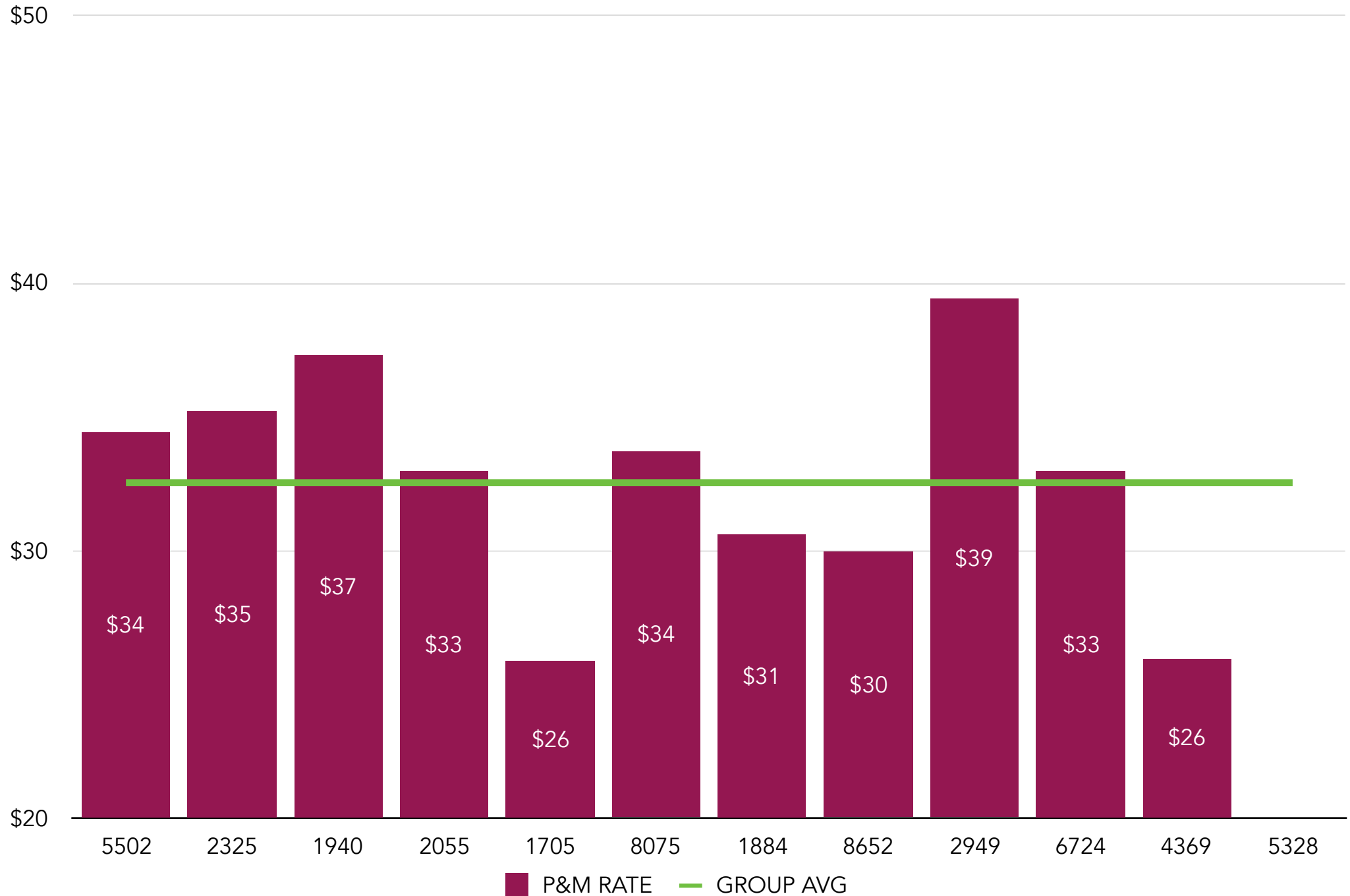


# YTD PAINT AND MATERIAL COST PER REFINISH HOUR

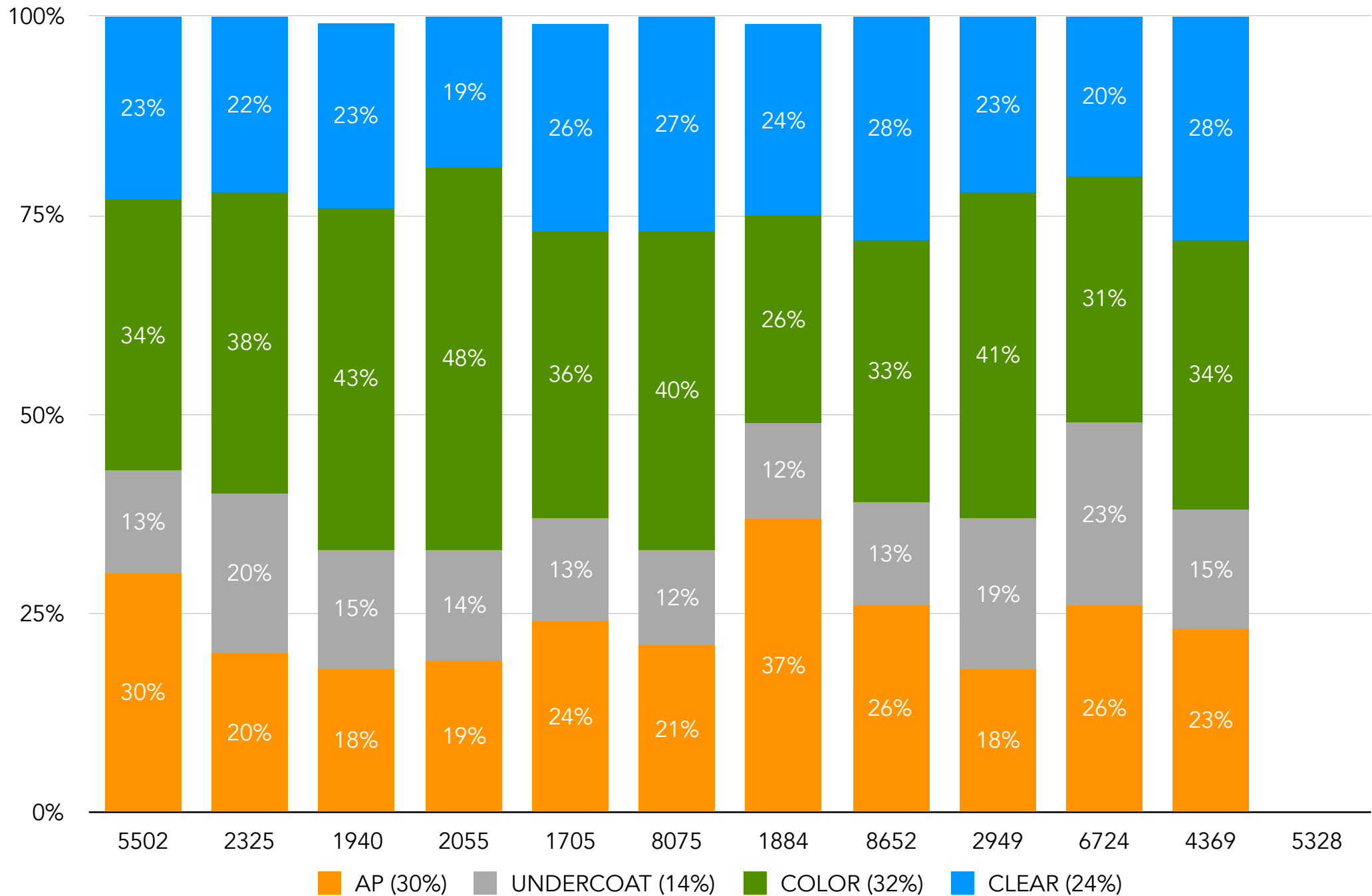




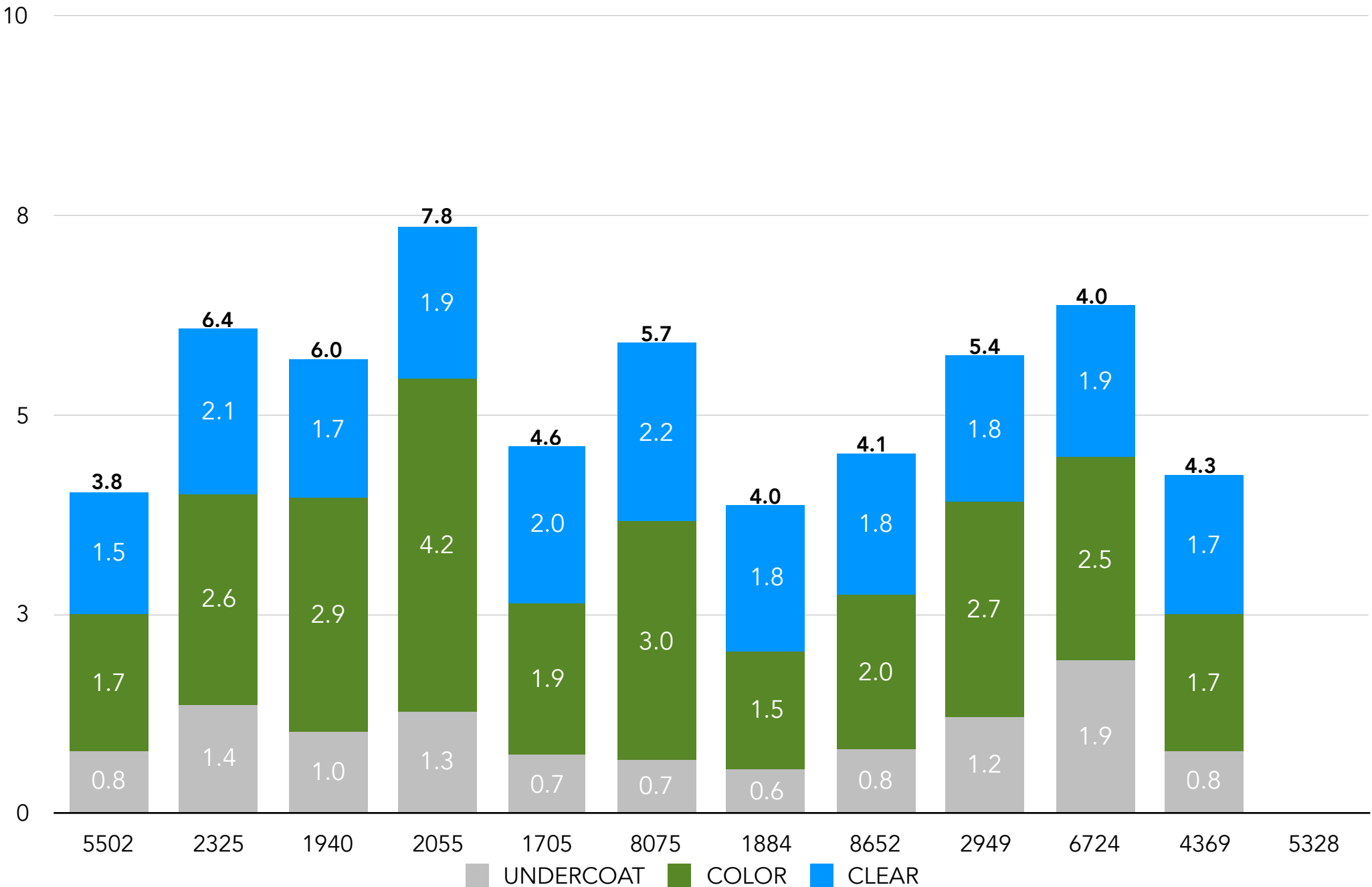
# YTD EFFECTIVE P&M RATE



# YTD GROUP PRODUCT MIX



# YTD OUNCES OF LIQUID PER REFINISH HOUR



# YTD PAINT HOURS PER GALLON OF CLEAR

