



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

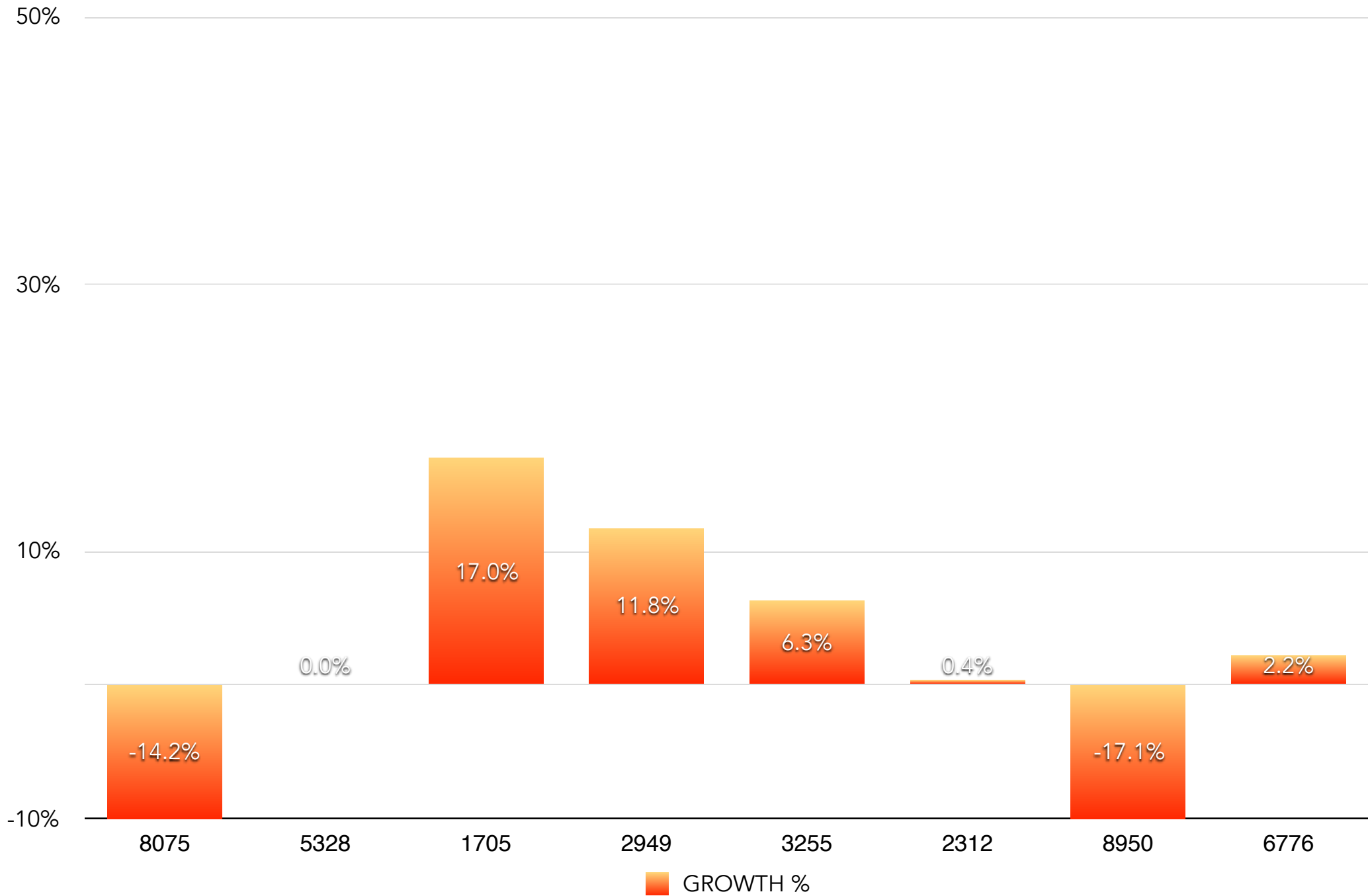
PRODUCT MIX

OUNCES OF LIQUID PER REFINISH HOUR

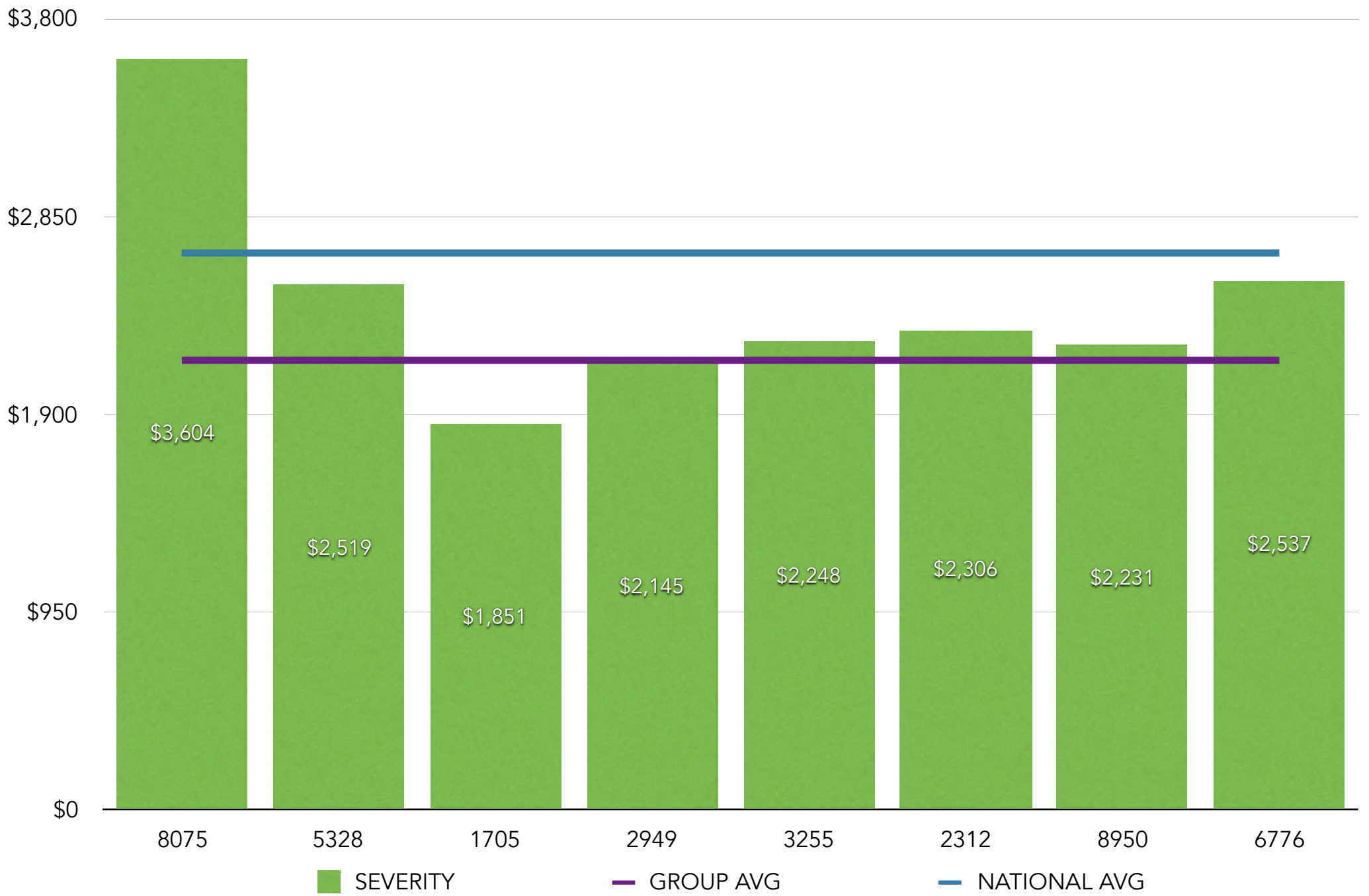
PAINT HOURS PER GALLON OF CLEAR

November 2018
Metallic Group Report
Independent Collision Centers

YTD TOTAL SALES GROWTH VS PREVIOUS YEAR



YTD SEVERITY



YTD P&M SALES % TO TOTAL SALES

12%

8%

4%

0%

8075

5328

1705

2949

3255

2312

8950

6776



P&M SALES



BENCHMARK



GROUP AVG

9.9%

8.6%

9.5%

10.3%

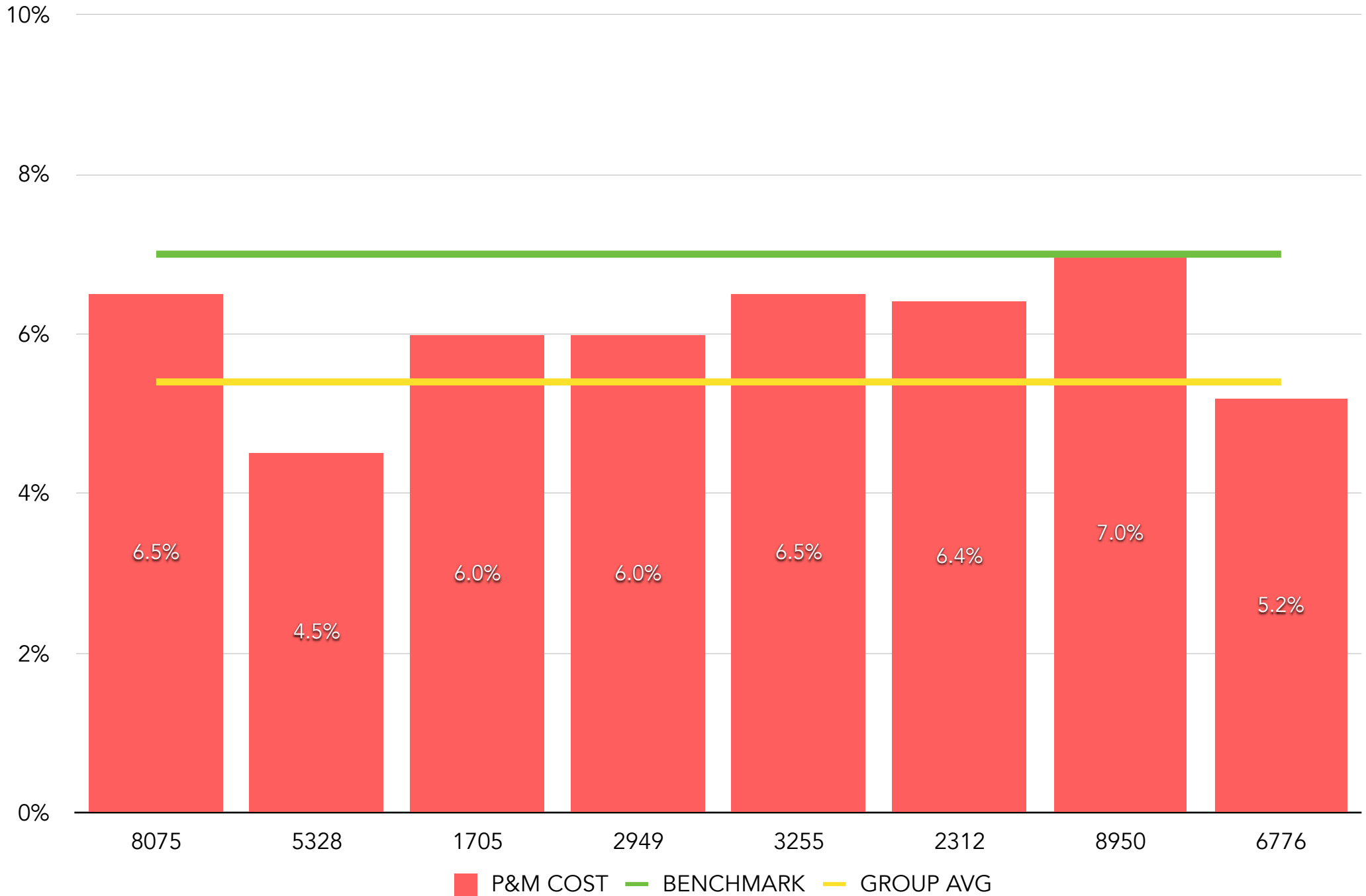
10.2%

11.3%

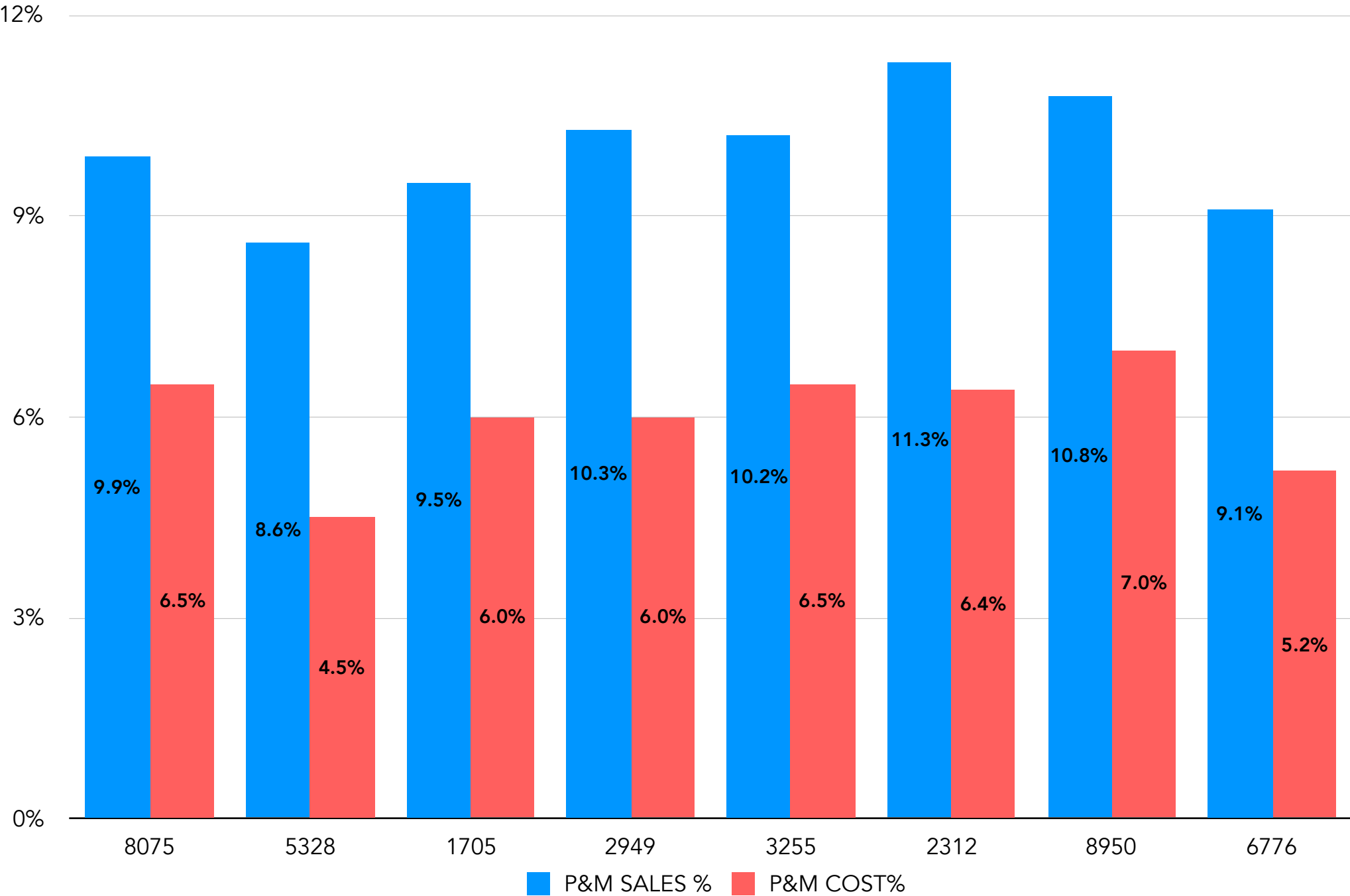
10.8%

9.1%

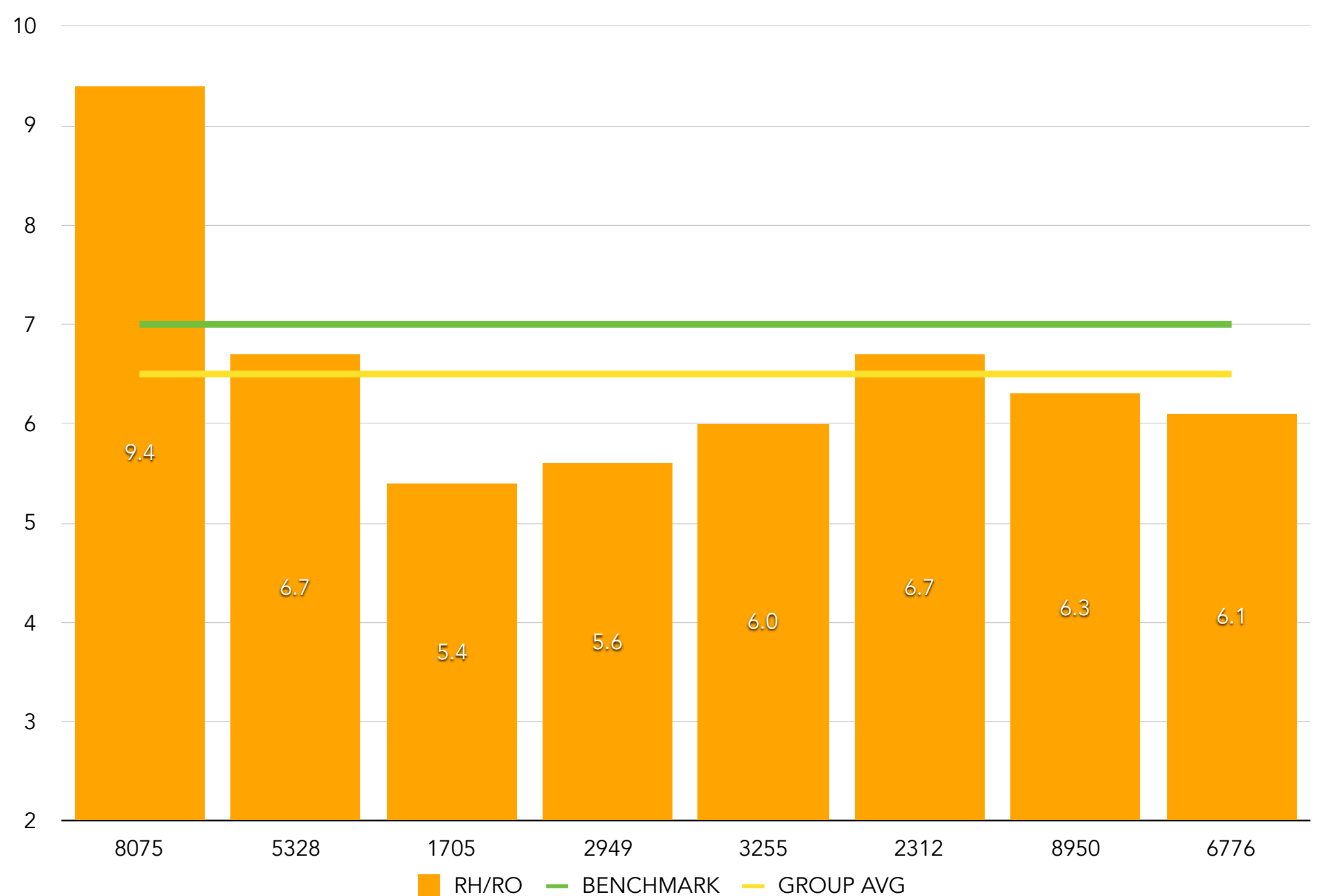
YTD COST % TO TOTAL SALES



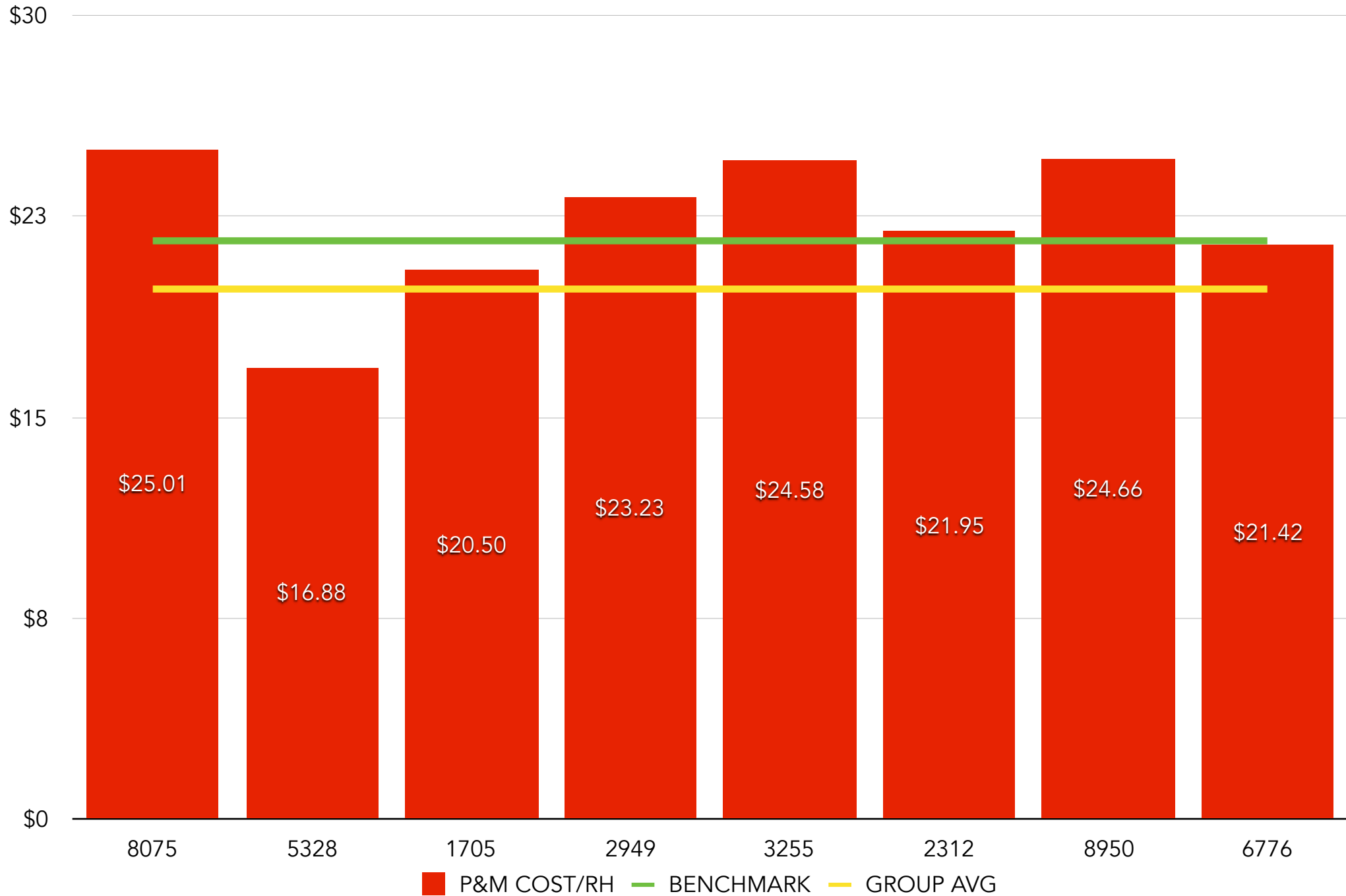
YTD P&M SALES VS COST



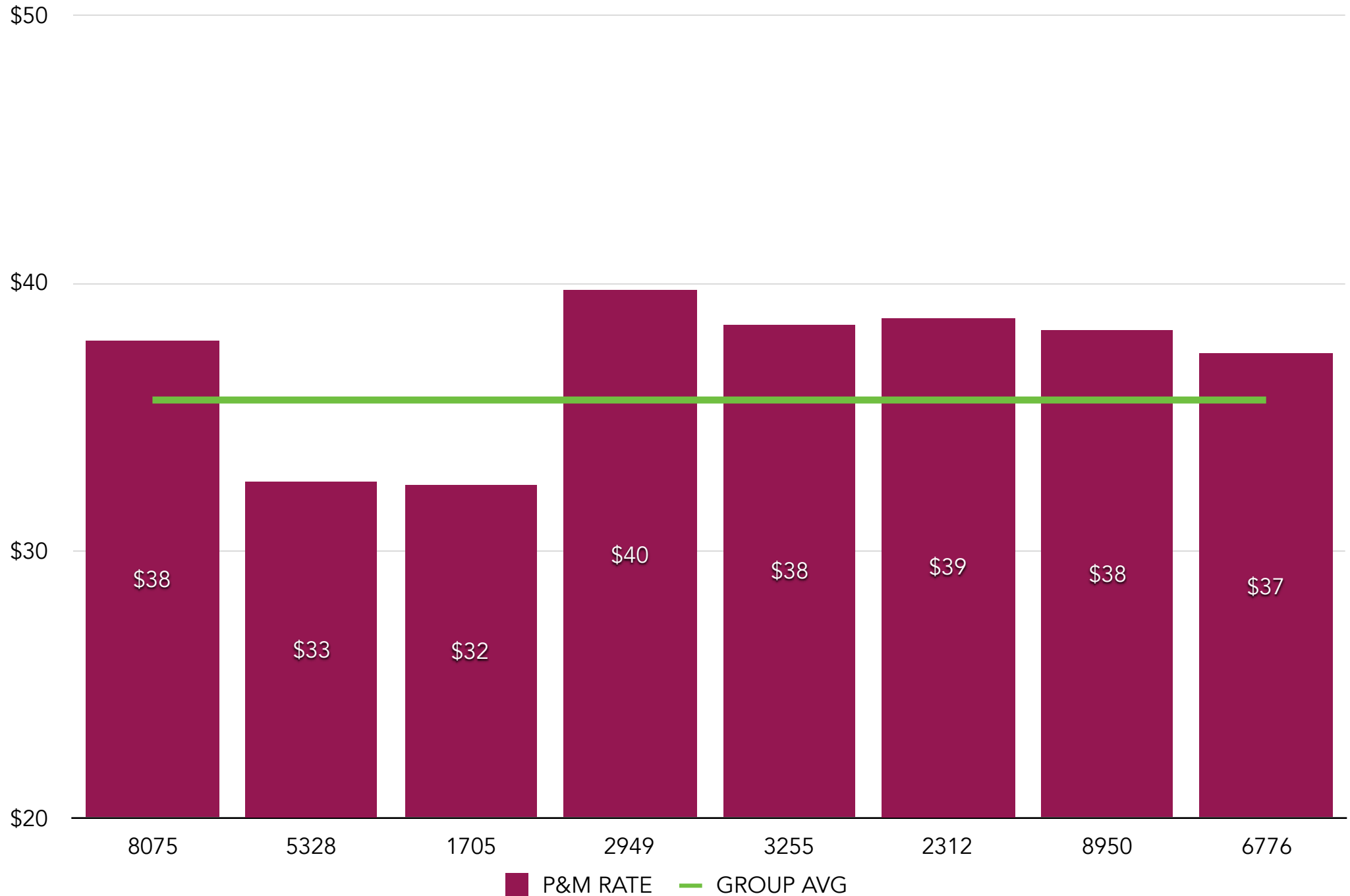
YTD REFINISH HOURS PER REPAIR ORDER



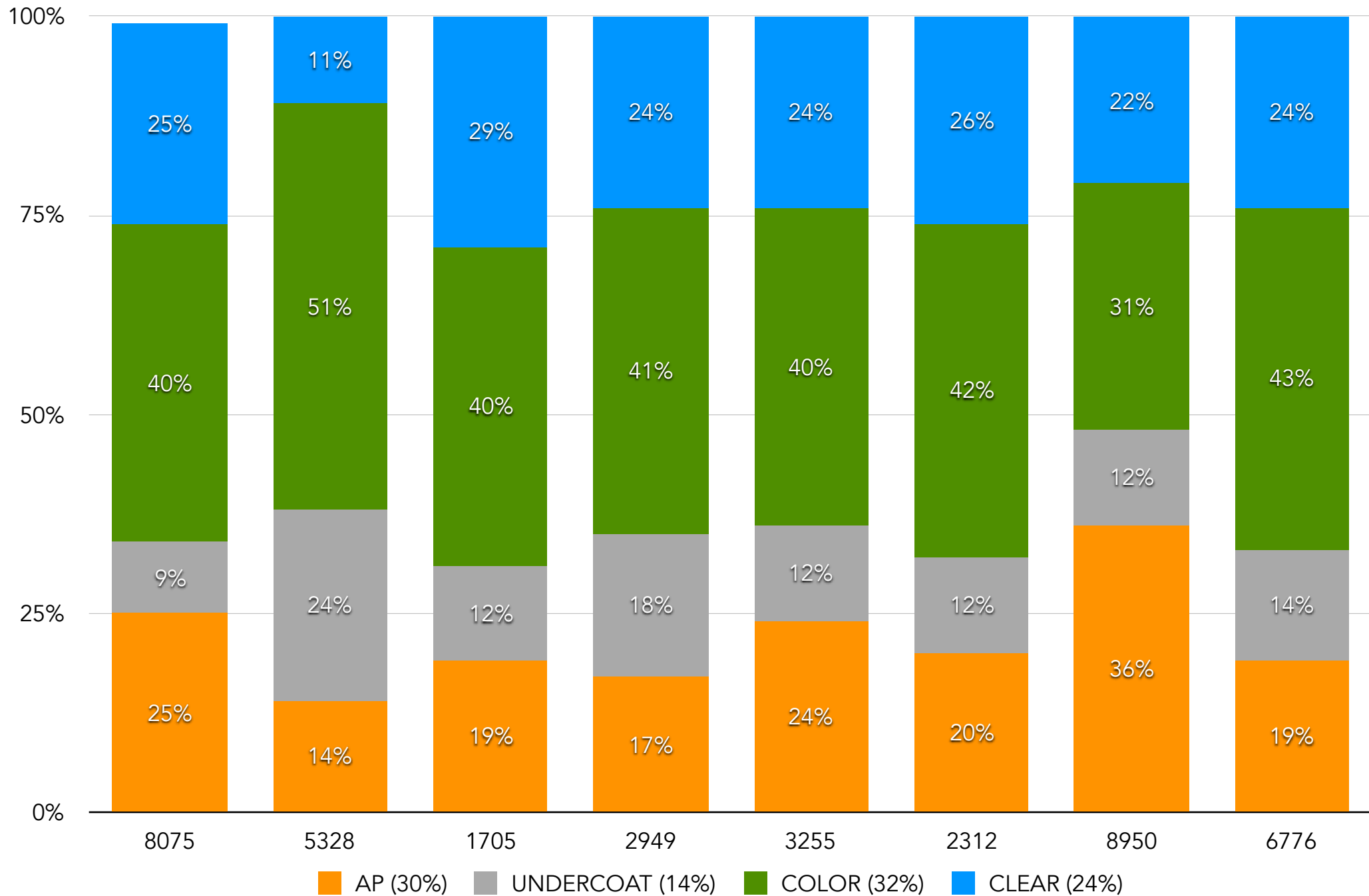
YTD PAINT AND MATERIAL COST PER REFINISH HOUR



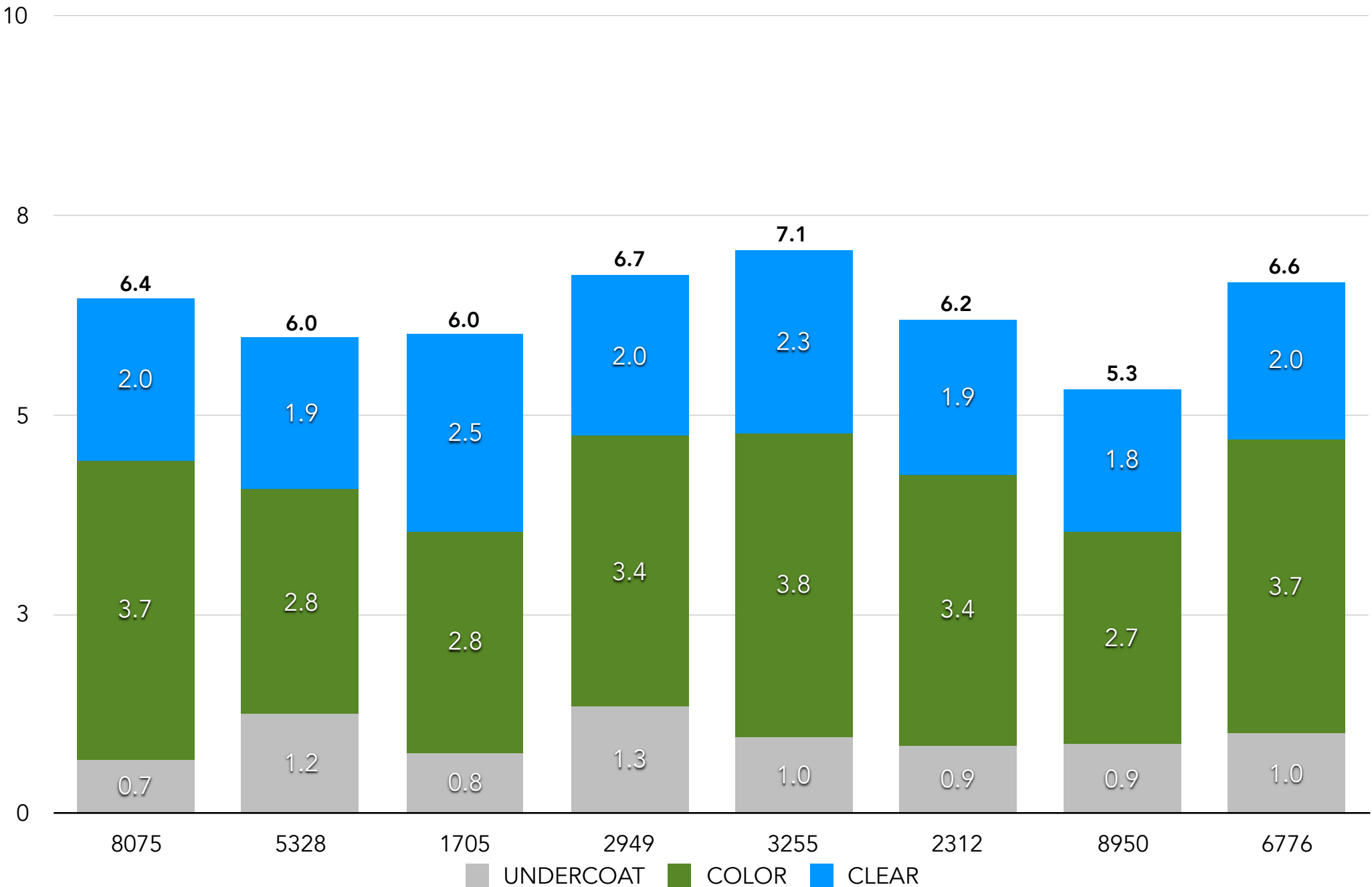
YTD EFFECTIVE P&M RATE



YTD GROUP PRODUCT MIX



YTD OUNCES OF LIQUID PER REFINISH HOUR



YTD PAINT HOURS PER GALLON OF CLEAR

