



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

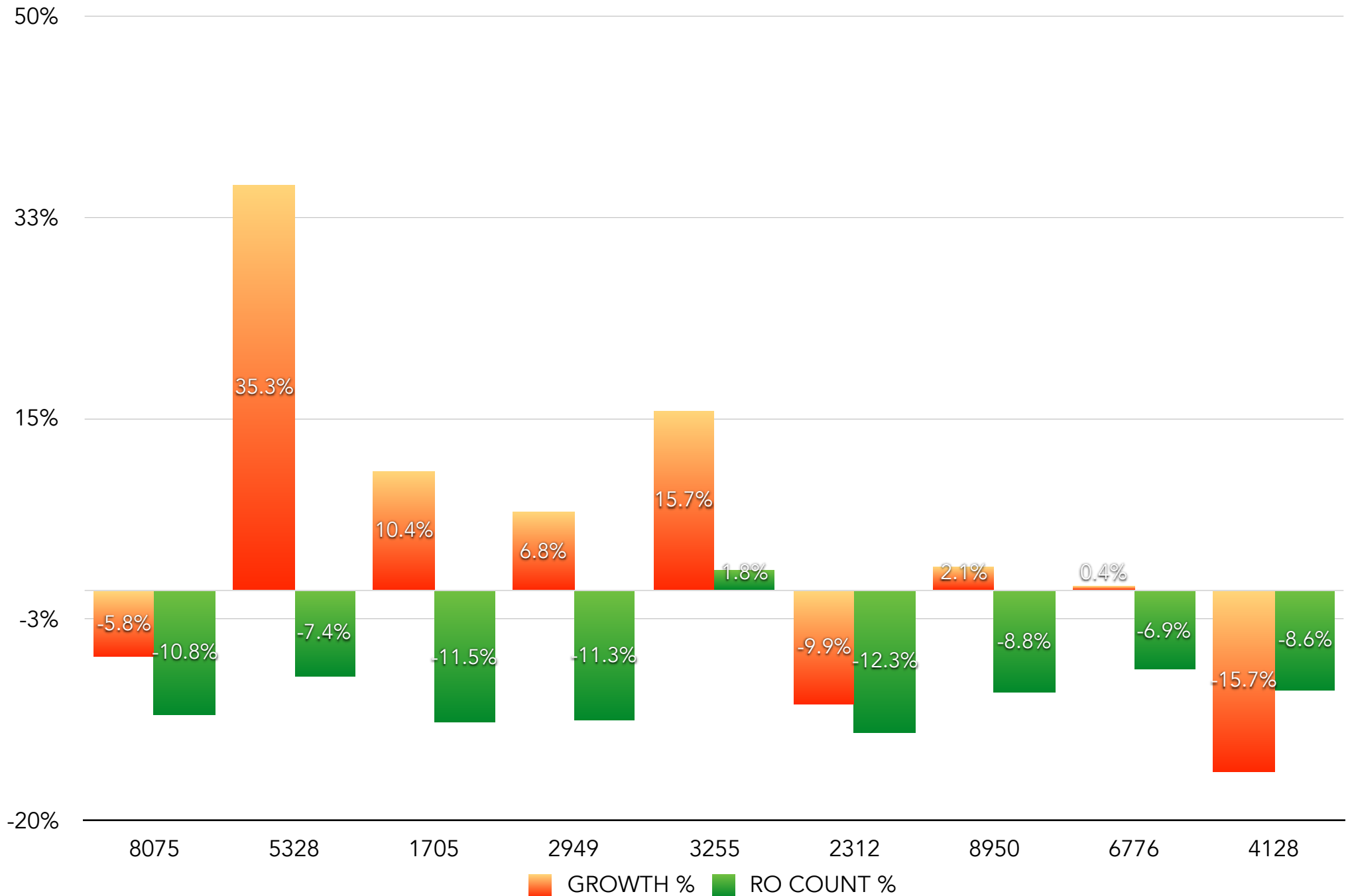
OUNCES OF LIQUID PER REFINISH HOUR

PAINT HOURS PER GALLON OF CLEAR

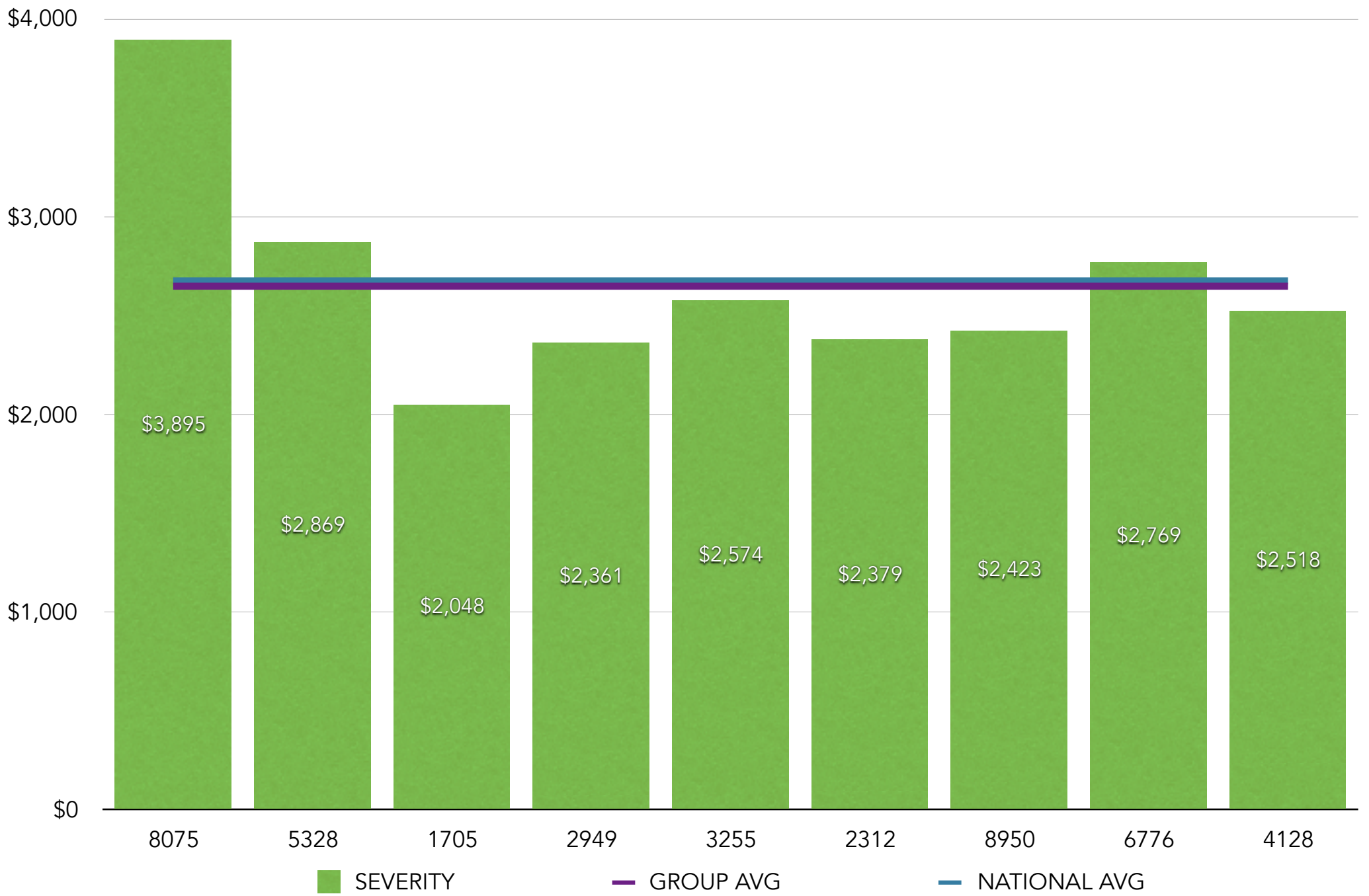
May 2019

**Metallic Group Report
Independent Collision Centers**

YTD GROSS SALES & RO COUNT GROWTH VS PRIOR PERIOD



YTD SEVERITY



YTD P&M SALES % TO TOTAL SALES

12%

8%

4%

0%

8075

5328

1705

2949

3255

2312

8950

6776

4128



P&M SALES



BENCHMARK



GROUP AVG

9.6%

8.6%

9.5%

10.5%

9.3%

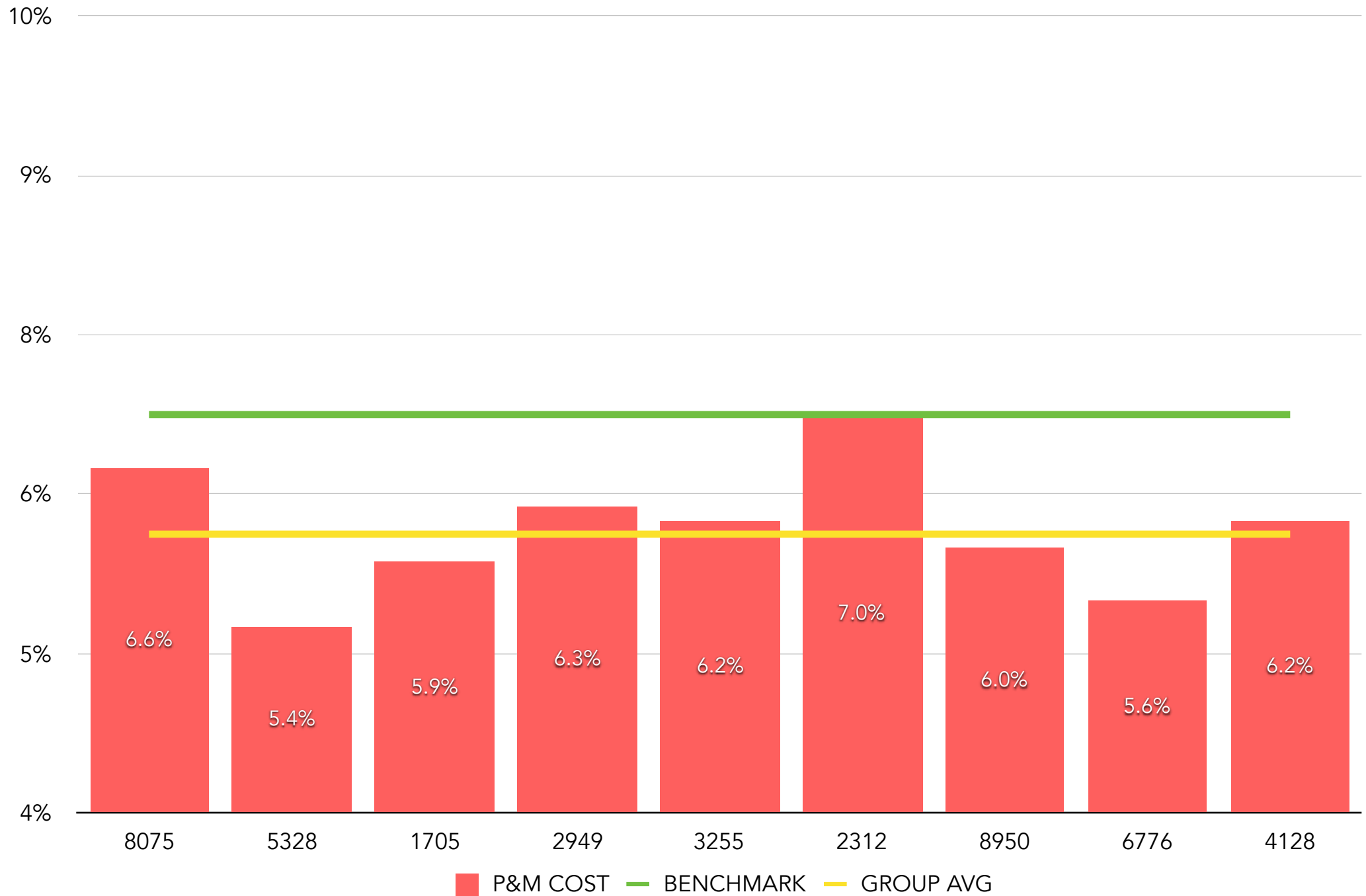
10.8%

10.1%

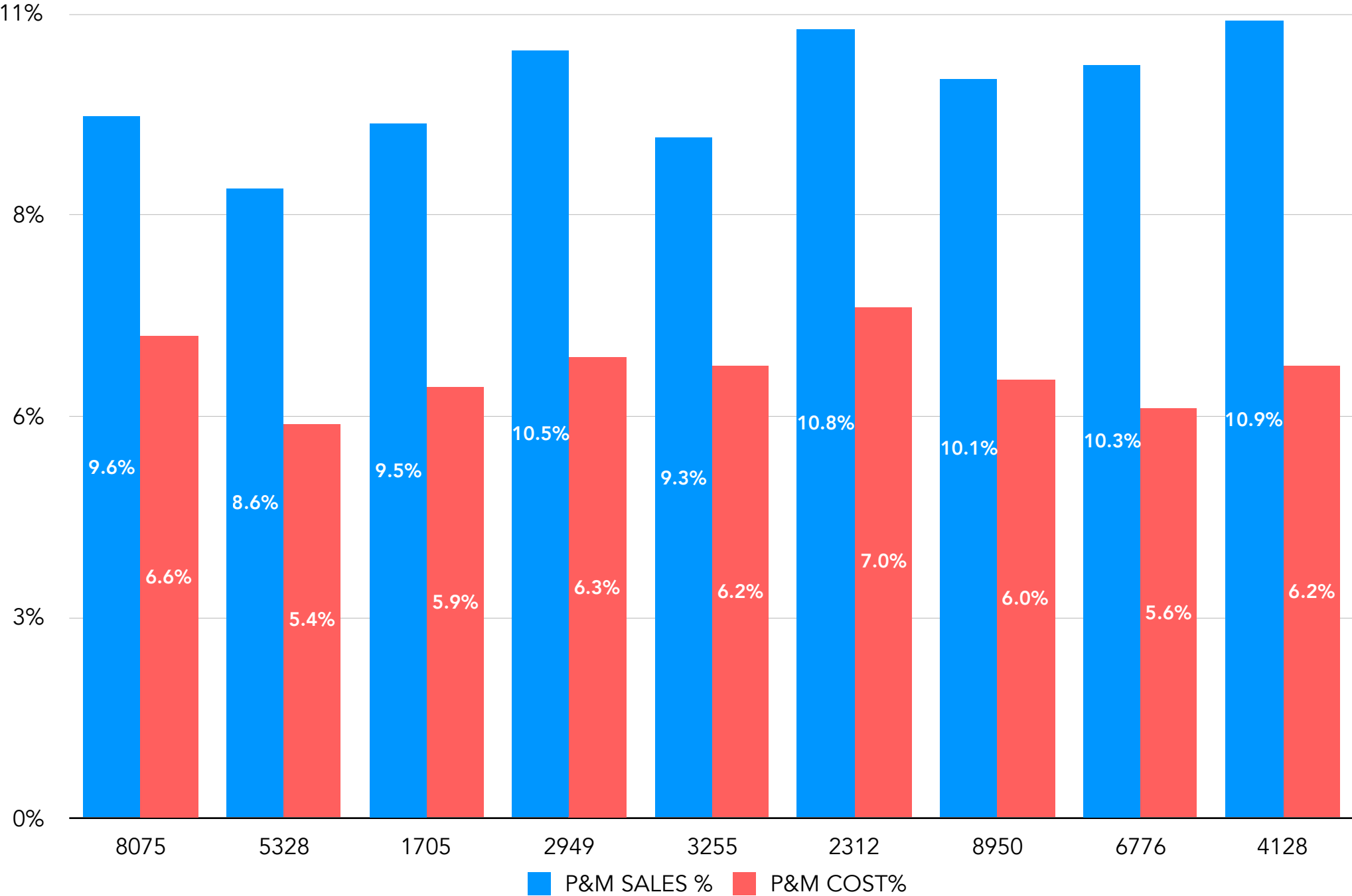
10.3%

10.9%

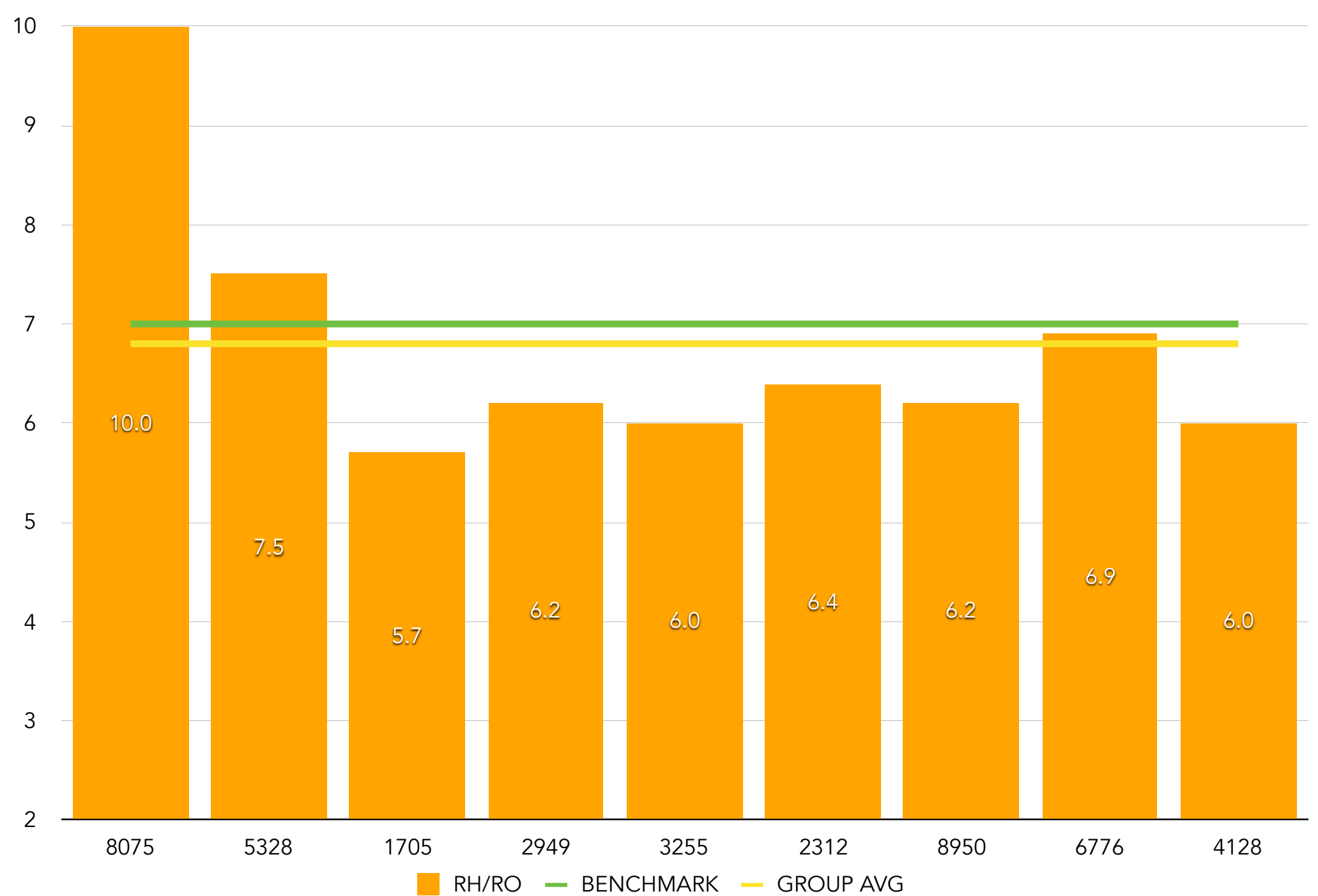
YTD COST % TO TOTAL SALES



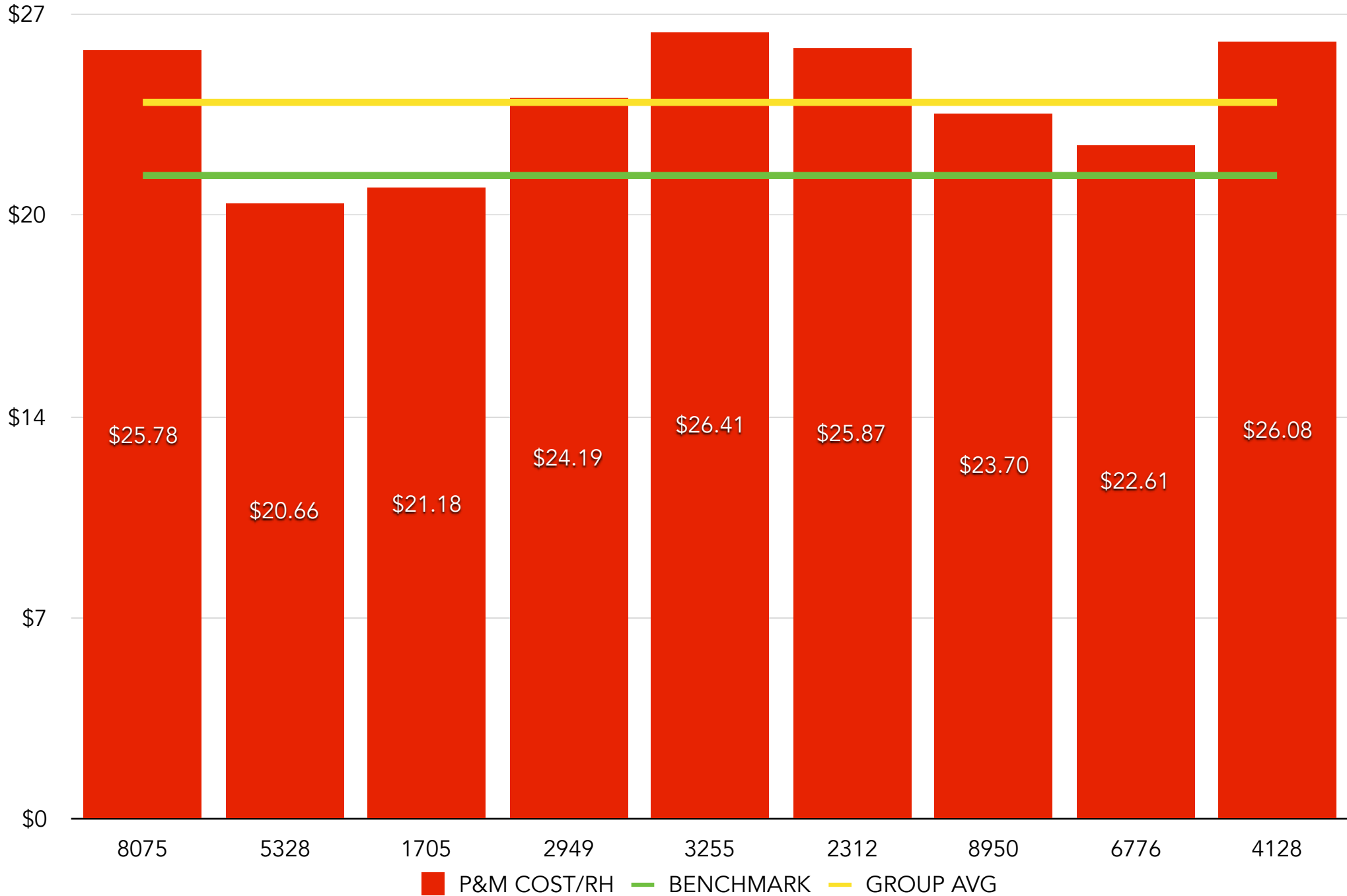
YTD P&M SALES VS COST



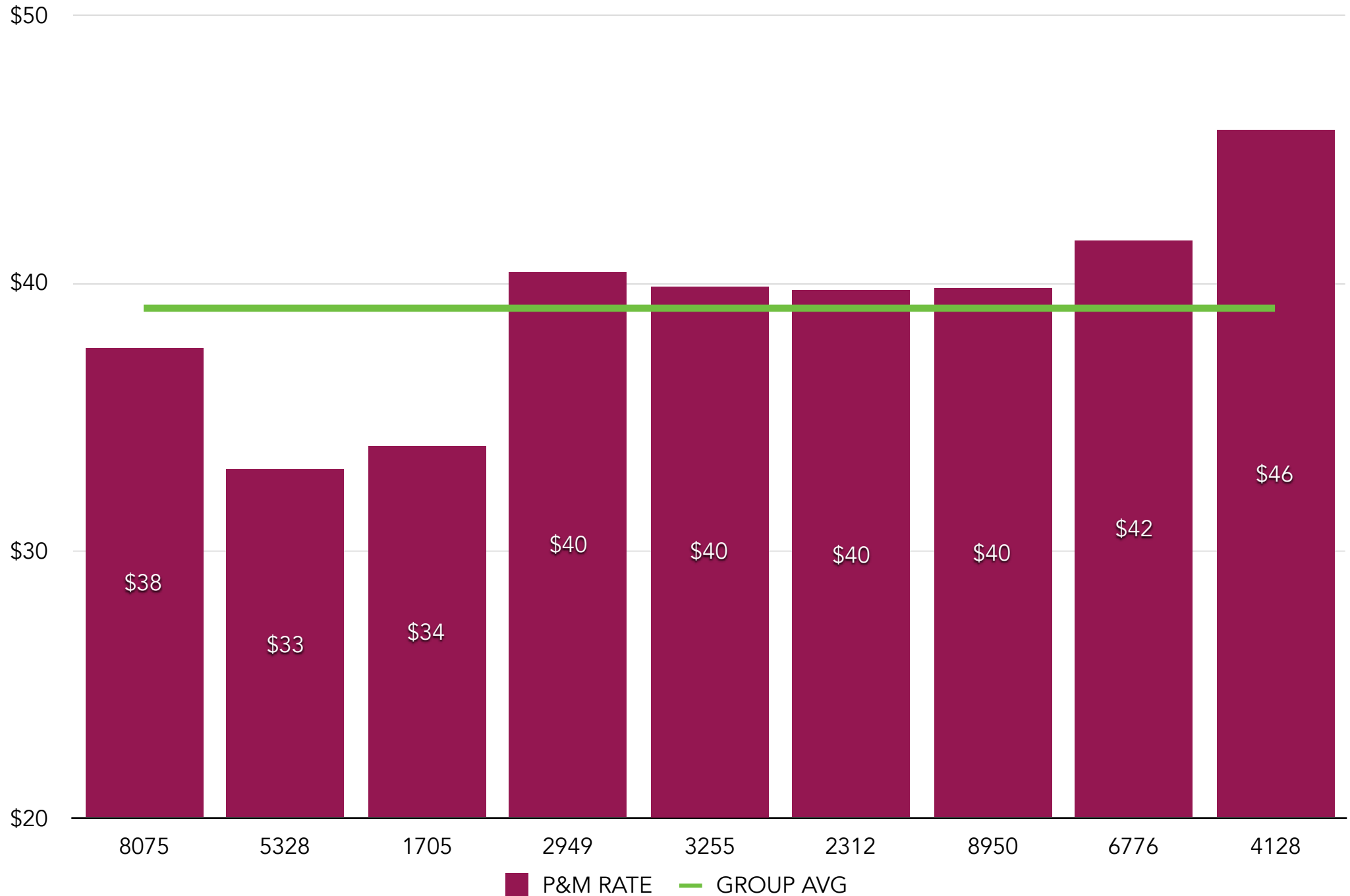
YTD REFINISH HOURS PER REPAIR ORDER



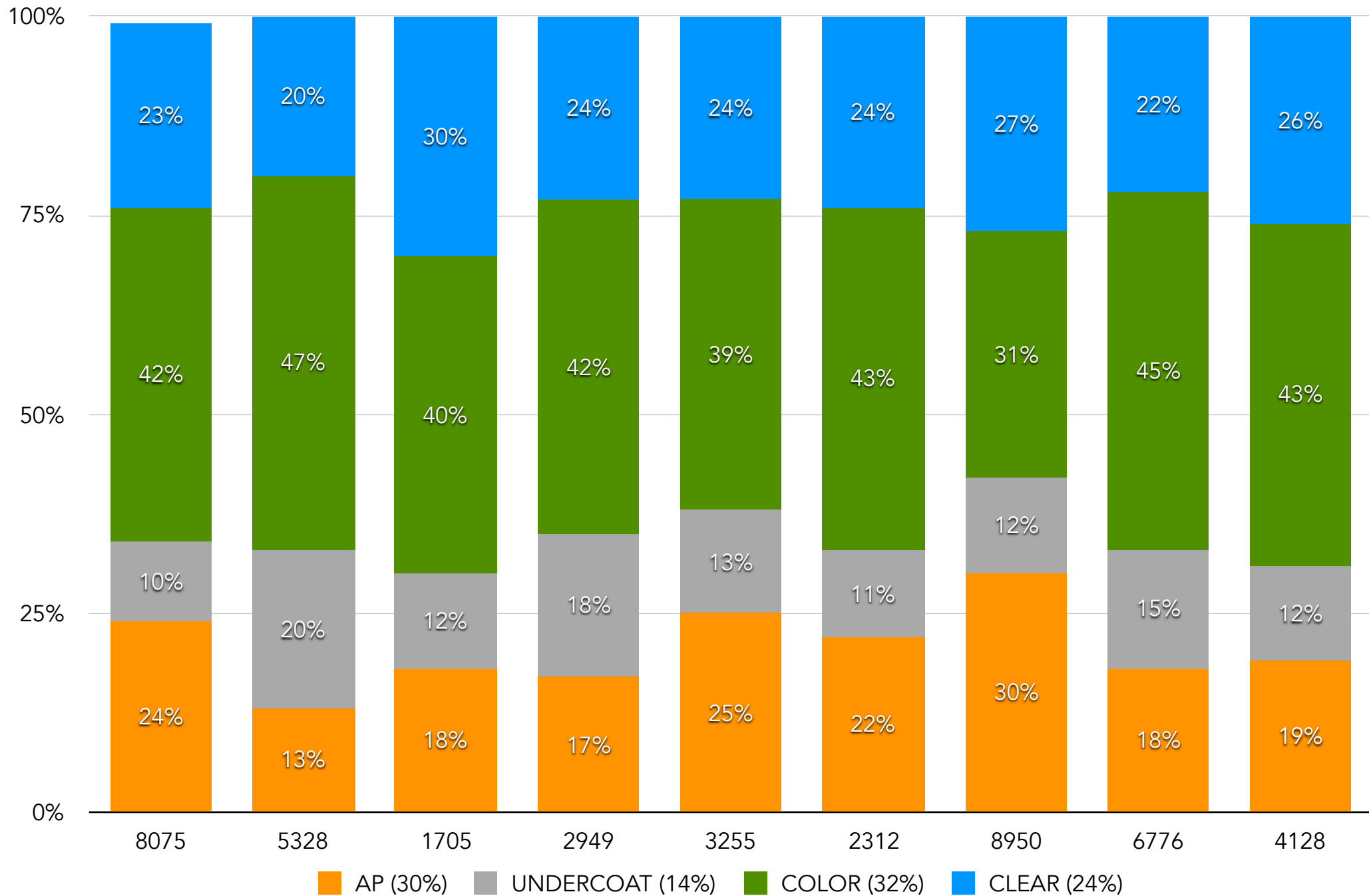
YTD PAINT AND MATERIAL COST PER REFINISH HOUR



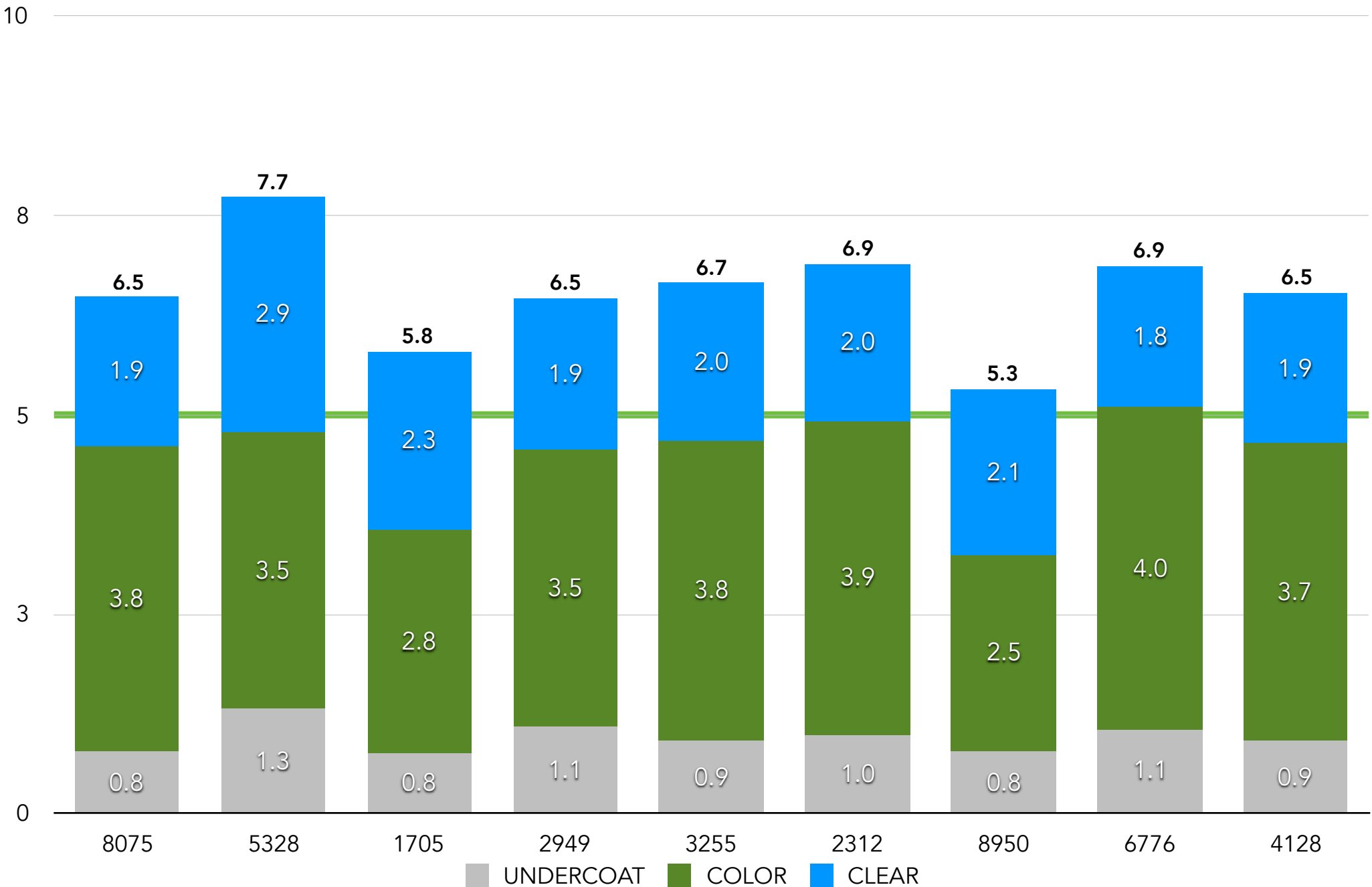
YTD EFFECTIVE P&M RATE



YTD GROUP PRODUCT MIX



YTD OUNCES OF LIQUID PER REFINISH HOUR



YTD PAINT HOURS PER GALLON OF CLEAR

