



# 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**

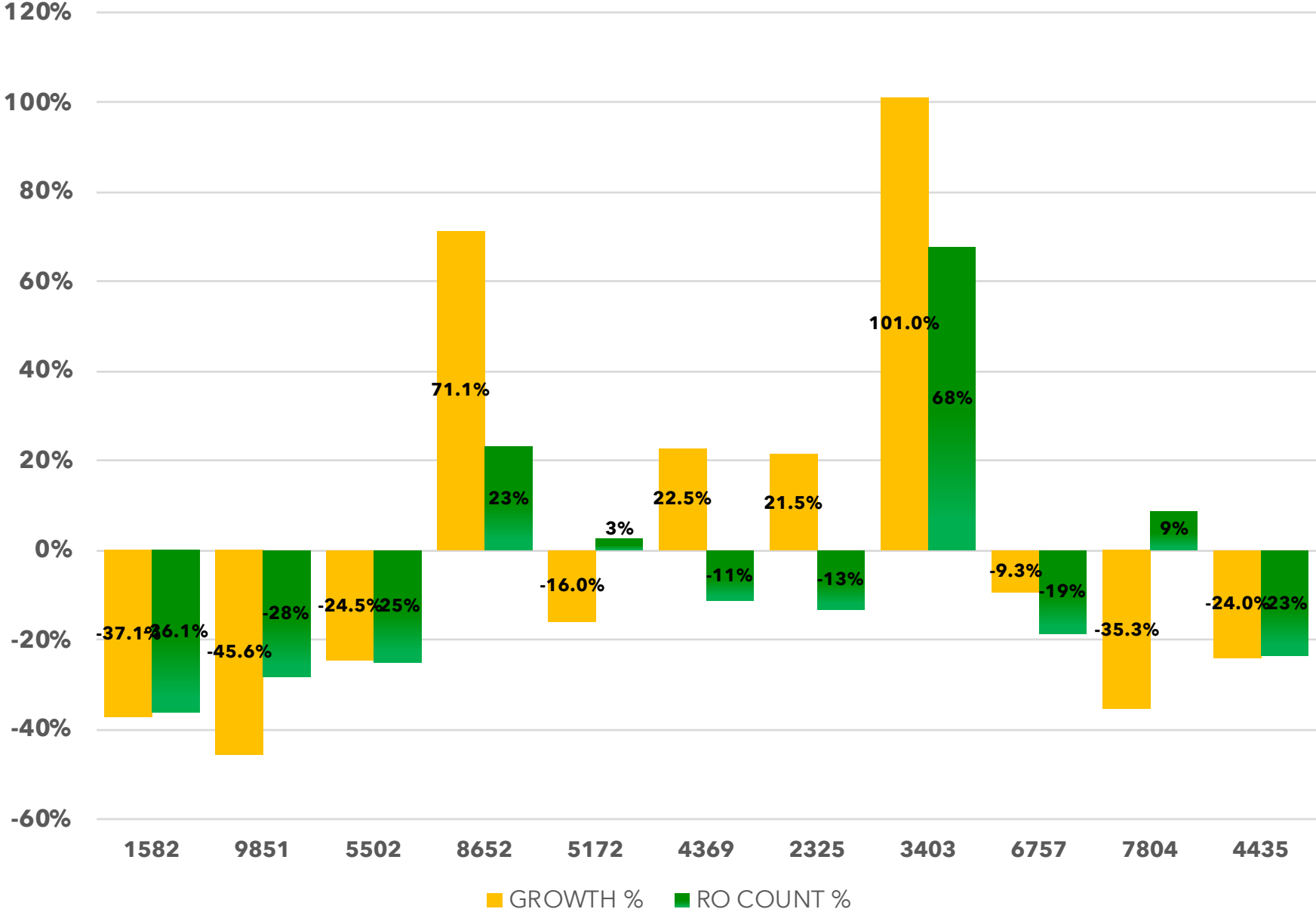
**OUNCES OF LIQUID PER REFINISH HOUR**

**PAINT HOURS PER GALLON OF CLEAR**

**MAY 2020**

**PEARL GROUP REPORT  
INDEPENDENT COLLISION CENTERS**

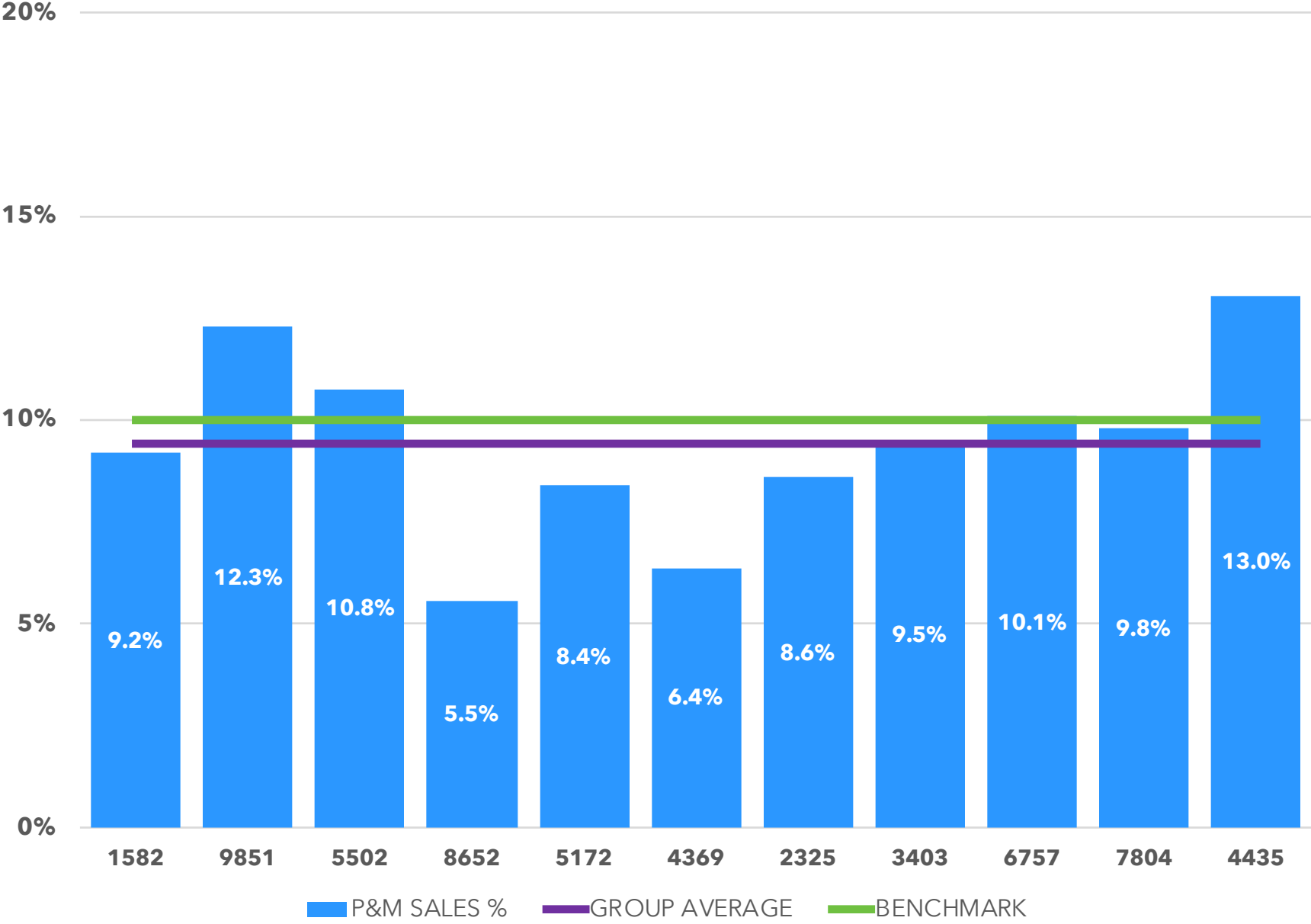
YTD GROSS SALES & RO COUNT GROWTH VS PRIOR PERIOD



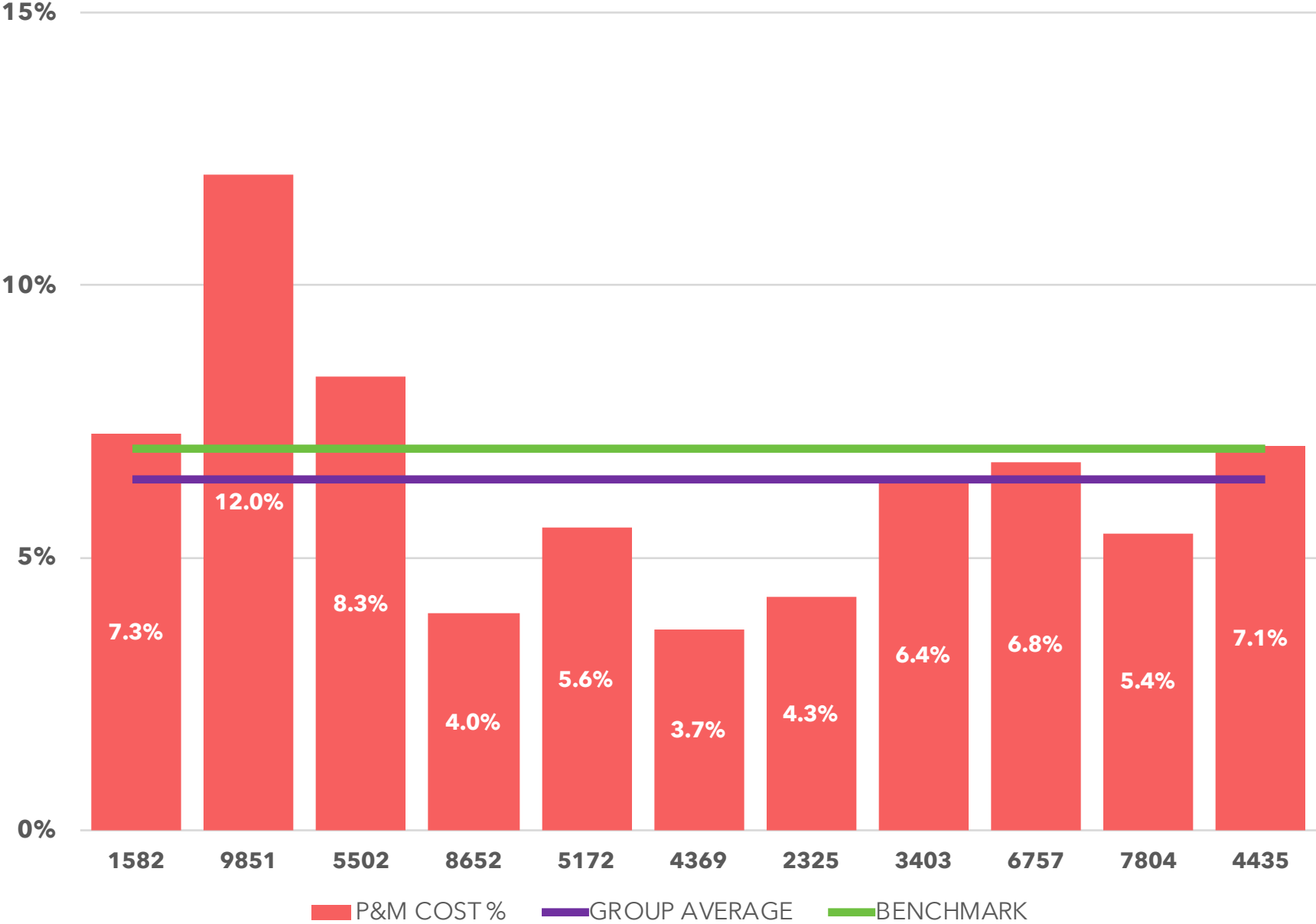
# YTD SEVERITY



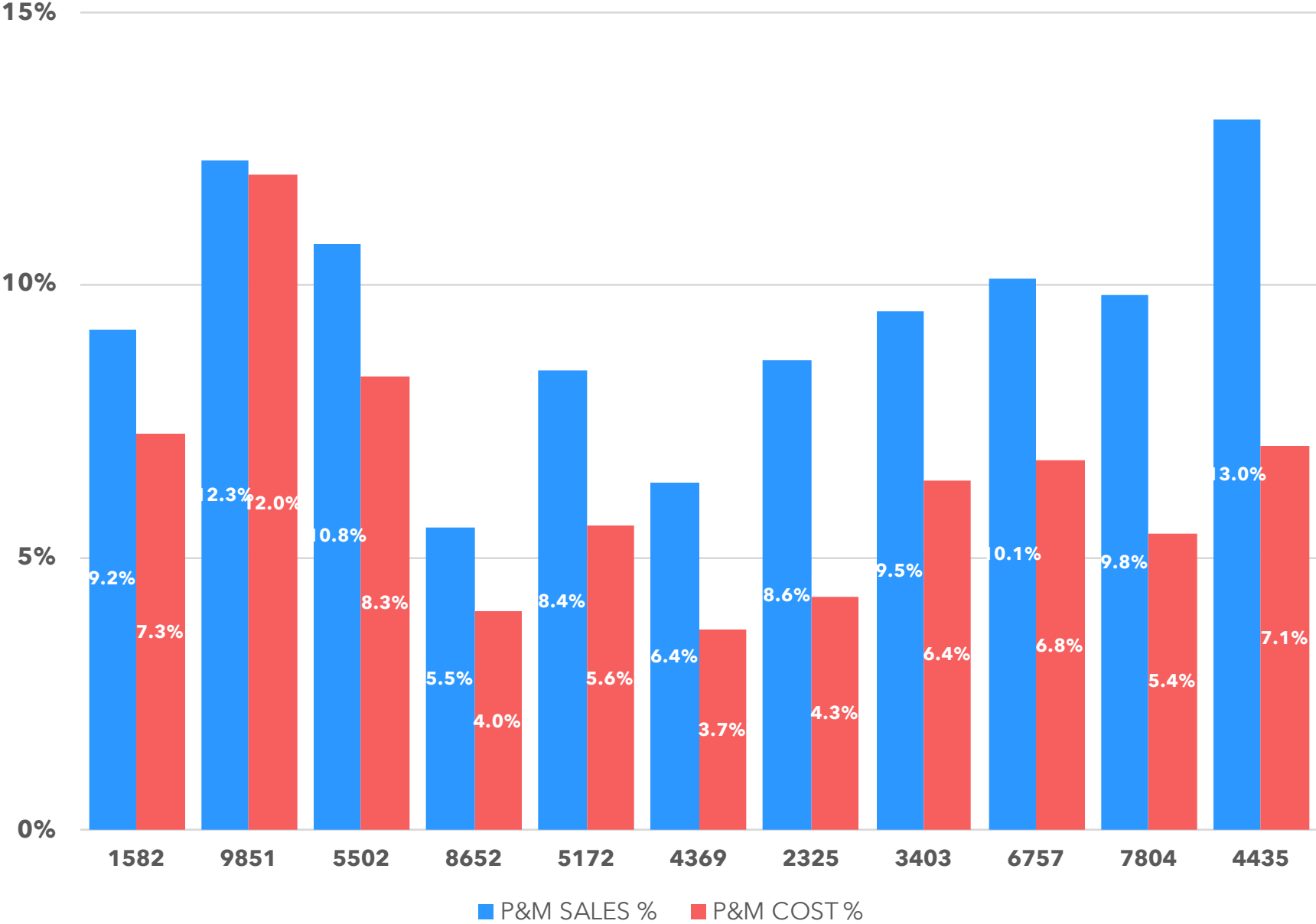
YTD P&M SALES % TO TOTAL SALES



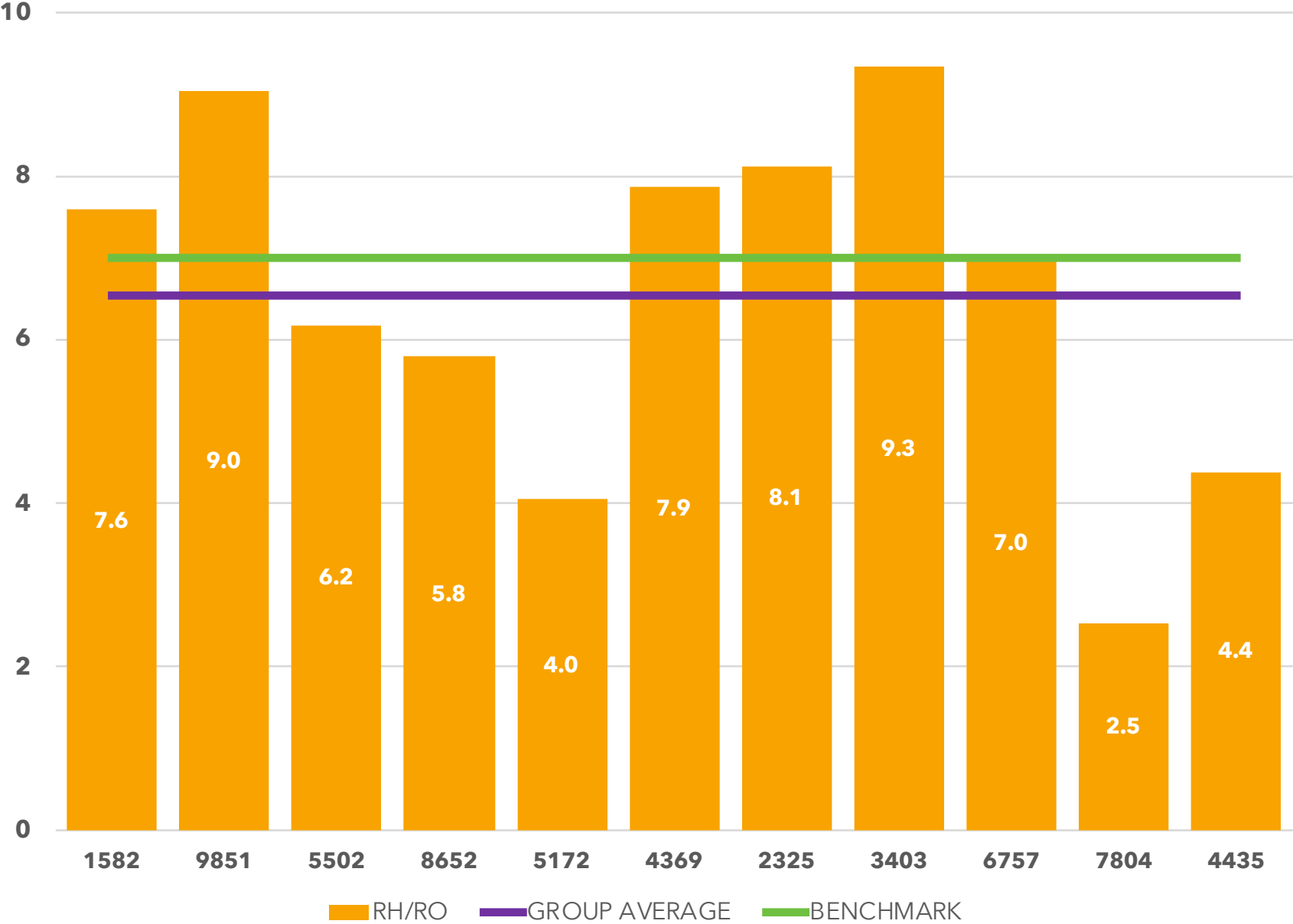
YTD P&M COST % TO TOTAL SALES



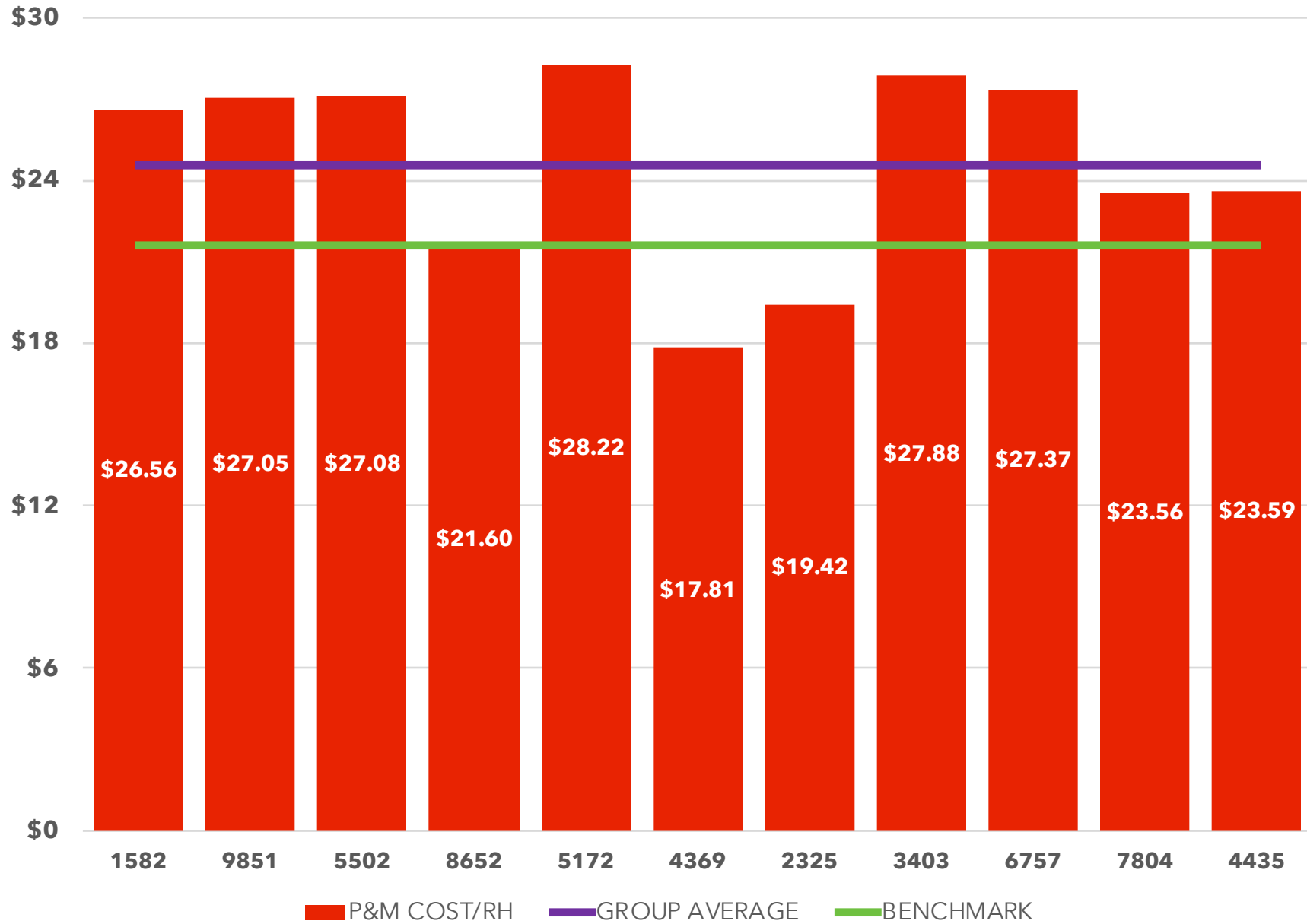
YTD P&M SALES VS COST



YTD REFINISH HOURS PER REPAIR ORDER

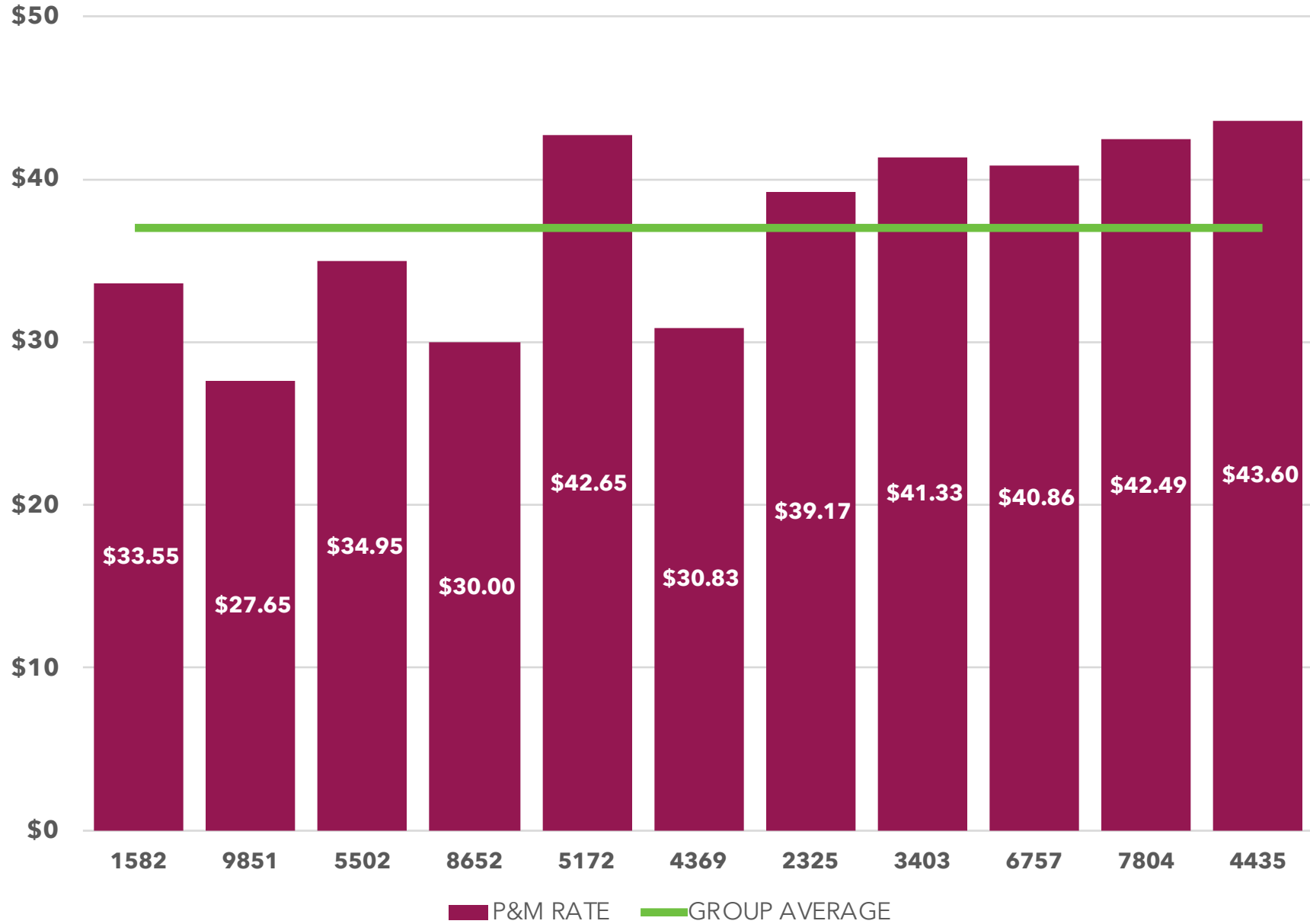


## YTD P&M COST PER REFINISH HOUR

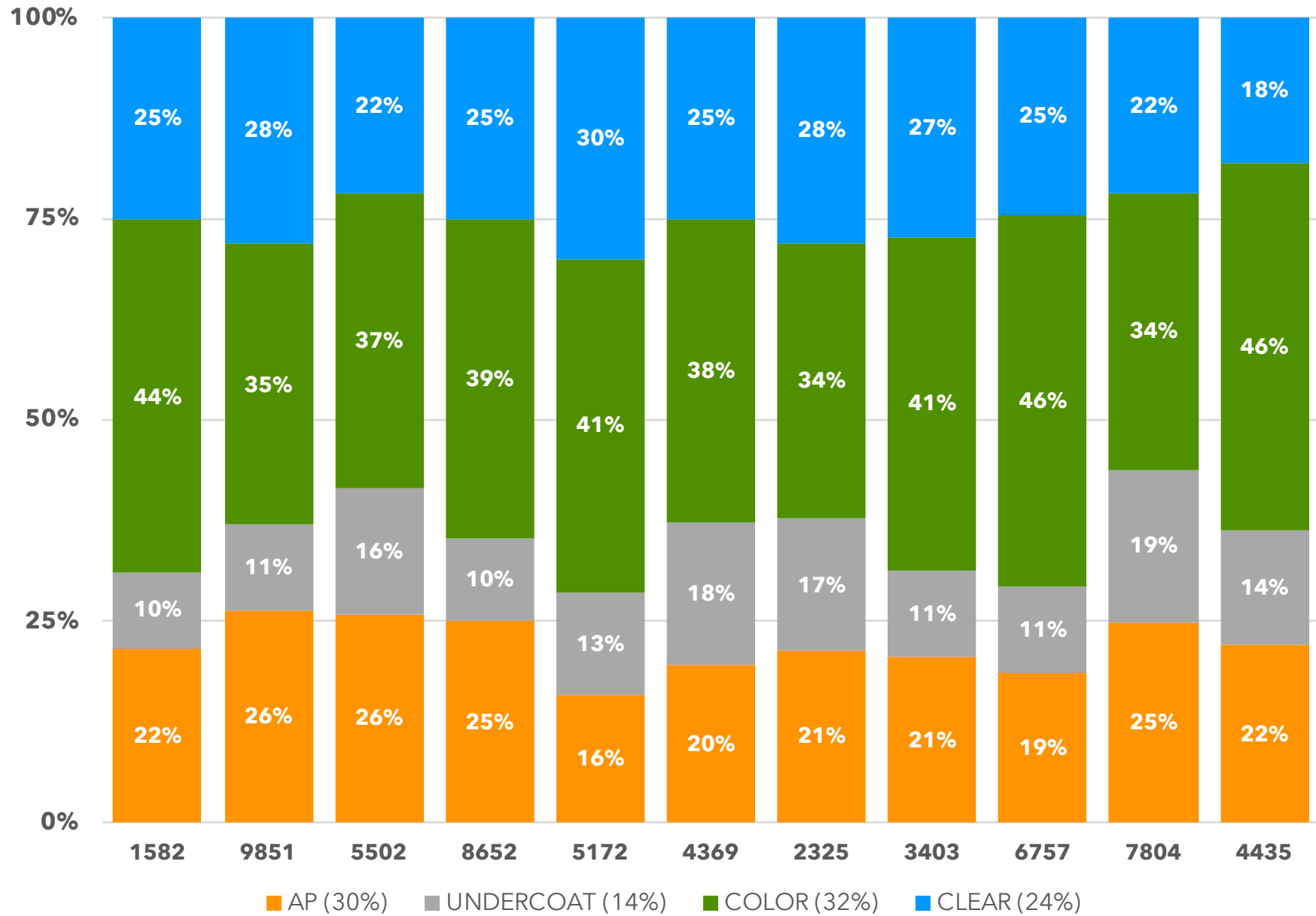




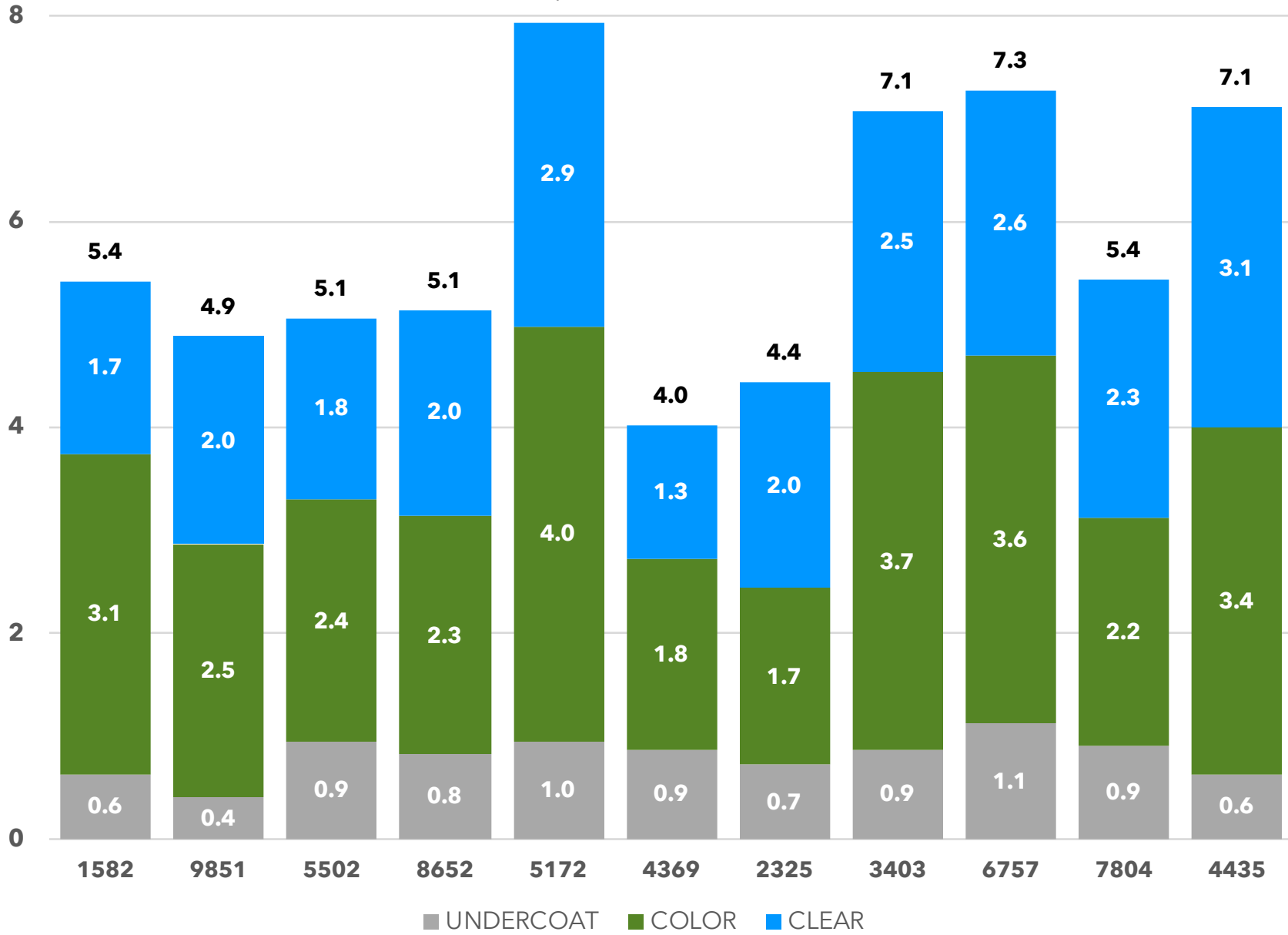
## YTD EFFECTIVE P&M RATE



## YTD PRODUCT MIX



## YTD OUNCES OF LIQUID PER REFINISH HOUR



## YTD REFINISH HOURS PER GALLON OF CLEAR

