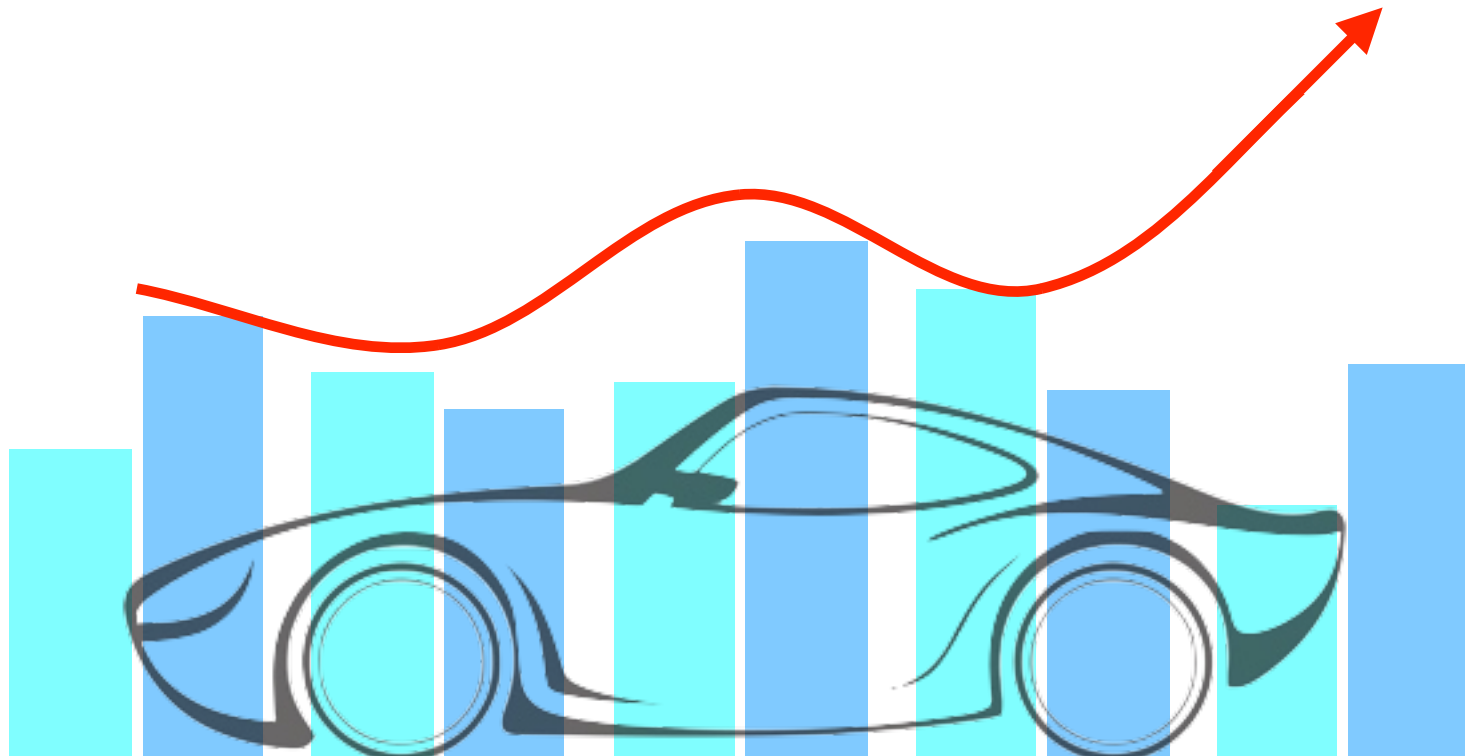


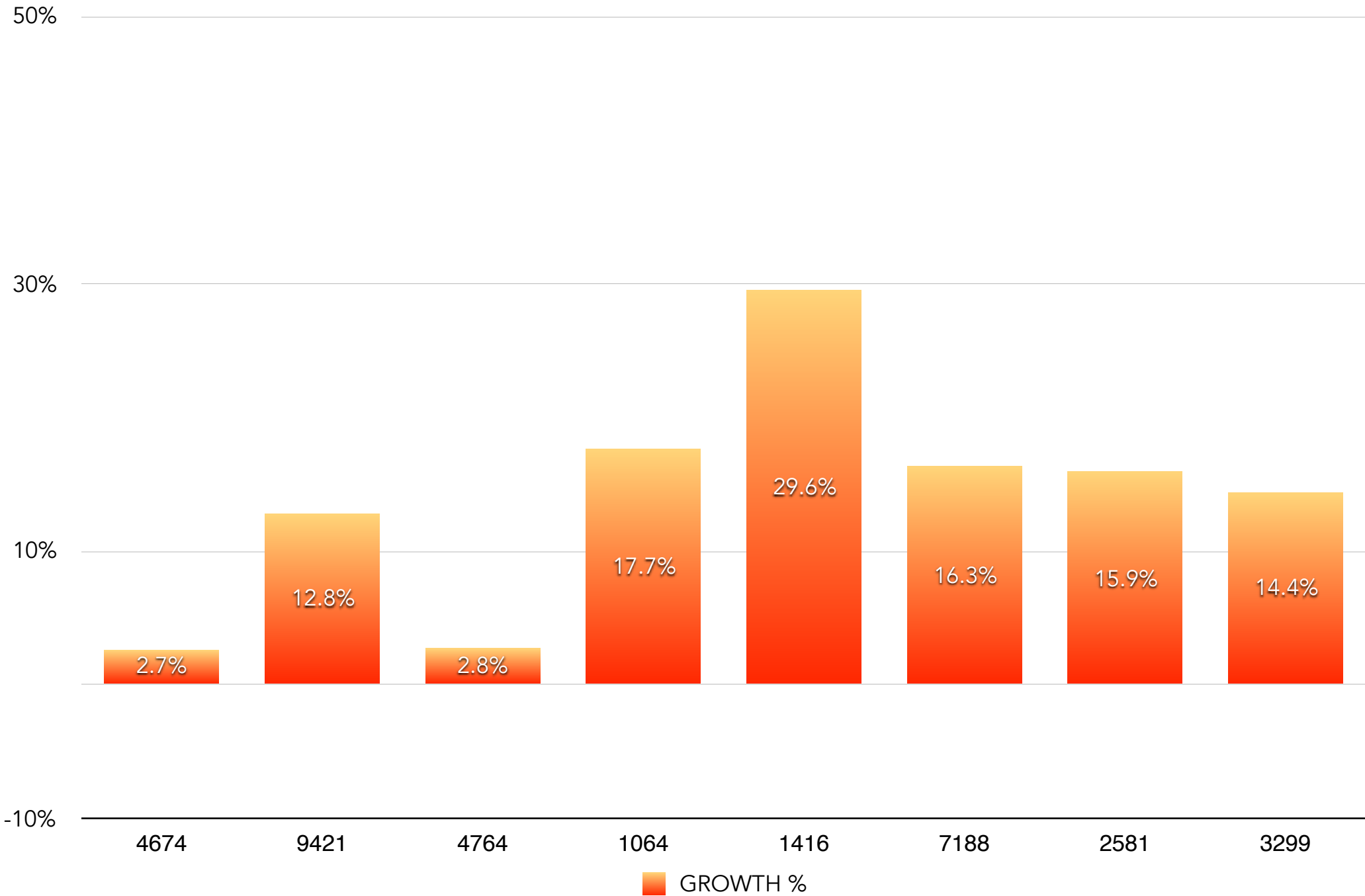
COLOR VISION™

ColorVision Profit Management

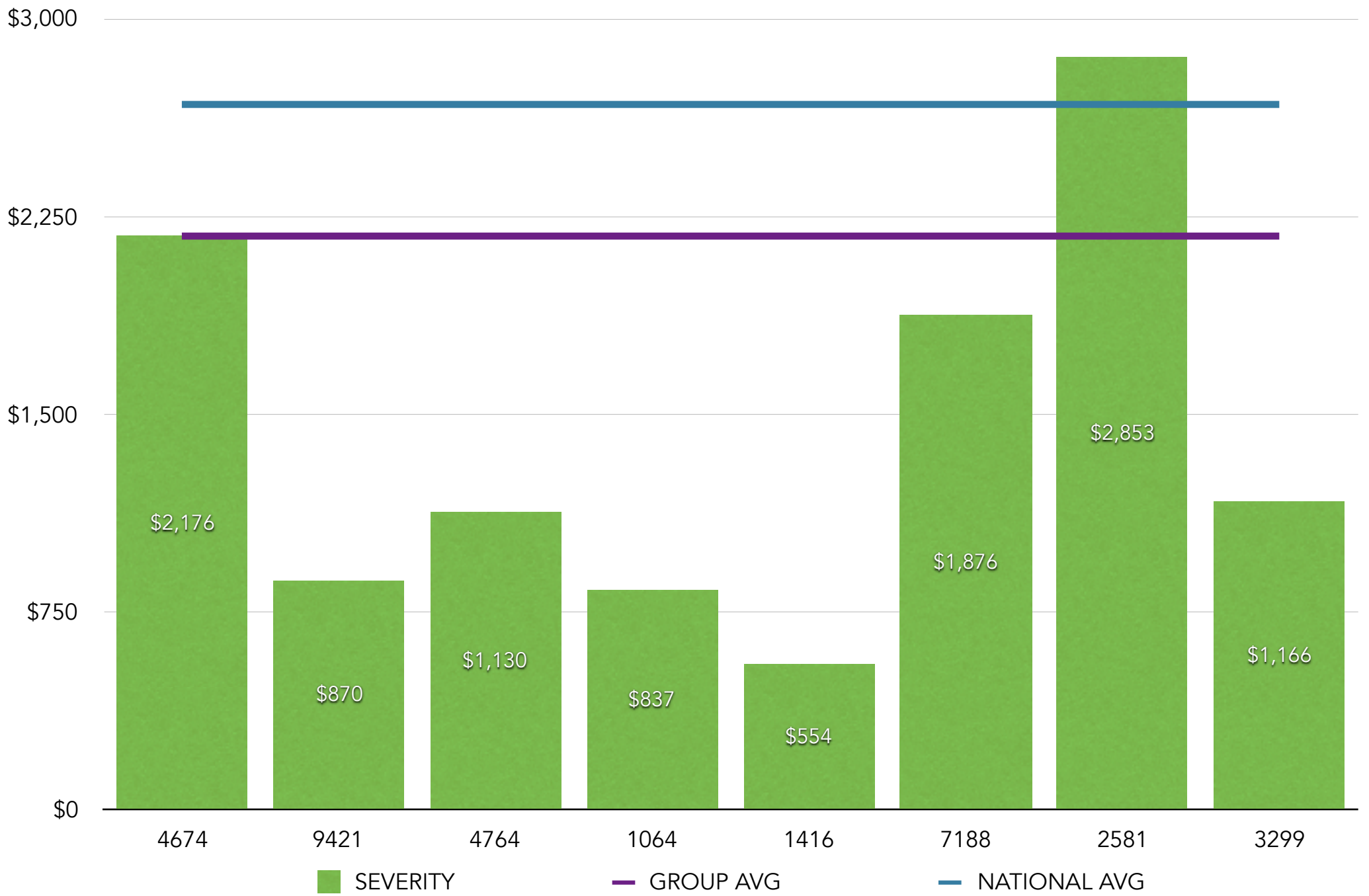
**November 2016 Group Report
Dealership Collision Centers**



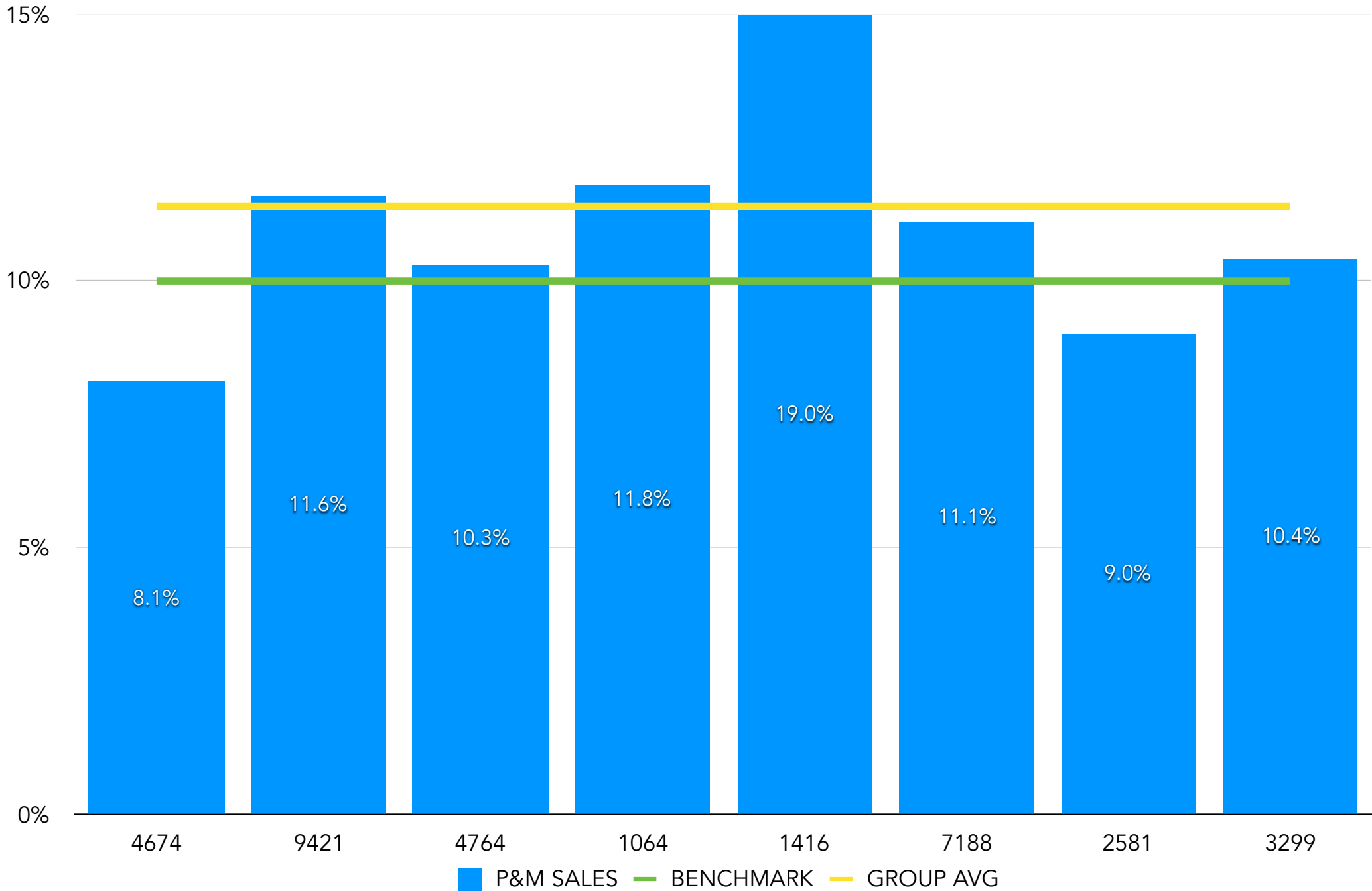
YTD TOTAL SALES GROWTH VS PREVIOUS YEAR



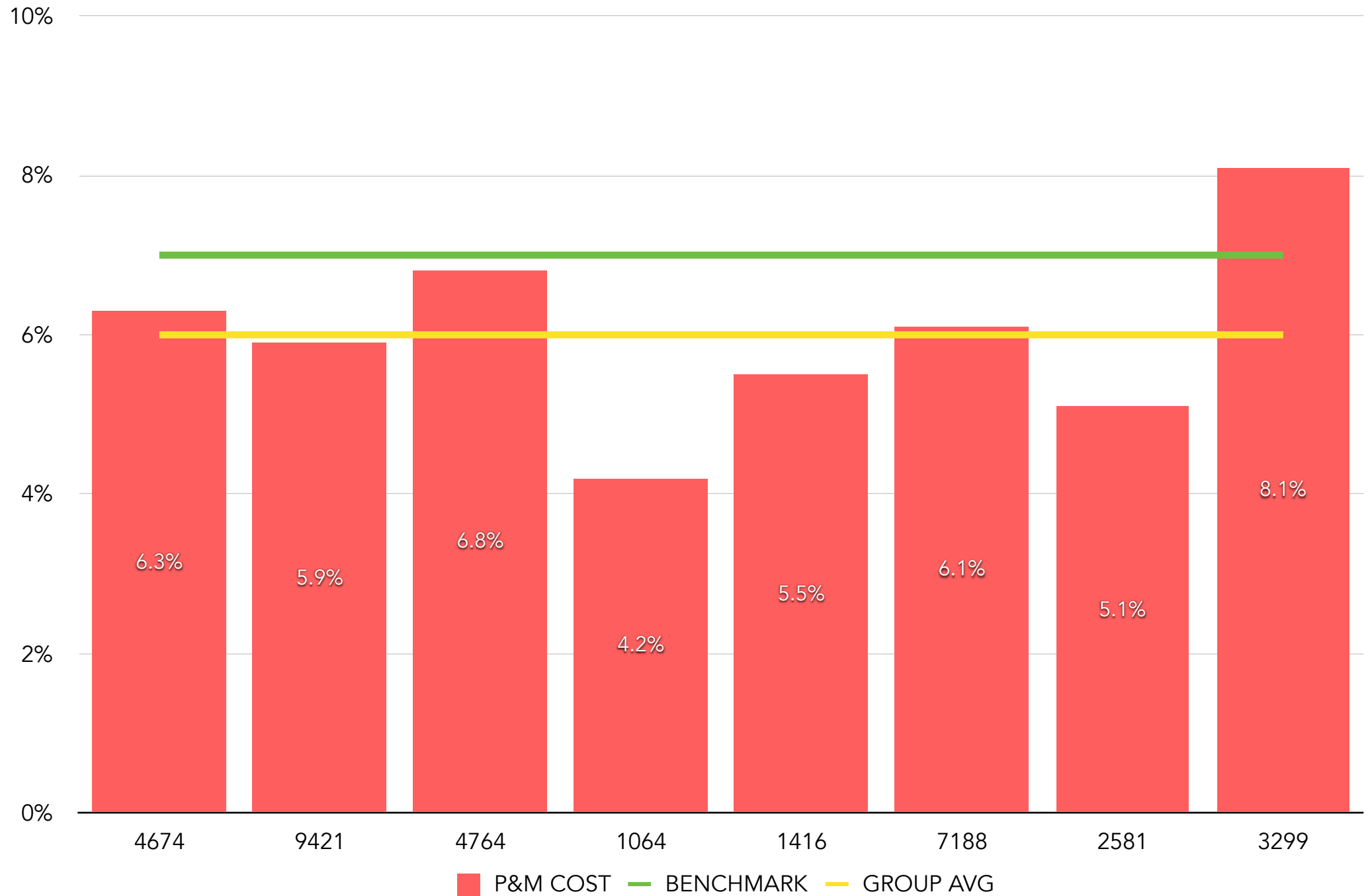
YTD SEVERITY



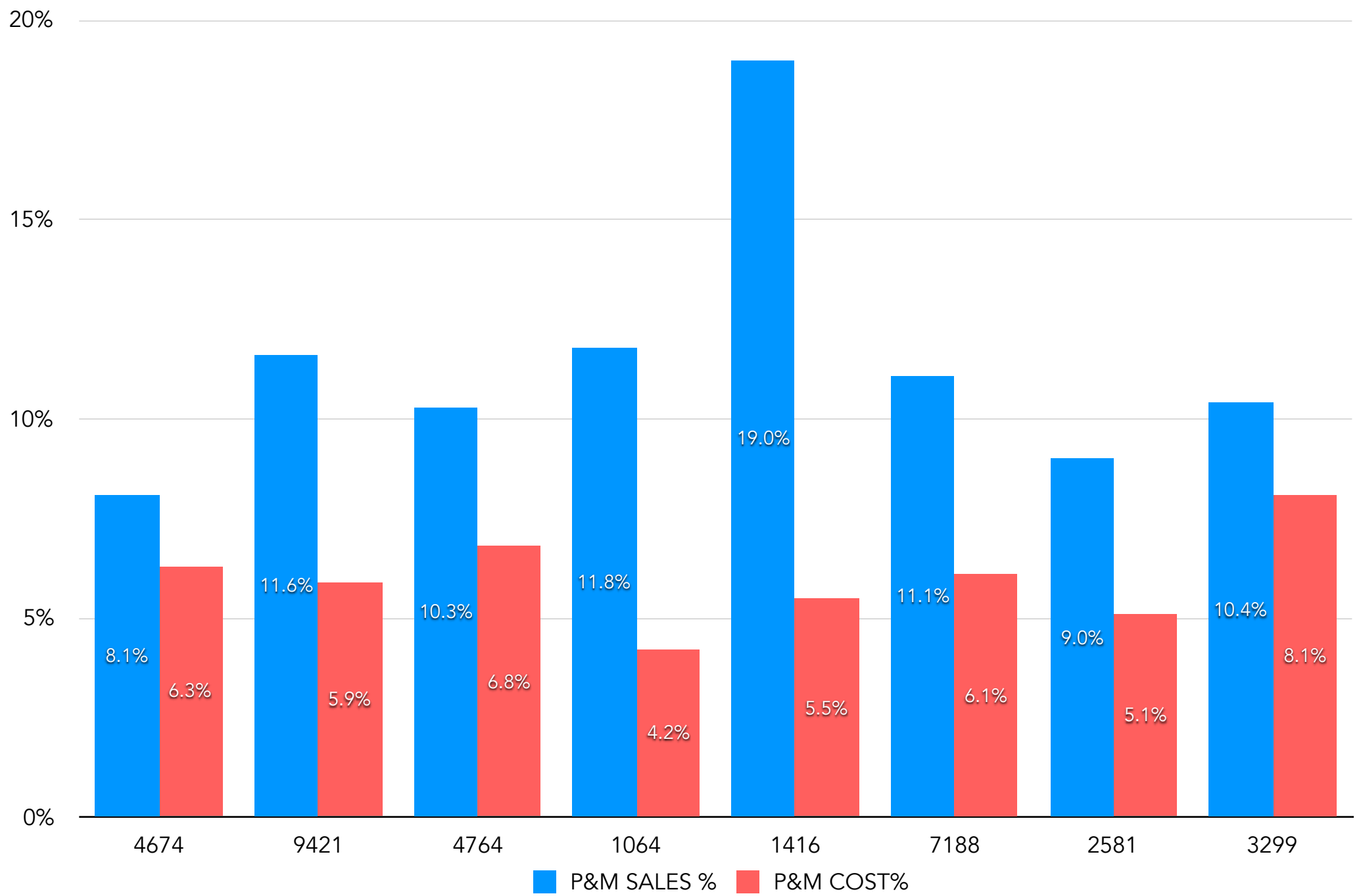
YTD P&M SALES % TO TOTAL SALES



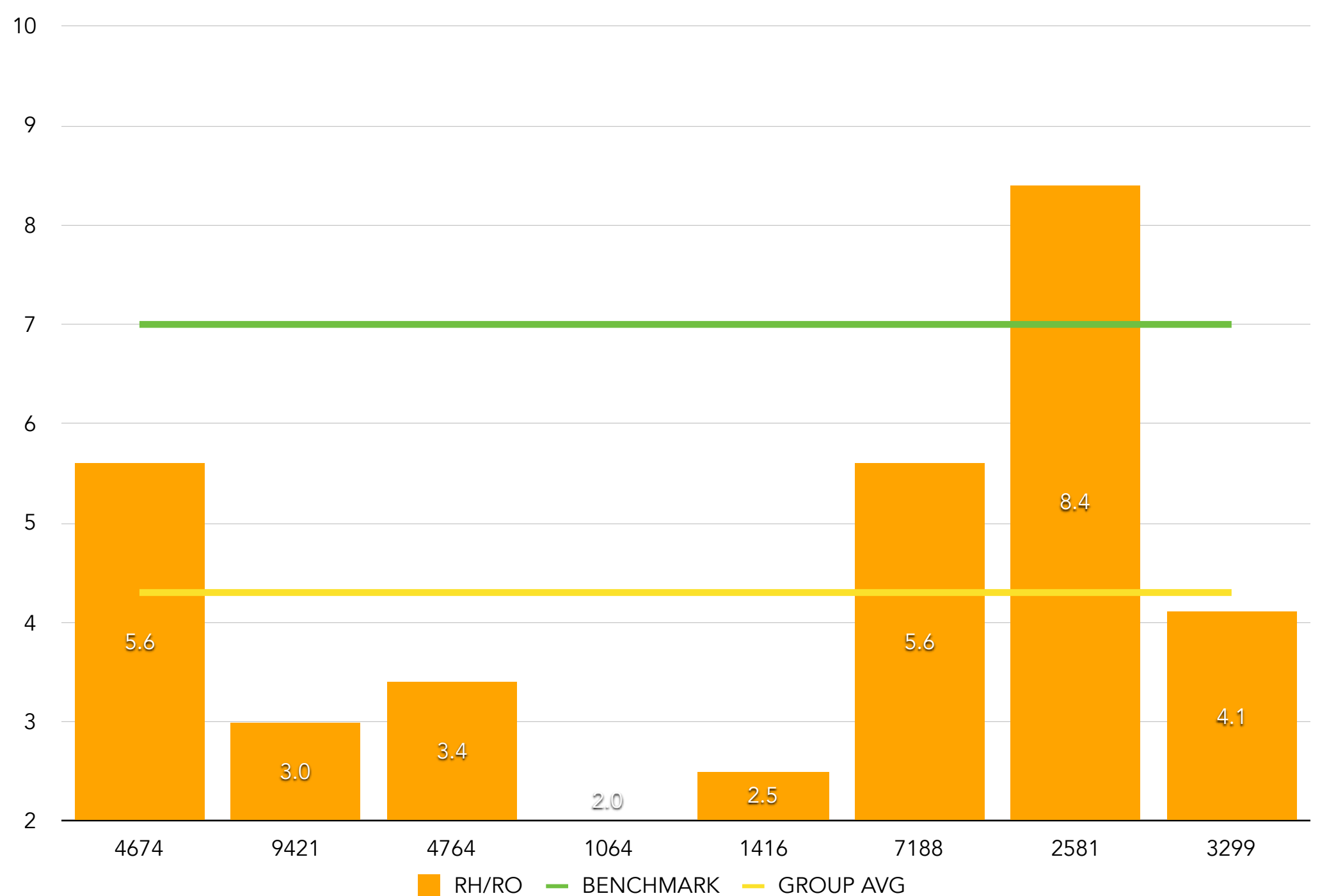
YTD COST % TO TOTAL SALES



YTD P&M SALES VS COST



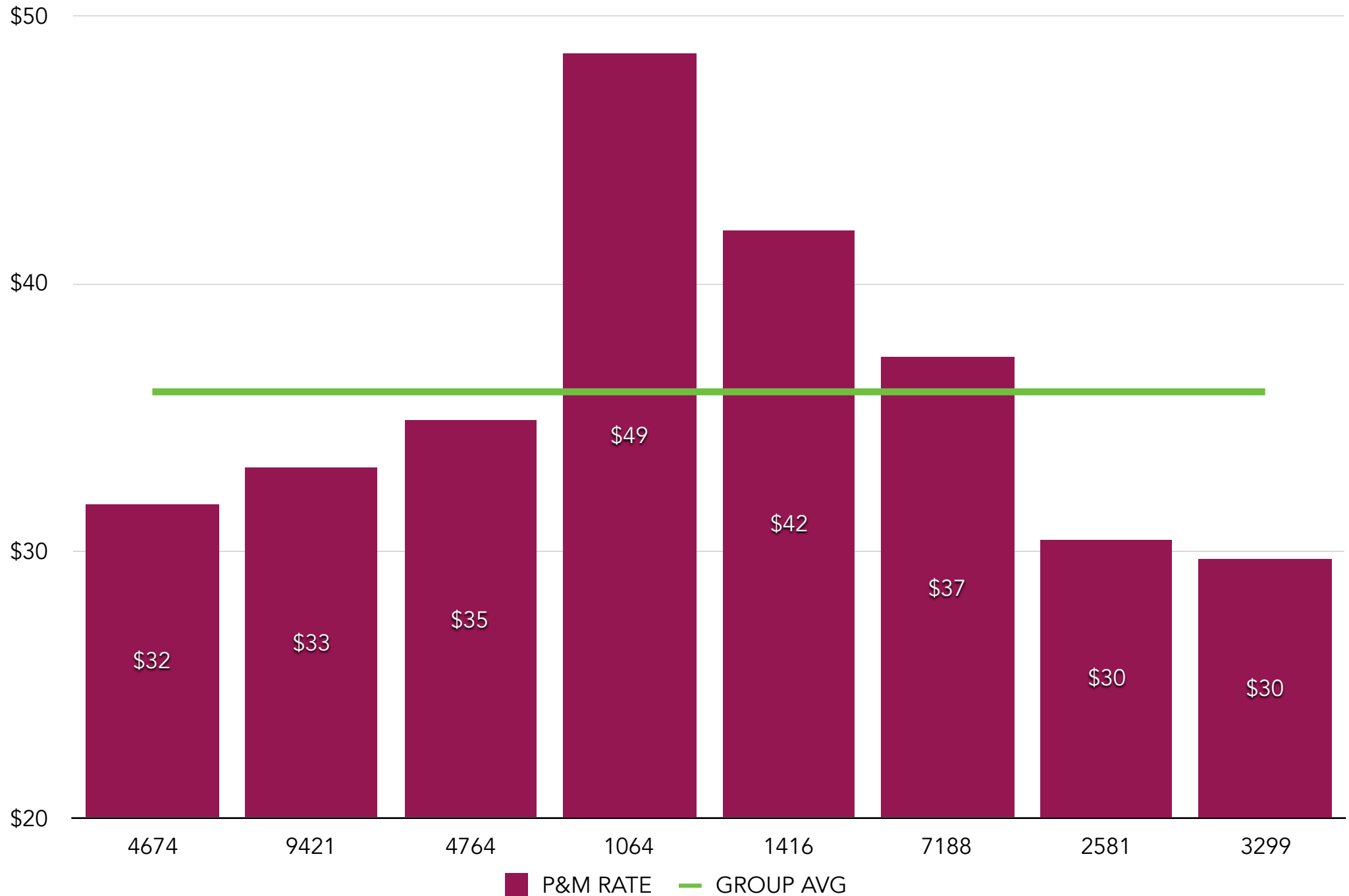
YTD REFINISH HOURS PER REPAIR ORDER



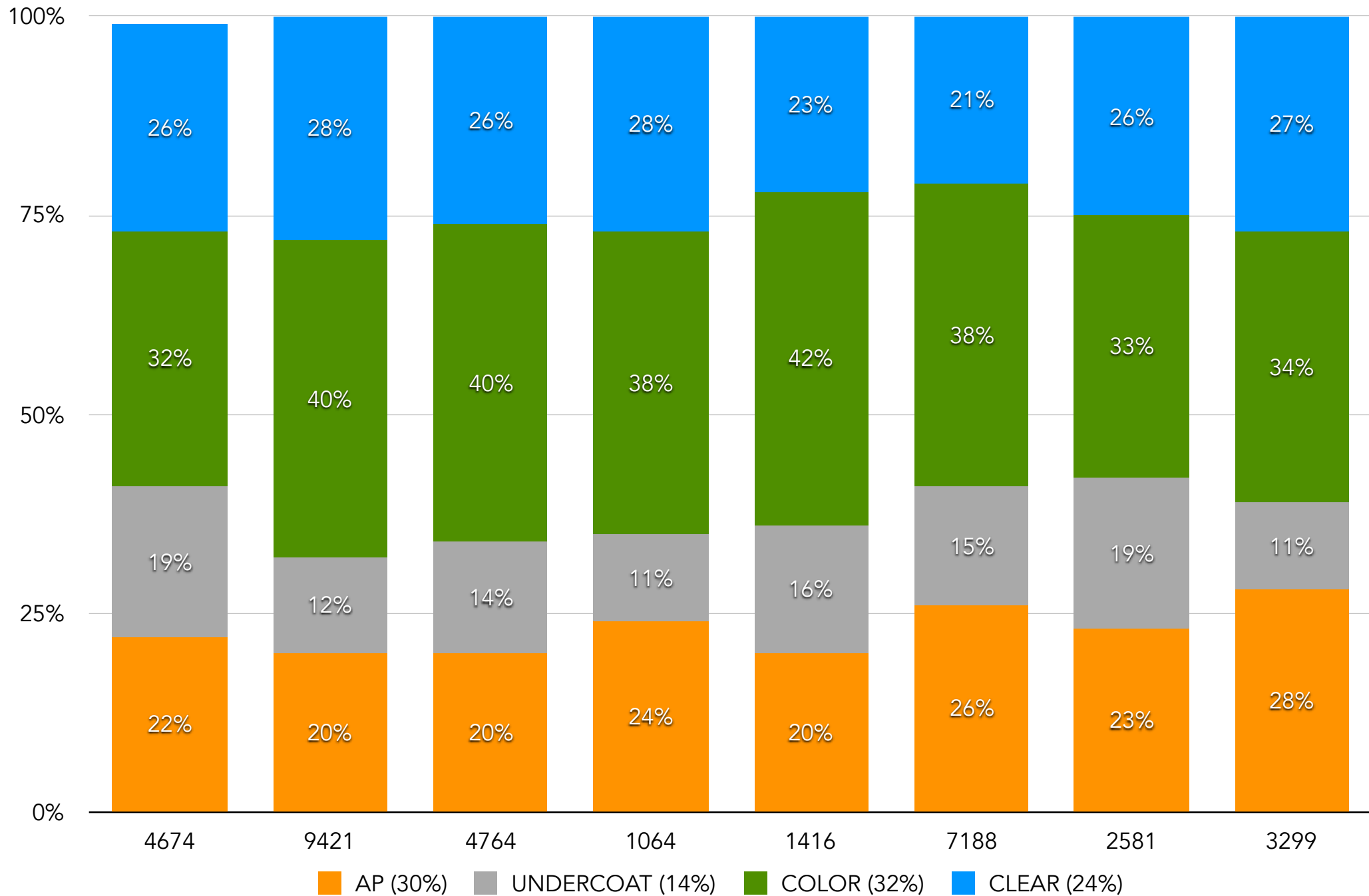
YTD PAINT AND MATERIAL COST PER REFINISH HOUR



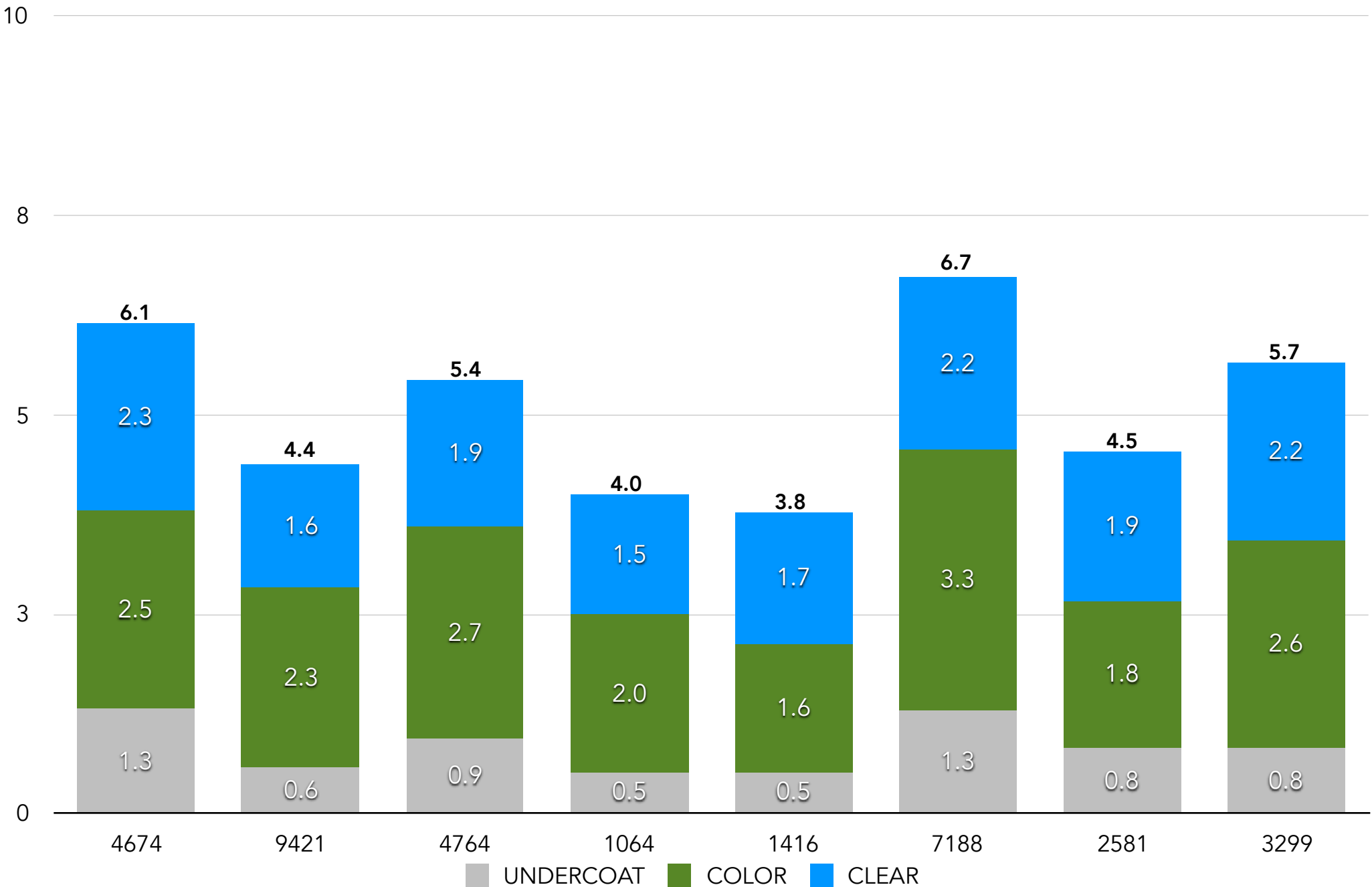
YTD EFFECTIVE P&M RATE



YTD GROUP PRODUCT MIX



YTD OUNCES OF LIQUID PER REFINISH HOUR



YTD PAINT HOURS PER GALLON OF CLEAR

