



# **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**

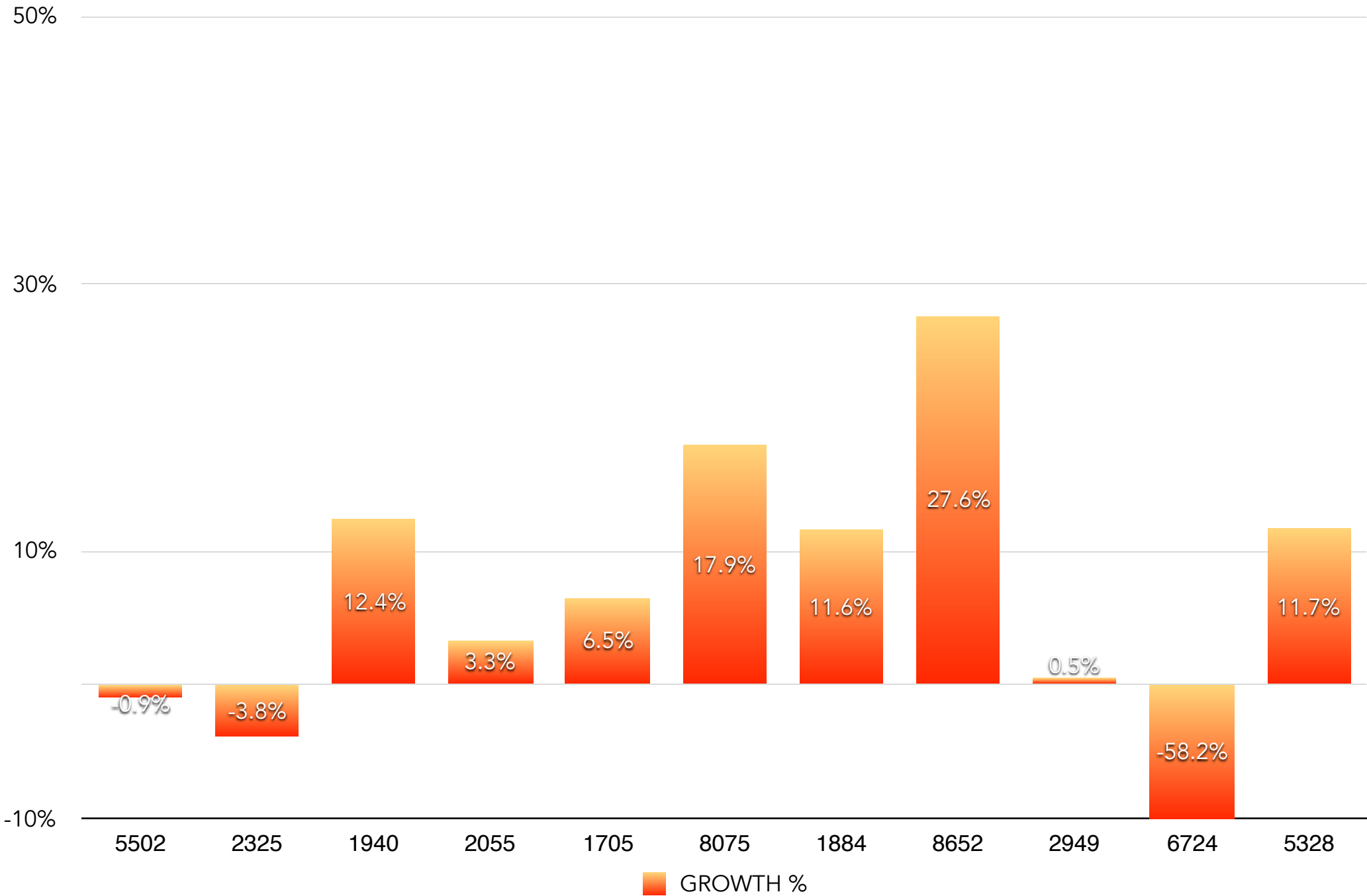
**PRODUCT MIX**

**OUNCES OF LIQUID PER REFINISH HOUR**

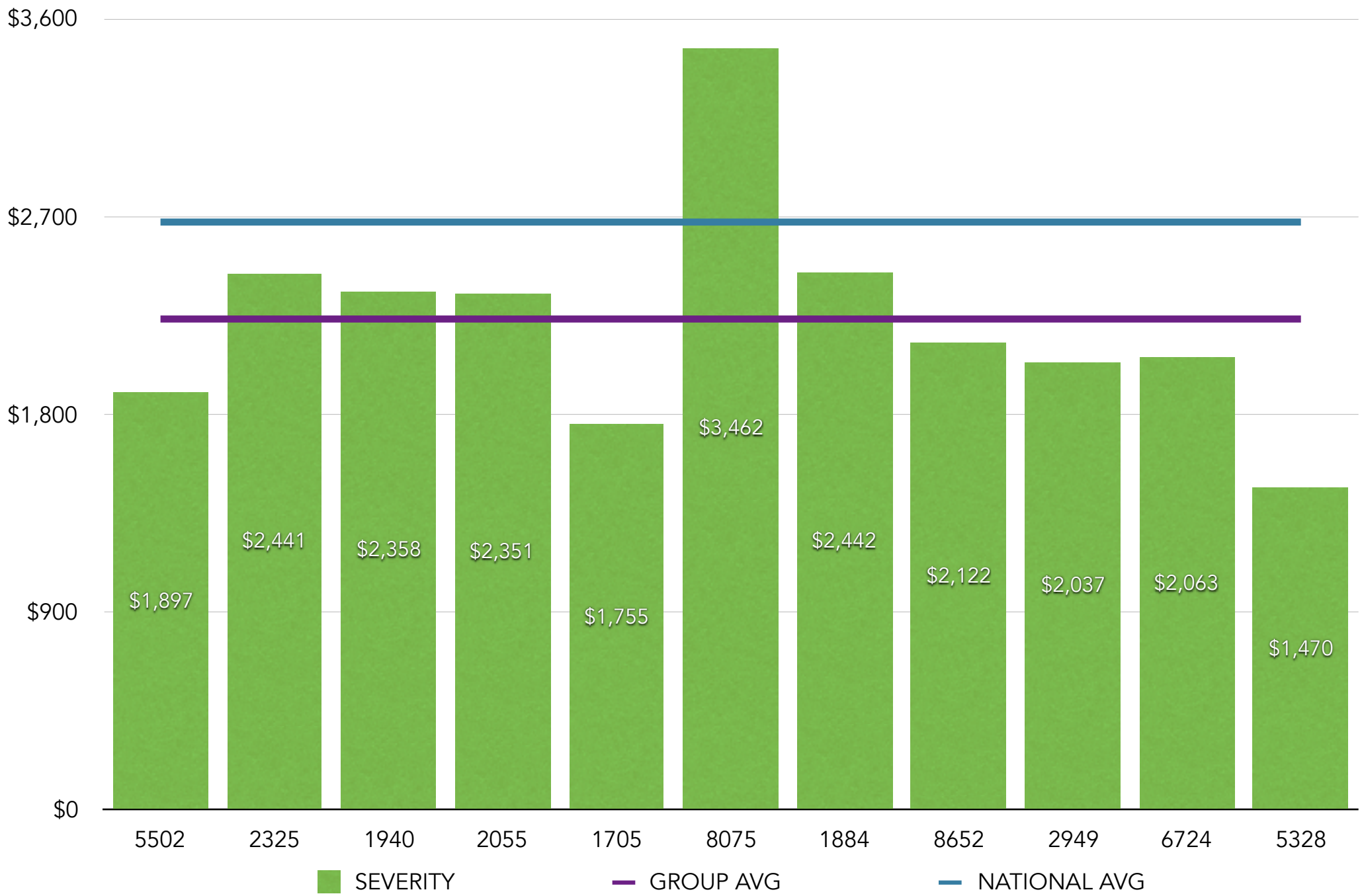
**PAINT HOURS PER GALLON OF CLEAR**

**November 2017 Group Report  
Independent Collision Centers**

# YTD TOTAL SALES GROWTH VS PREVIOUS YEAR



# YTD SEVERITY



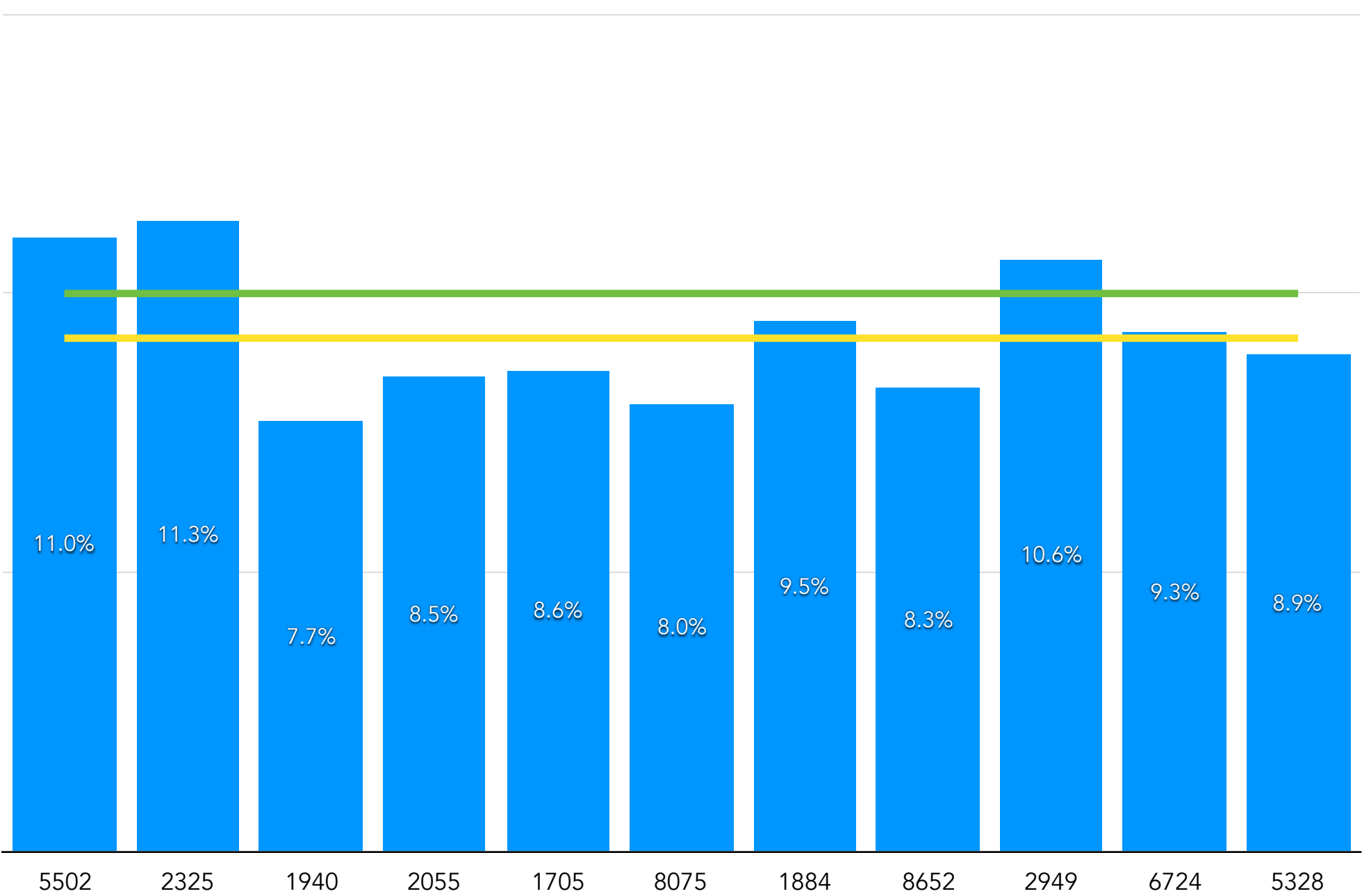
# YTD P&M SALES % TO TOTAL SALES

15%

10%

5%

0%



5502

2325

1940

2055

1705

8075

1884

8652

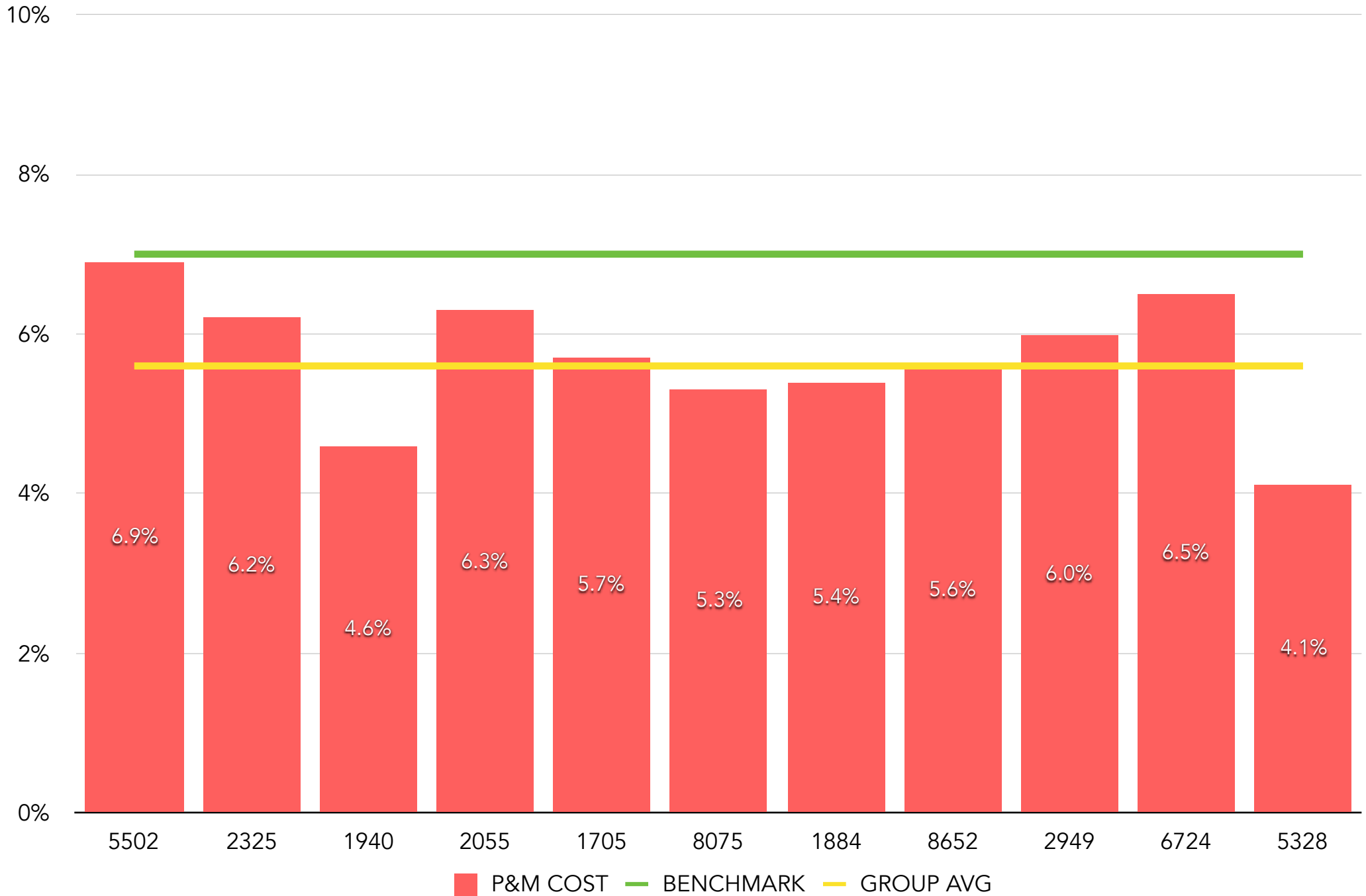
2949

6724

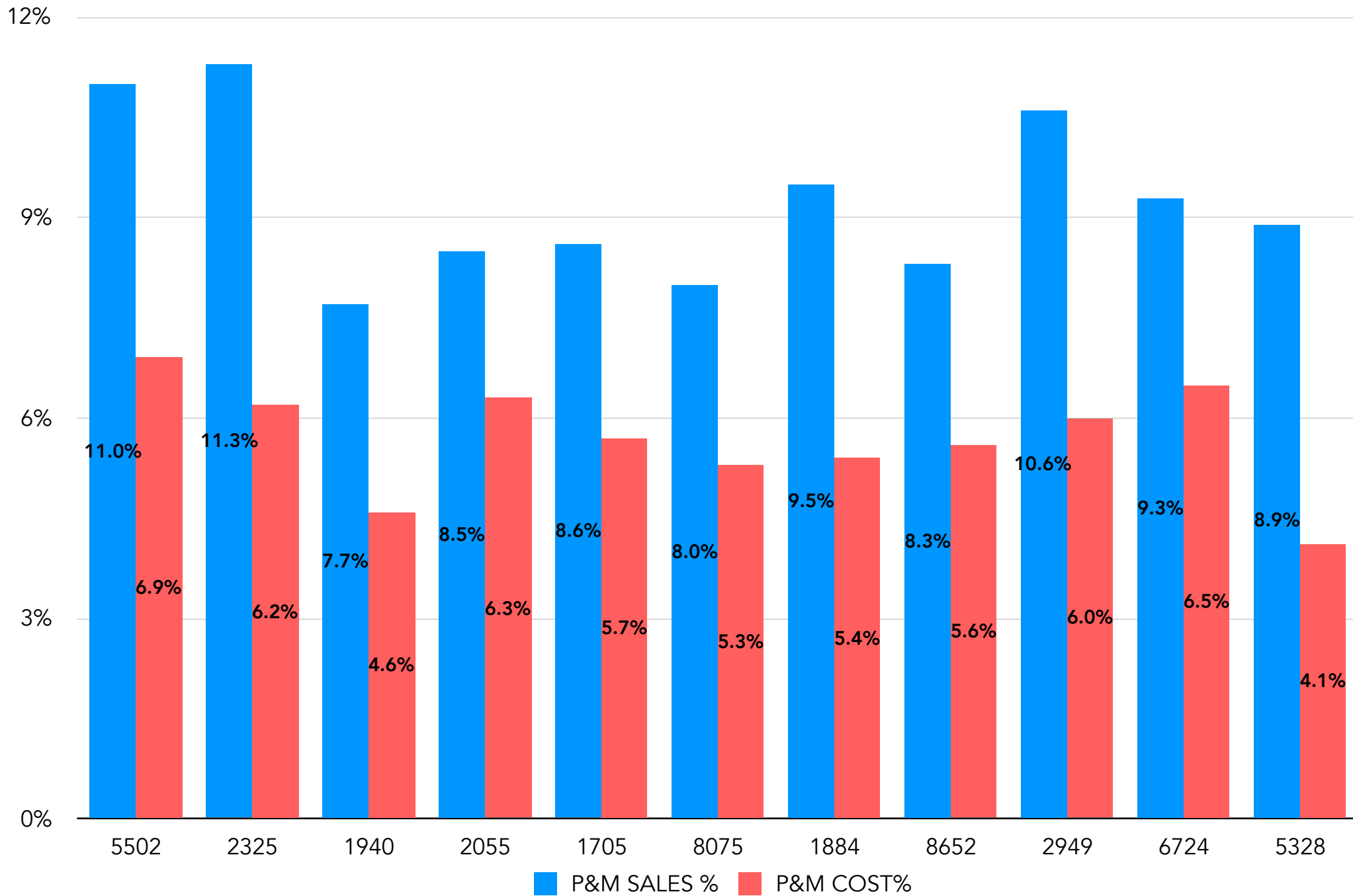
5328

P&M SALES BENCHMARK GROUP AVG

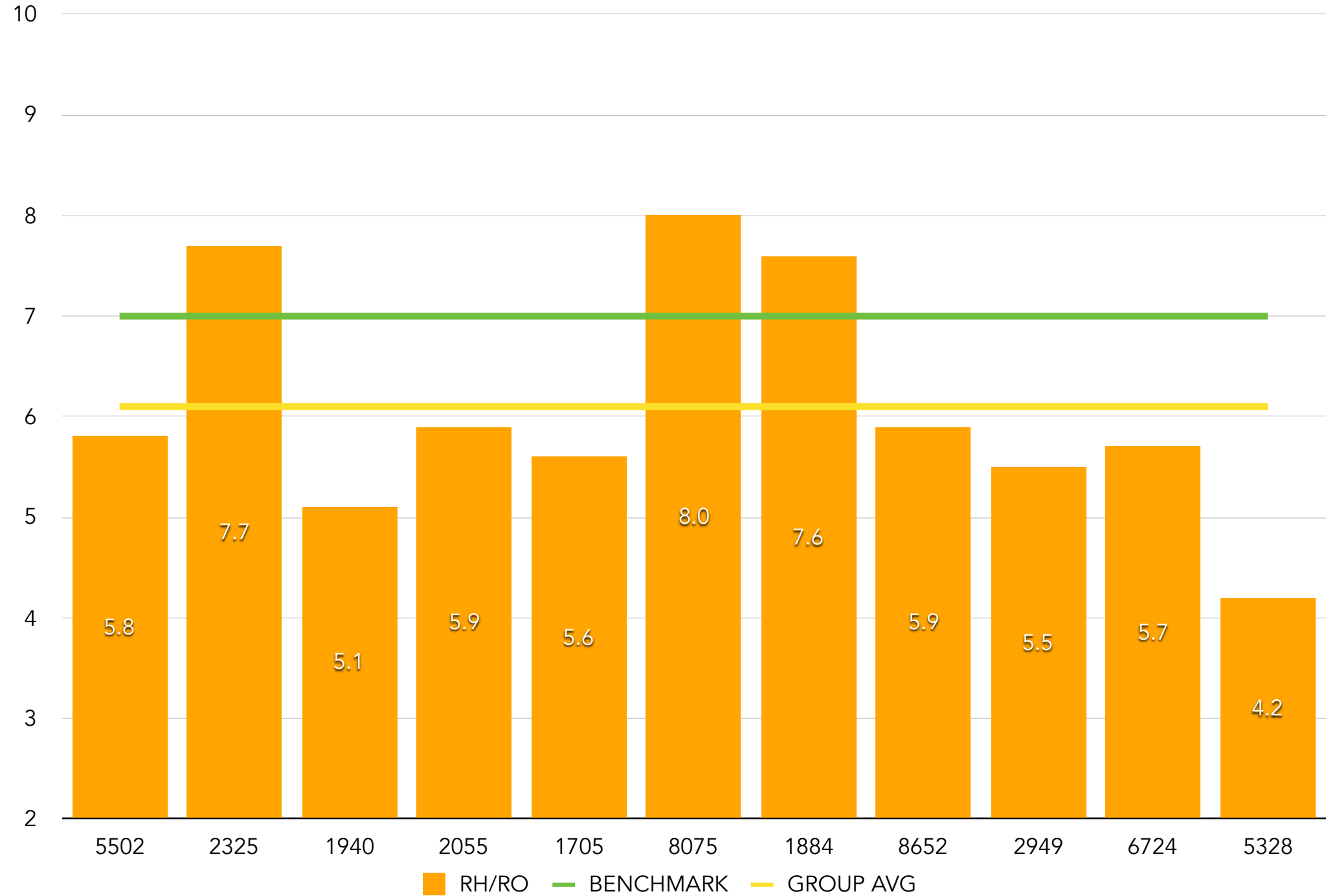
# YTD COST % TO TOTAL SALES



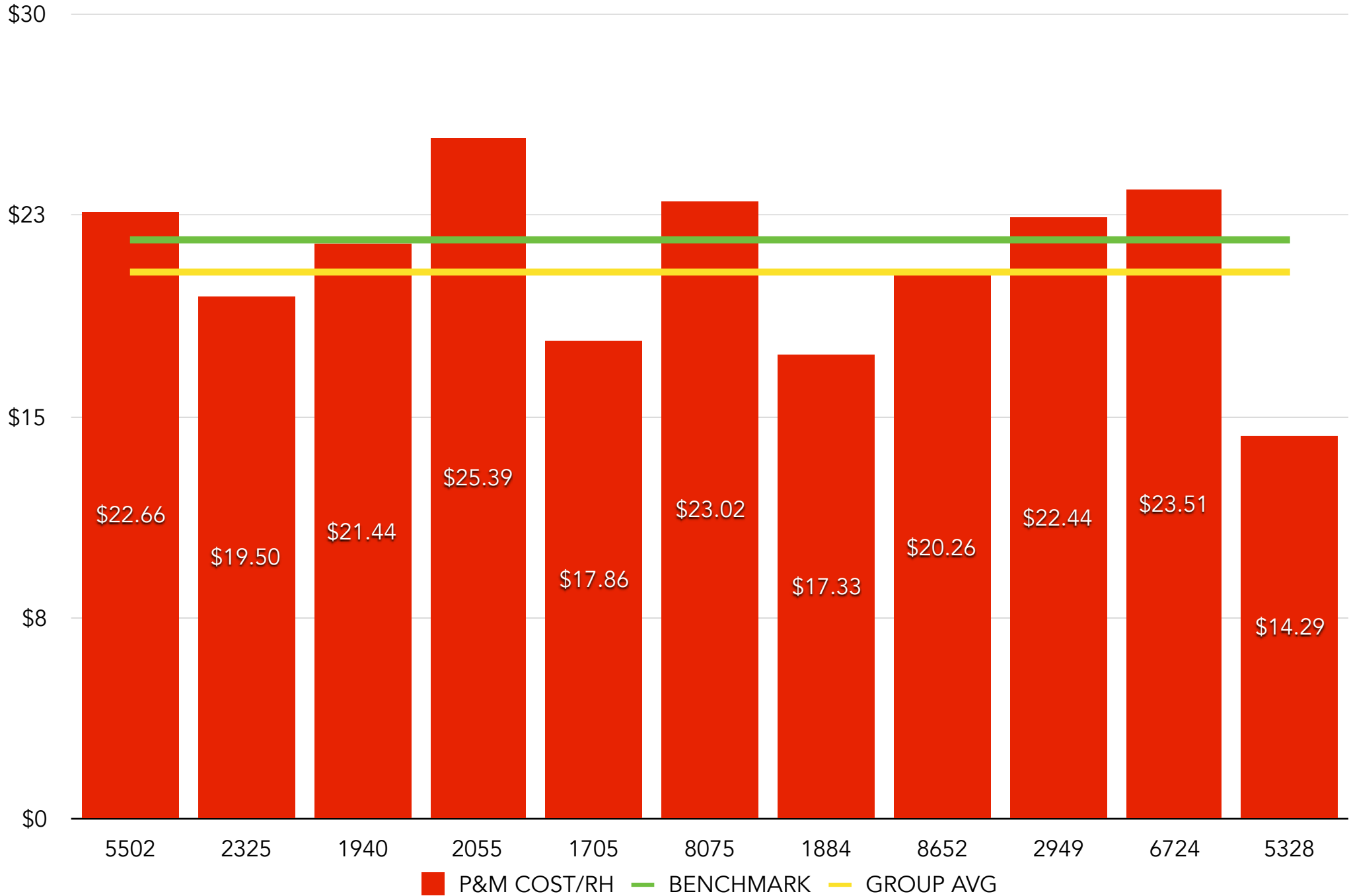
# YTD P&M SALES VS COST



# YTD REFINISH HOURS PER REPAIR ORDER

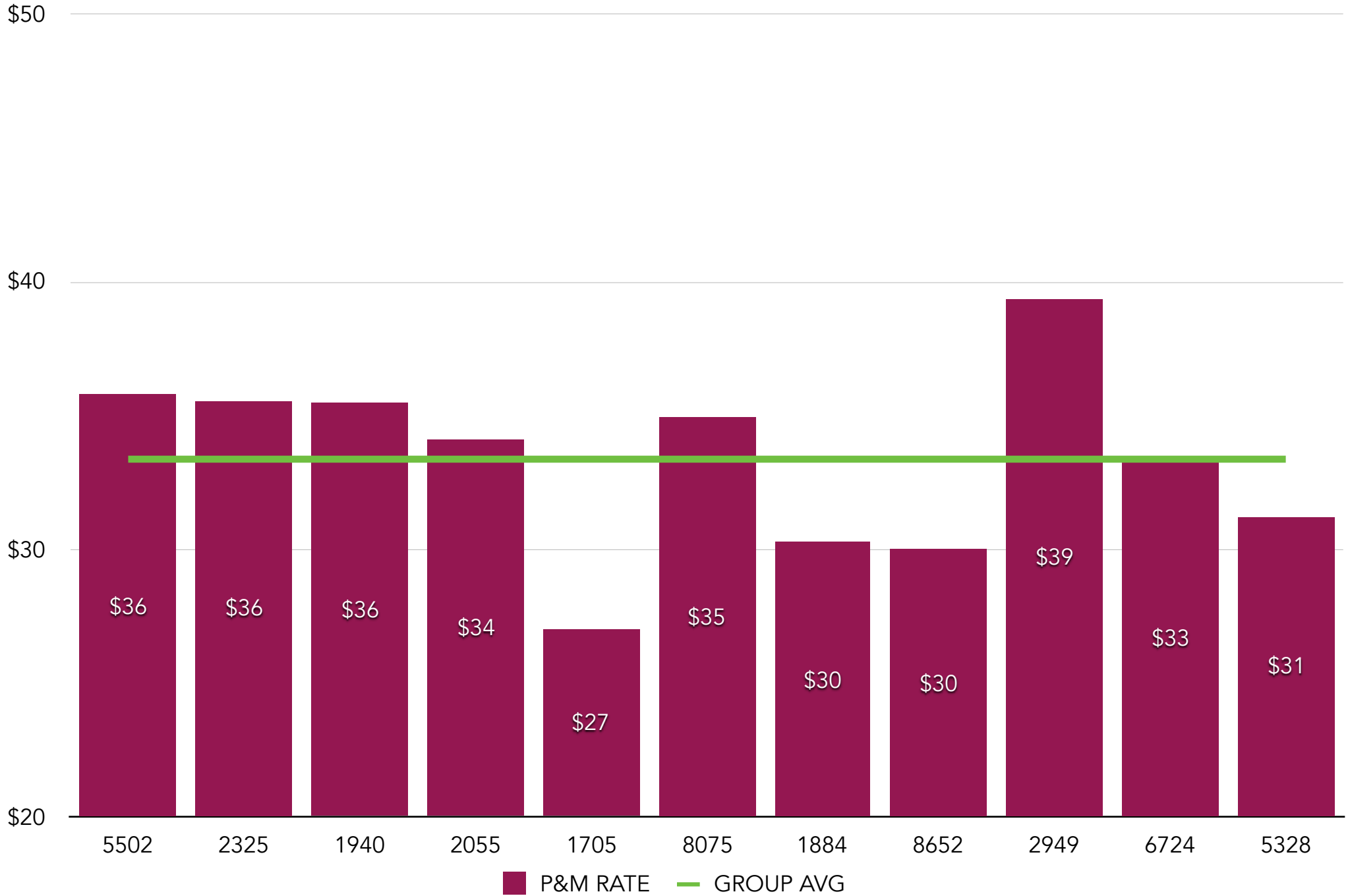


# YTD PAINT AND MATERIAL COST PER REFINISH HOUR

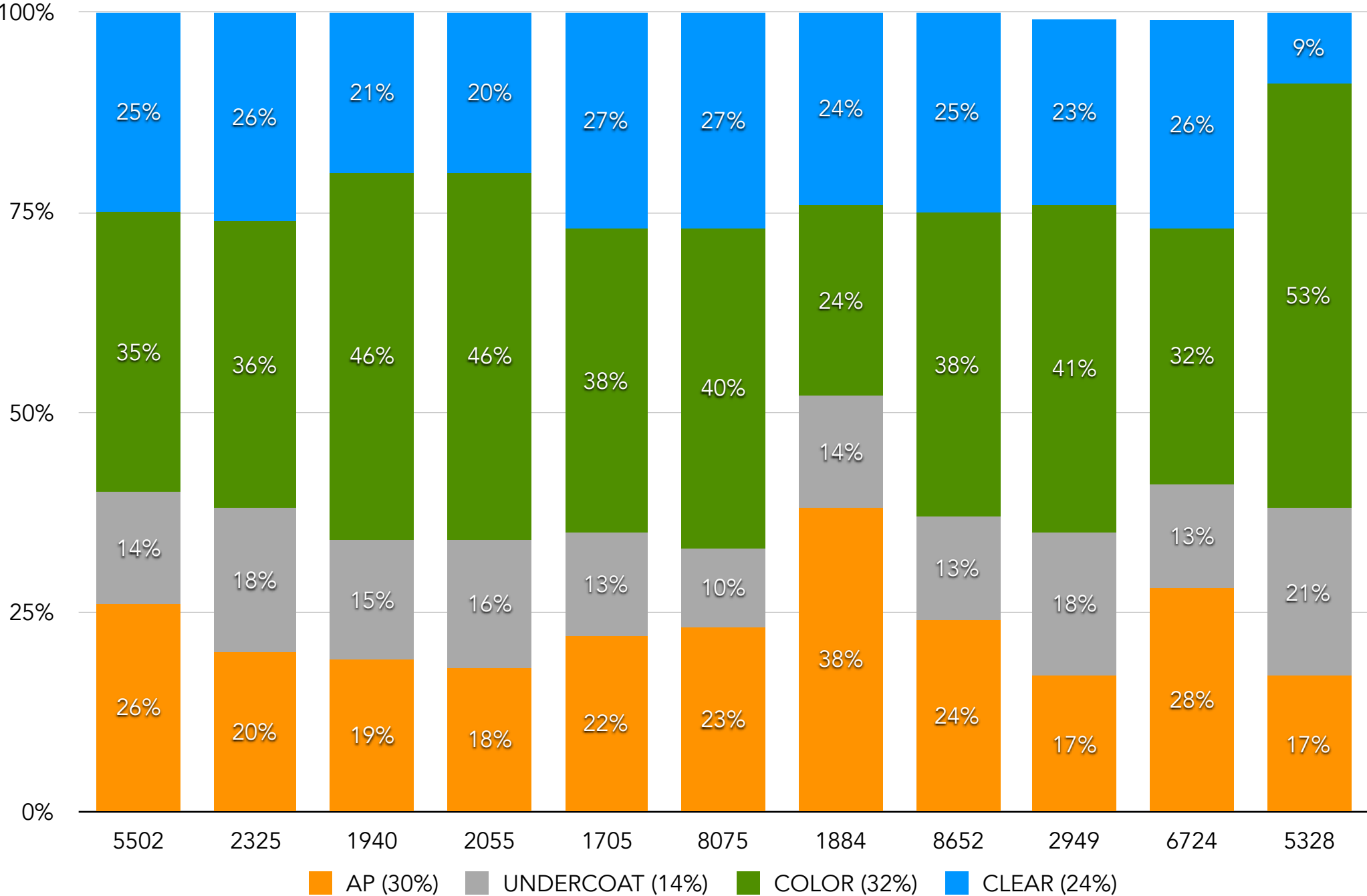




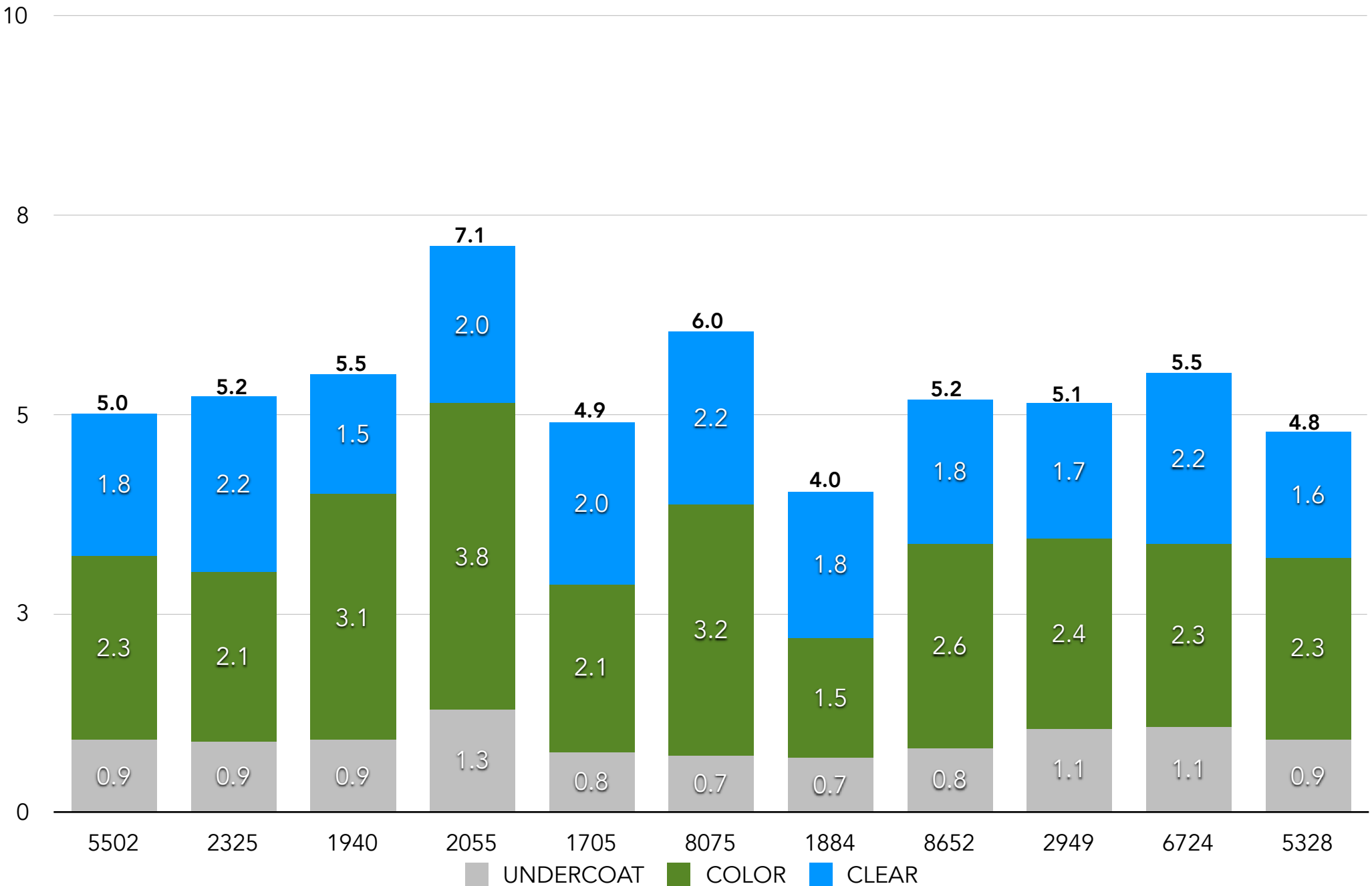
# YTD EFFECTIVE P&M RATE



# YTD GROUP PRODUCT MIX



# YTD OUNCES OF LIQUID PER REFINISH HOUR



# YTD PAINT HOURS PER GALLON OF CLEAR

