



# **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**

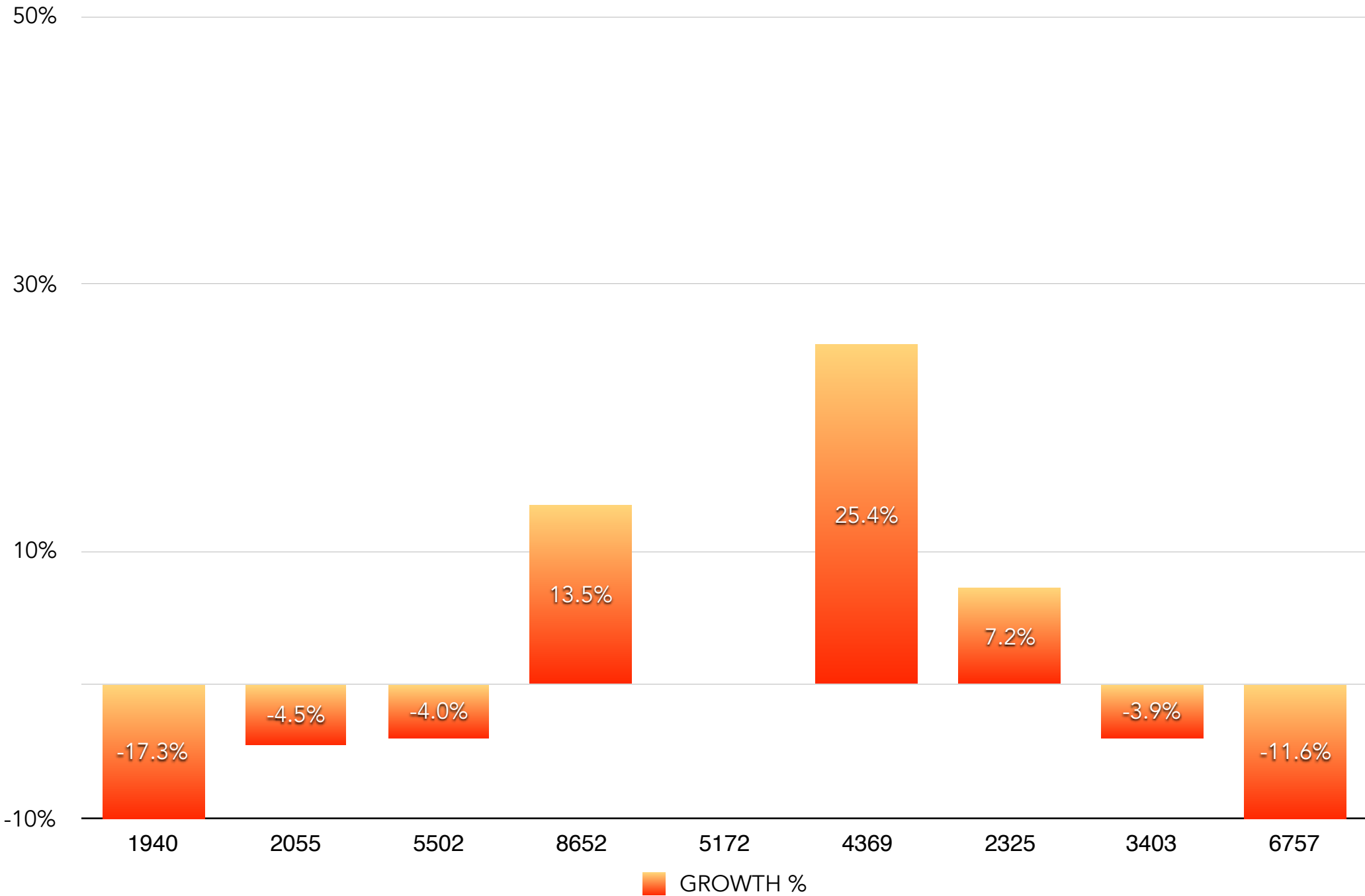
**PRODUCT MIX**

**OUNCES OF LIQUID PER REFINISH HOUR**

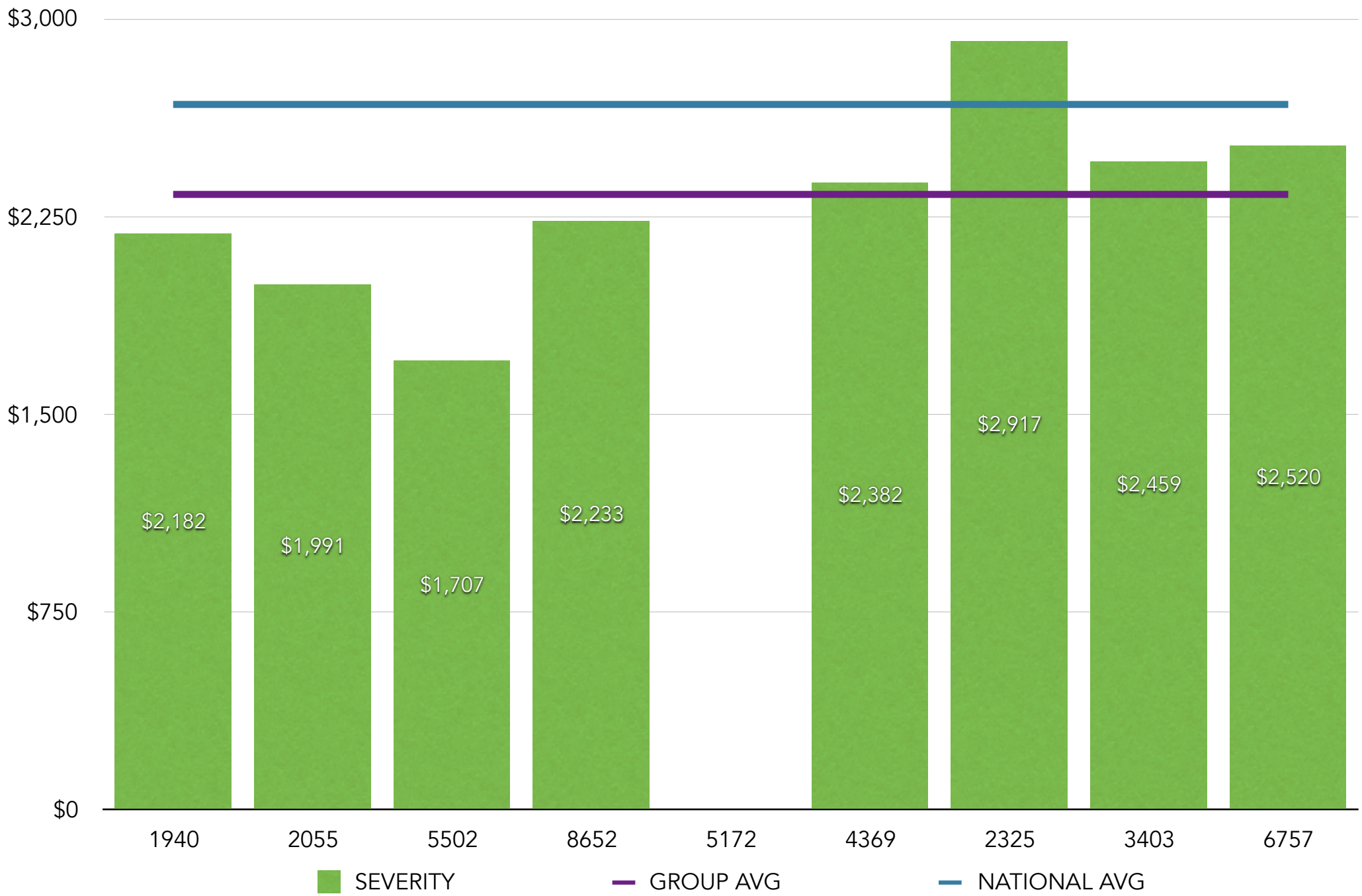
**PAINT HOURS PER GALLON OF CLEAR**

**December/Year End 2018**  
**Pearl Group Report**  
**Independent Collision Centers**

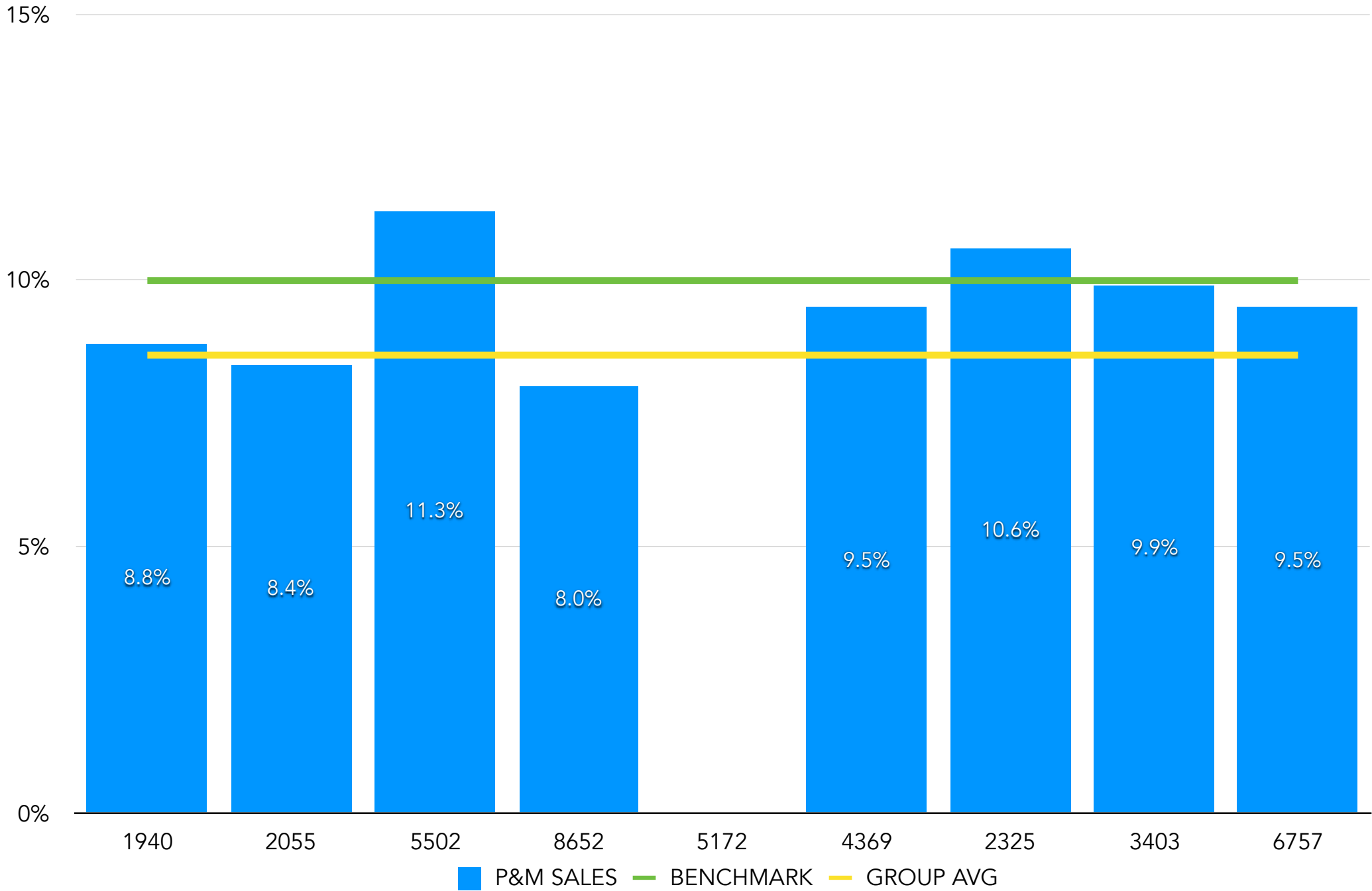
# YTD TOTAL SALES GROWTH VS PREVIOUS YEAR



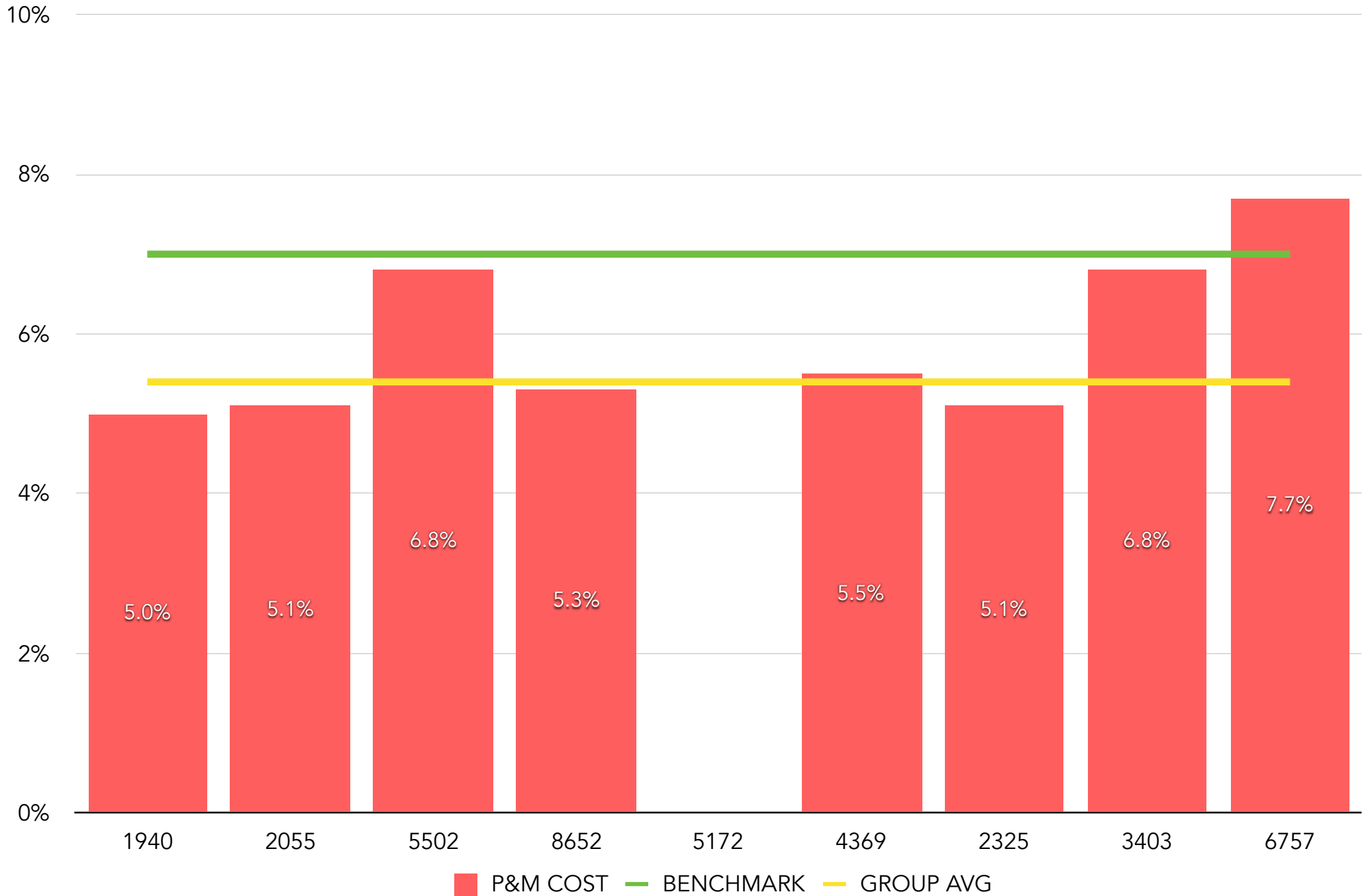
# YTD SEVERITY



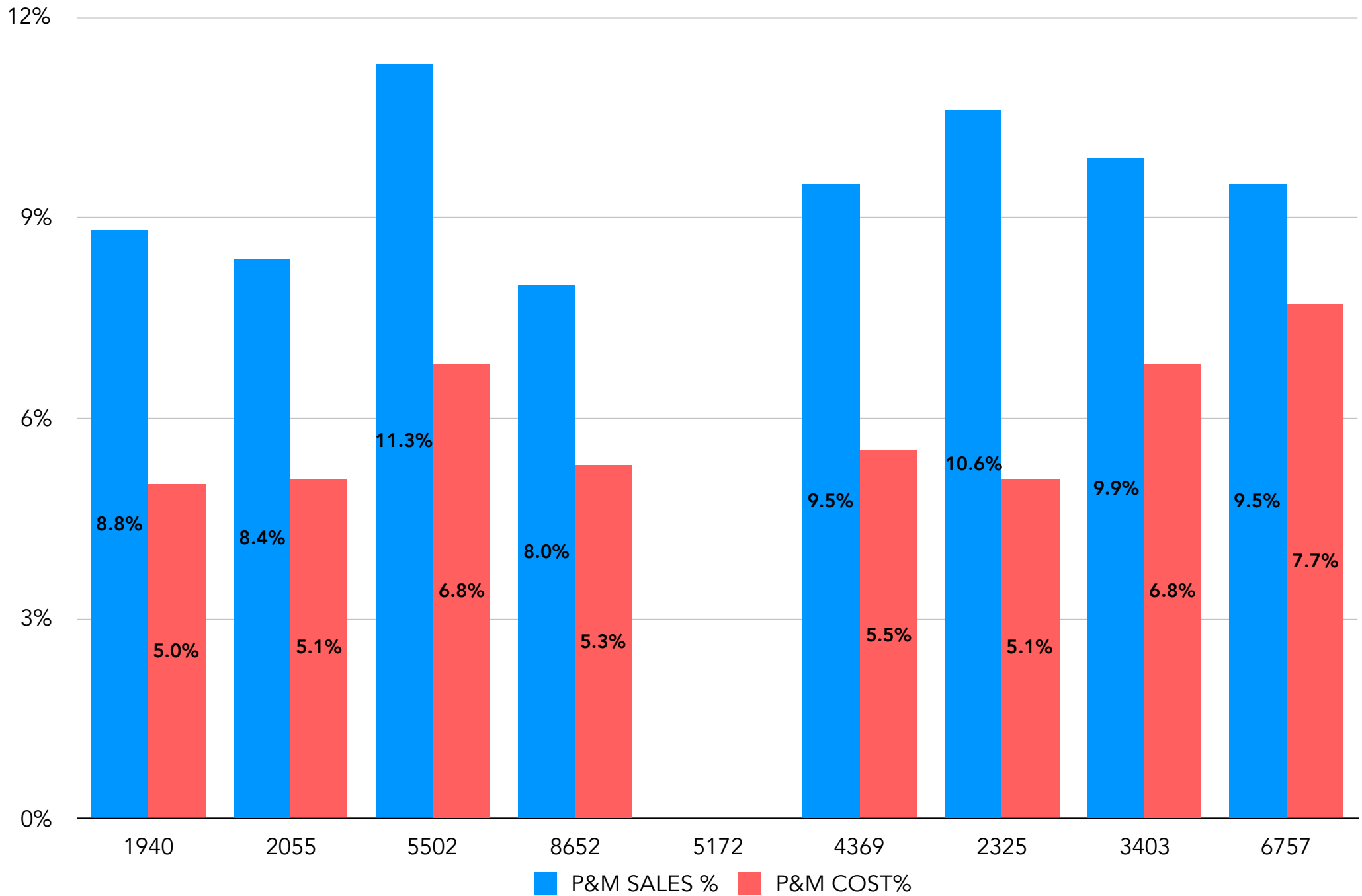
# YTD P&M SALES % TO TOTAL SALES



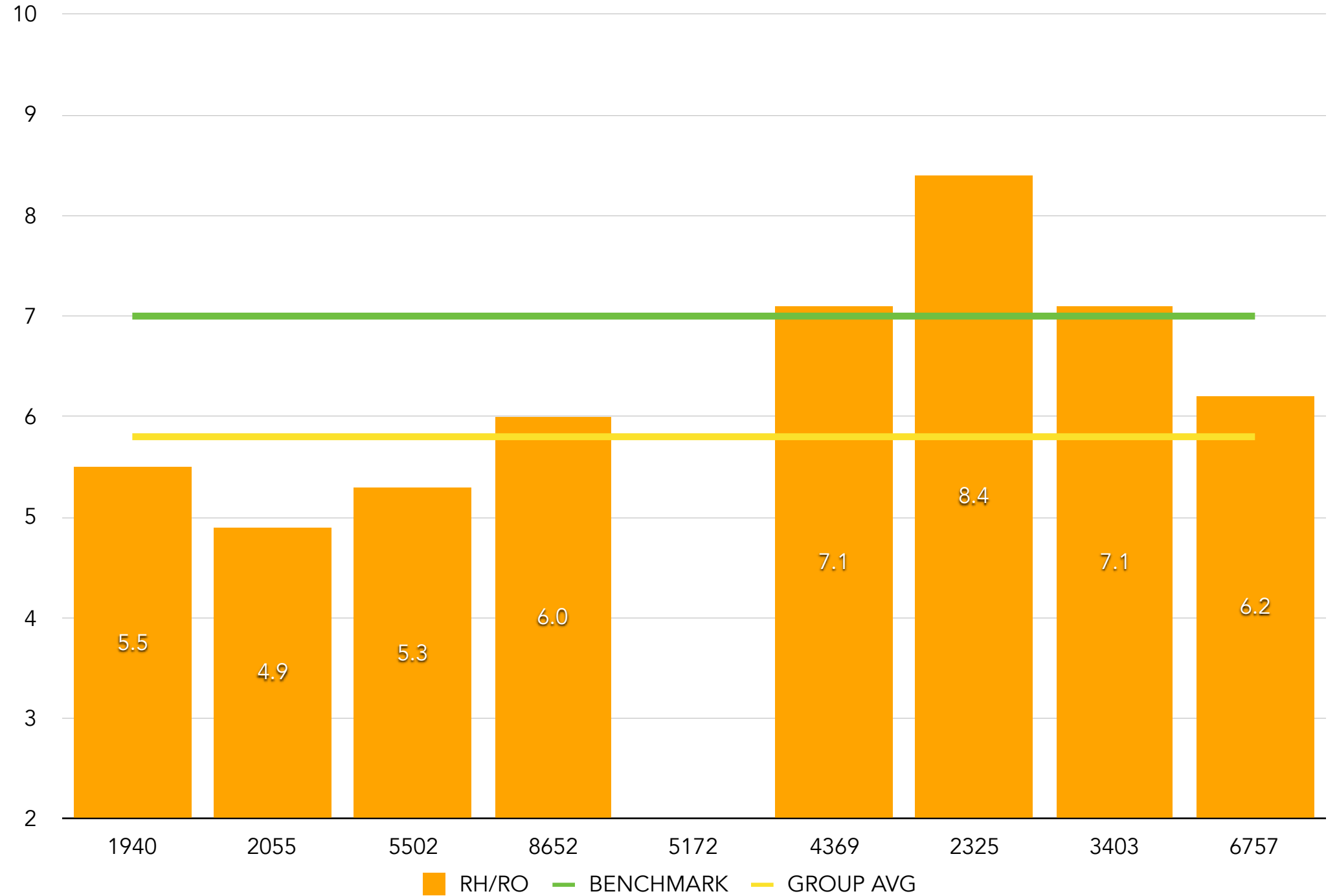
# YTD COST % TO TOTAL SALES



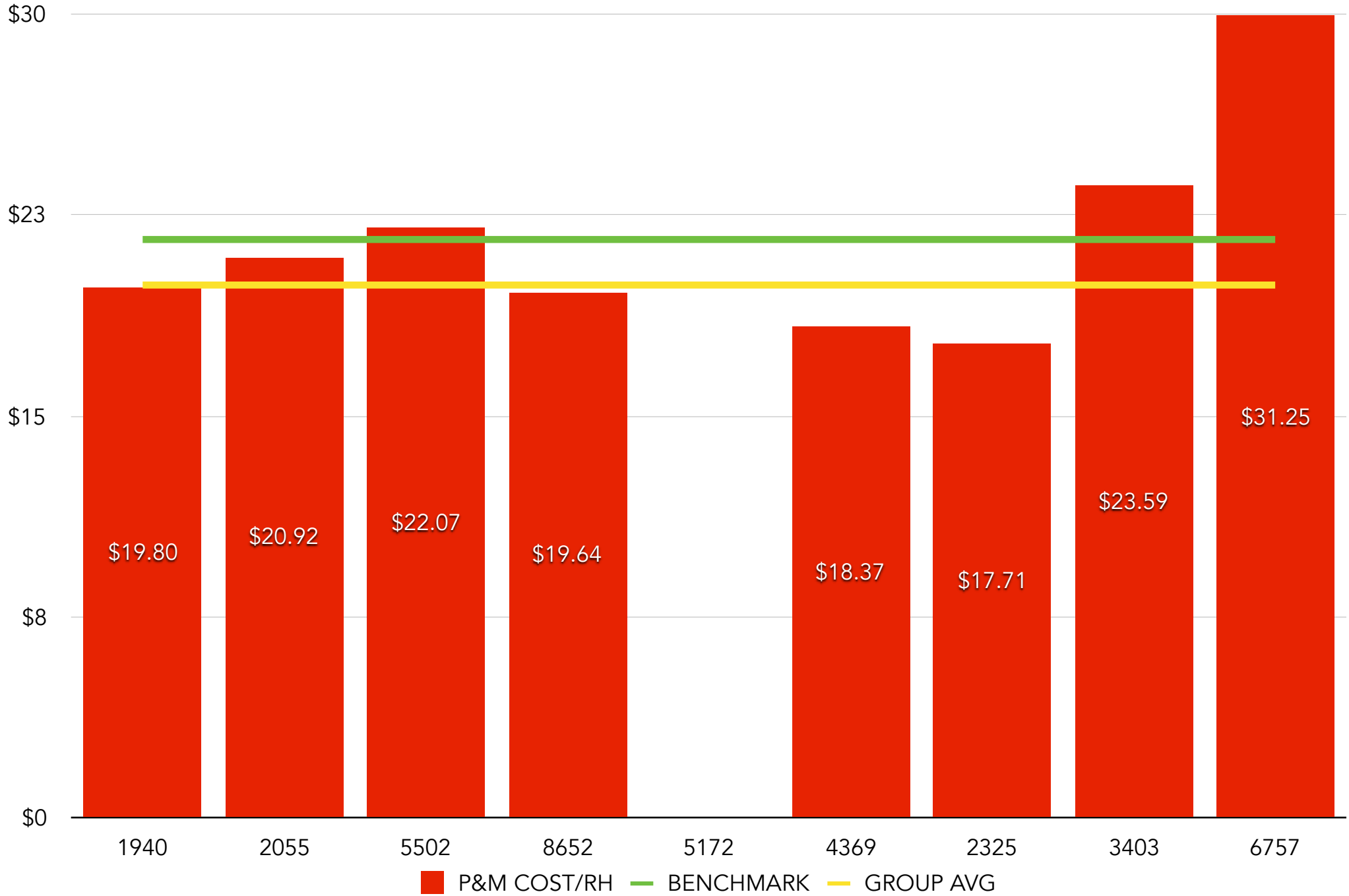
# YTD P&M SALES VS COST



# YTD REFINISH HOURS PER REPAIR ORDER

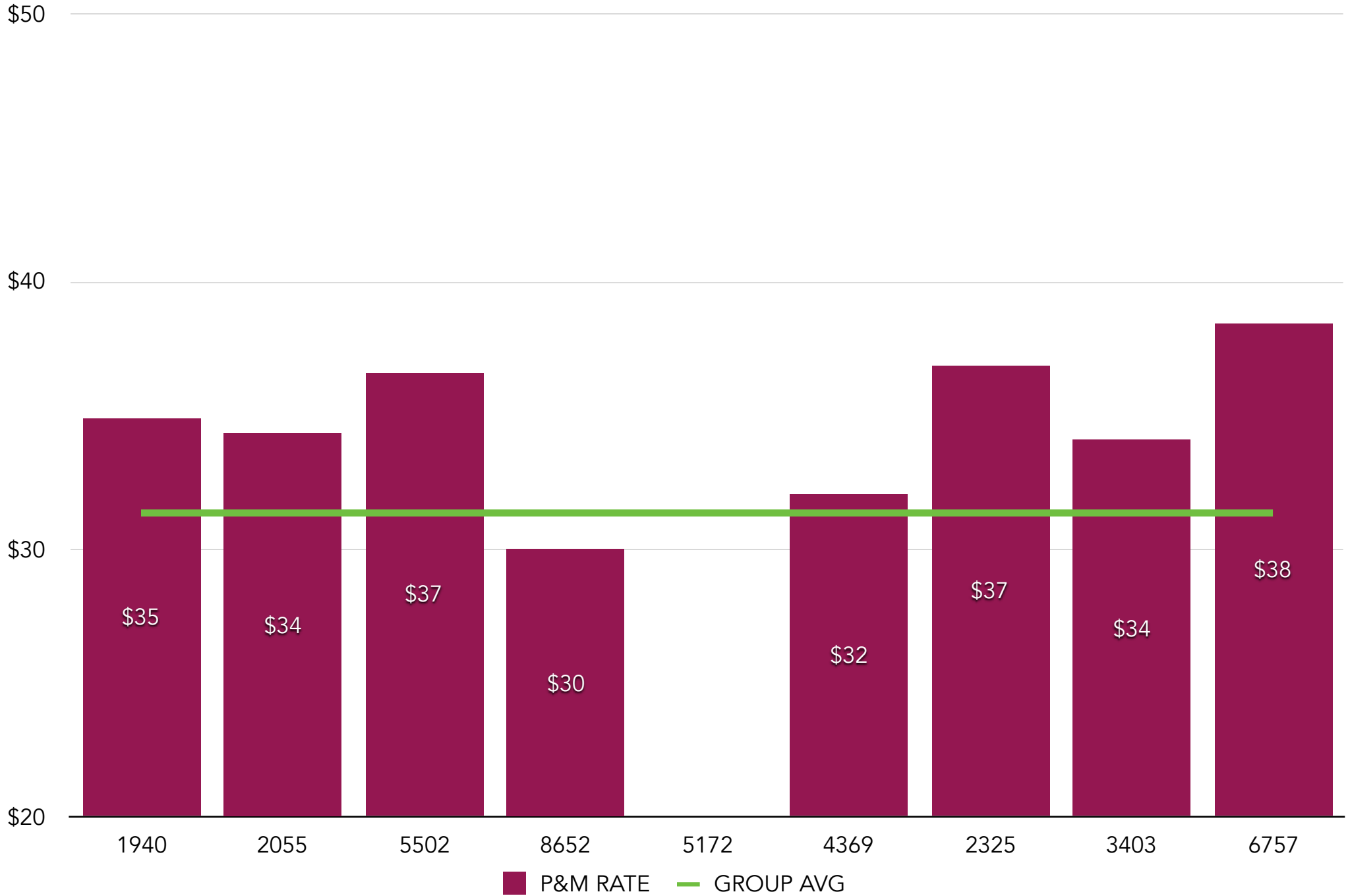


# YTD PAINT AND MATERIAL COST PER REFINISH HOUR

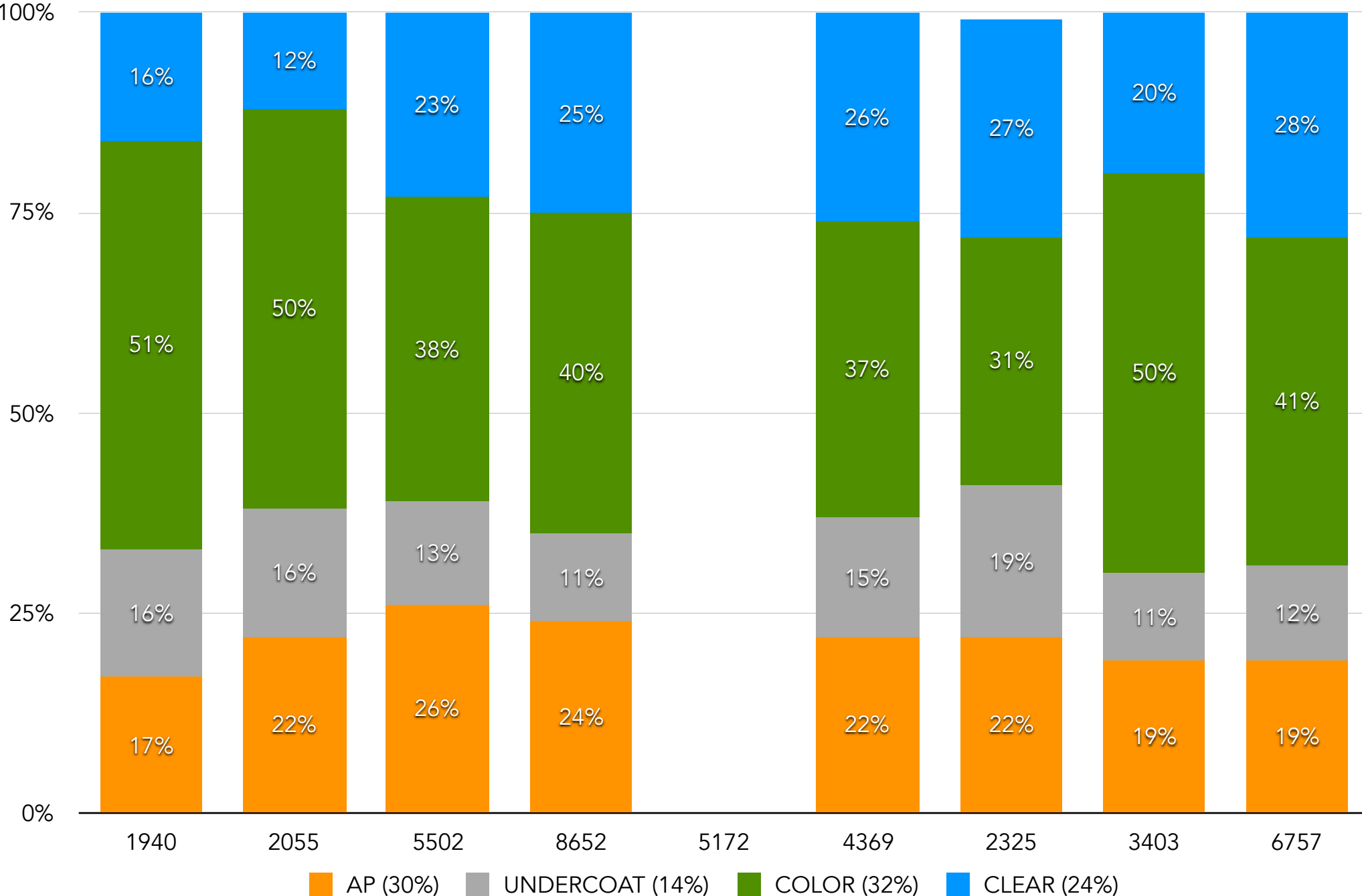




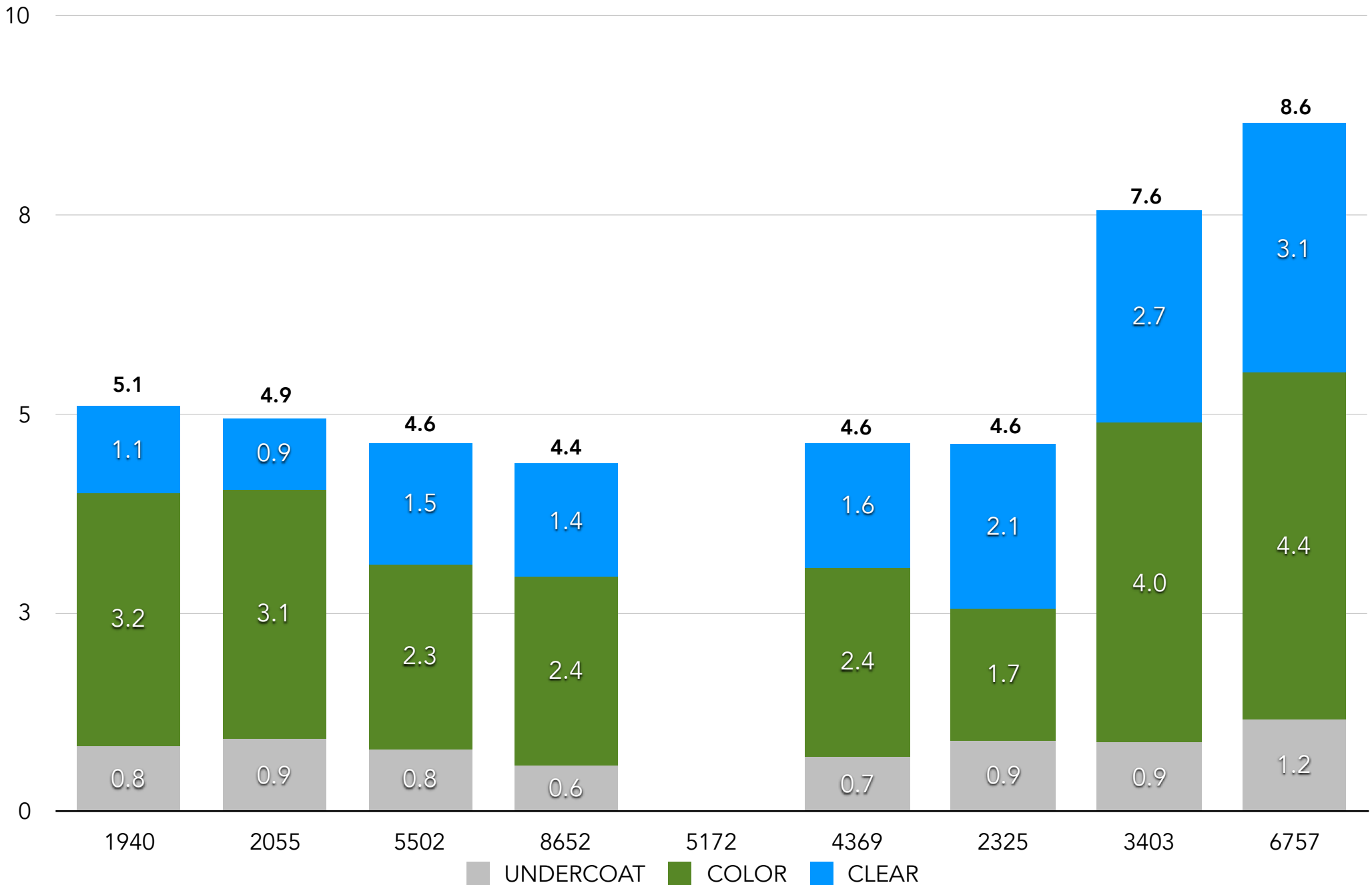
# YTD EFFECTIVE P&M RATE



# YTD GROUP PRODUCT MIX



# YTD OUNCES OF LIQUID PER REFINISH HOUR



# YTD PAINT HOURS PER GALLON OF CLEAR

