



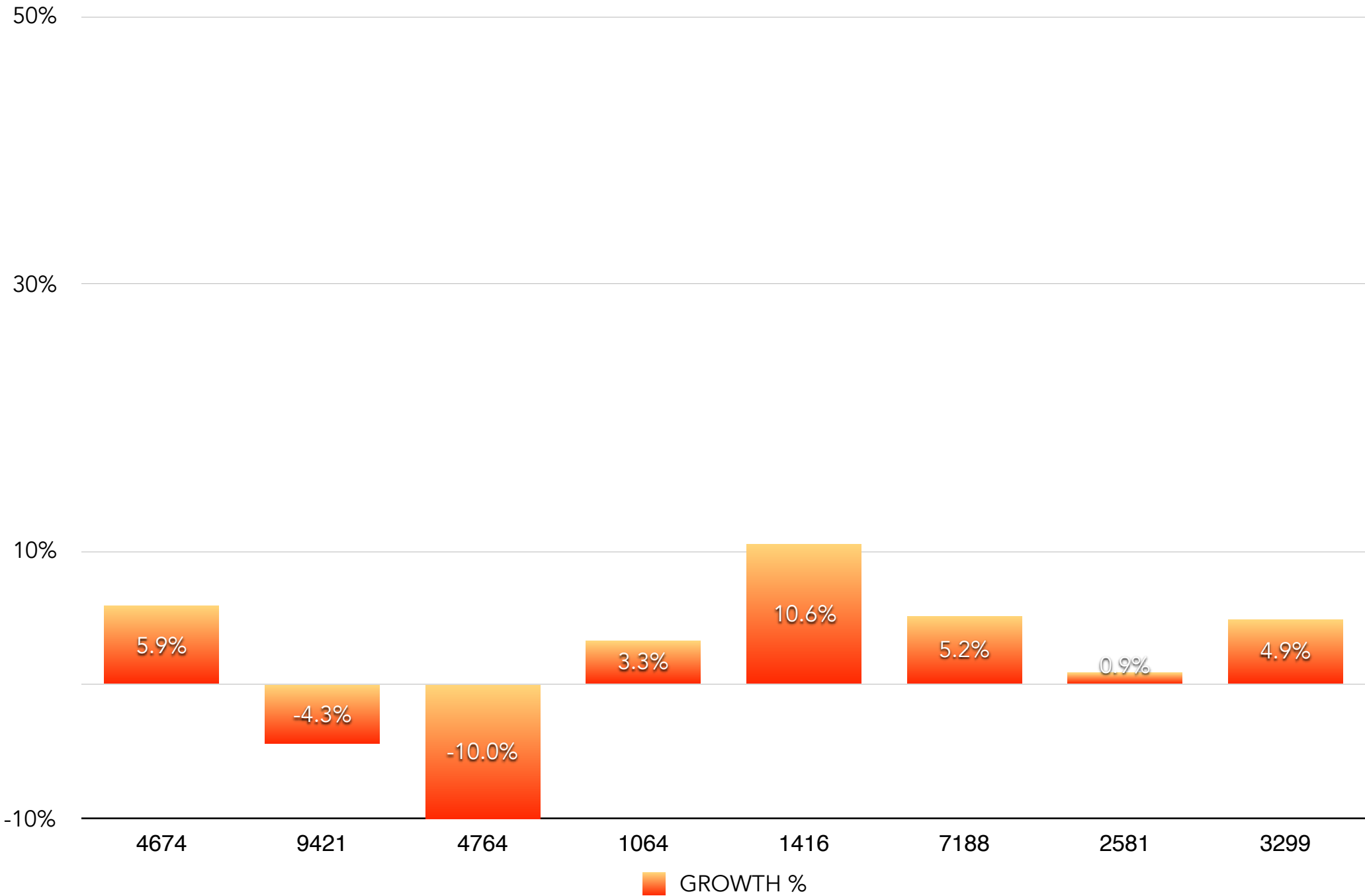
# **COLORVISION**

PROFIT MANAGEMENT

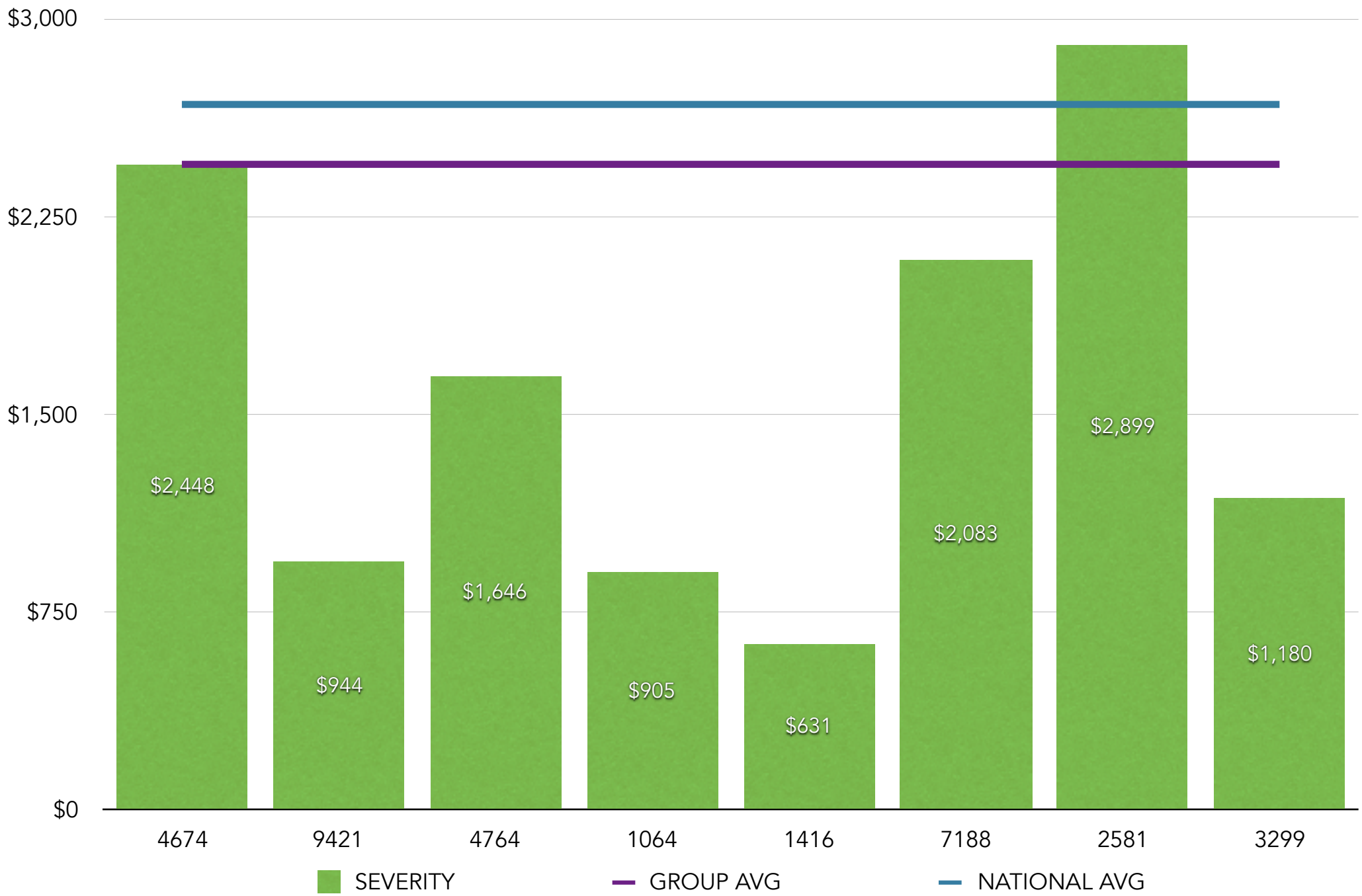
**TOTAL SALES VS PREVIOUS YEAR**  
**SEVERITY**  
**P&M SALES TO TOTAL SALES**  
**P&M COST TO TOTAL SALES**  
**P&M SALES VS COST**  
**REFINISH HOURS PER REPAIR ORDER**  
**P&M COST PER REFINISH HOUR**  
**EFFECTIVE P&M RATE**  
**PRODUCT MIX**  
**OUNCES OF LIQUID PER REFINISH HOUR**  
**PAINT HOURS PER GALLON OF CLEAR**

**September 2017 Group Report**  
**Dealership Collision Centers**

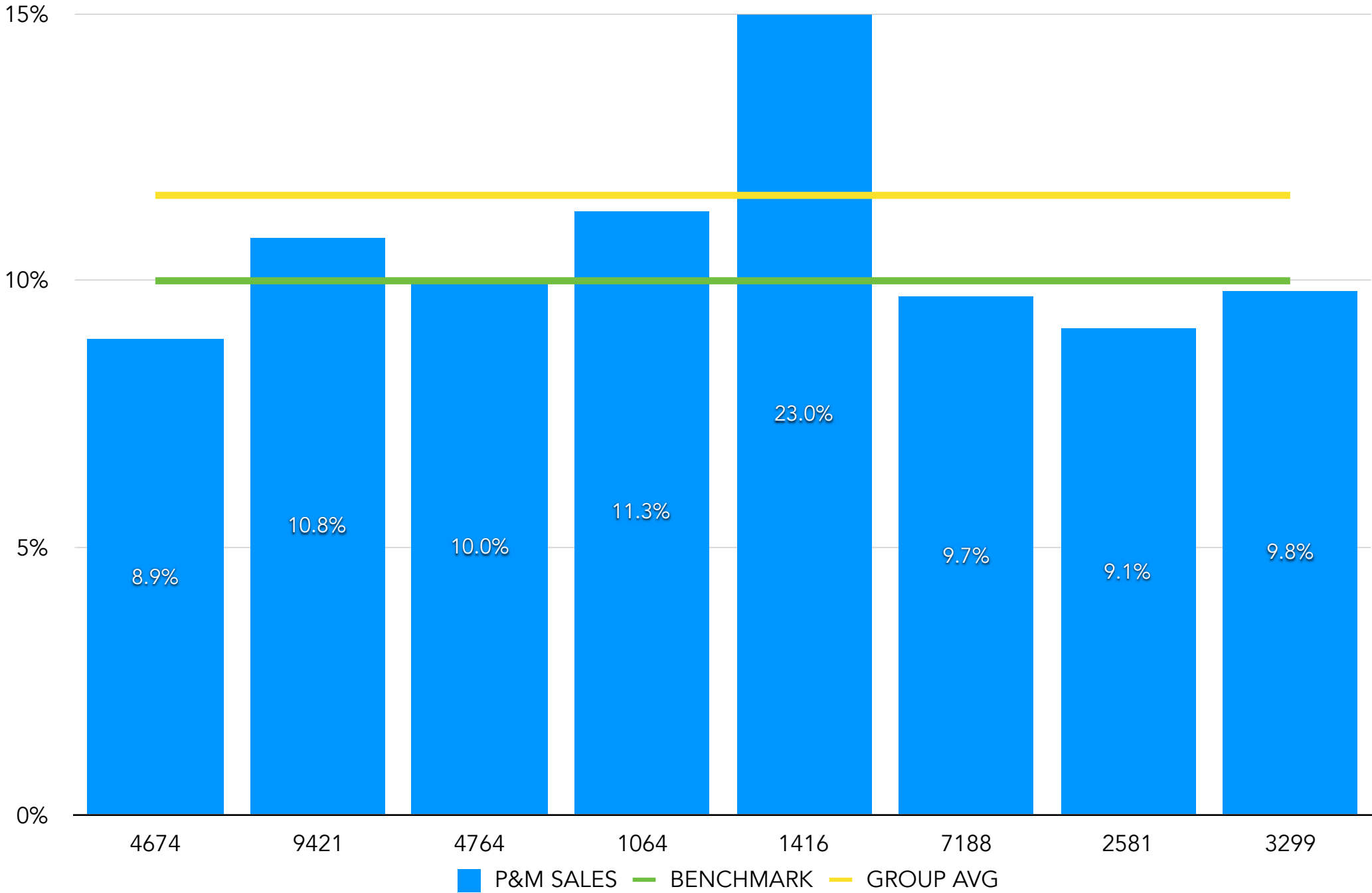
# YTD TOTAL SALES GROWTH VS PREVIOUS YEAR



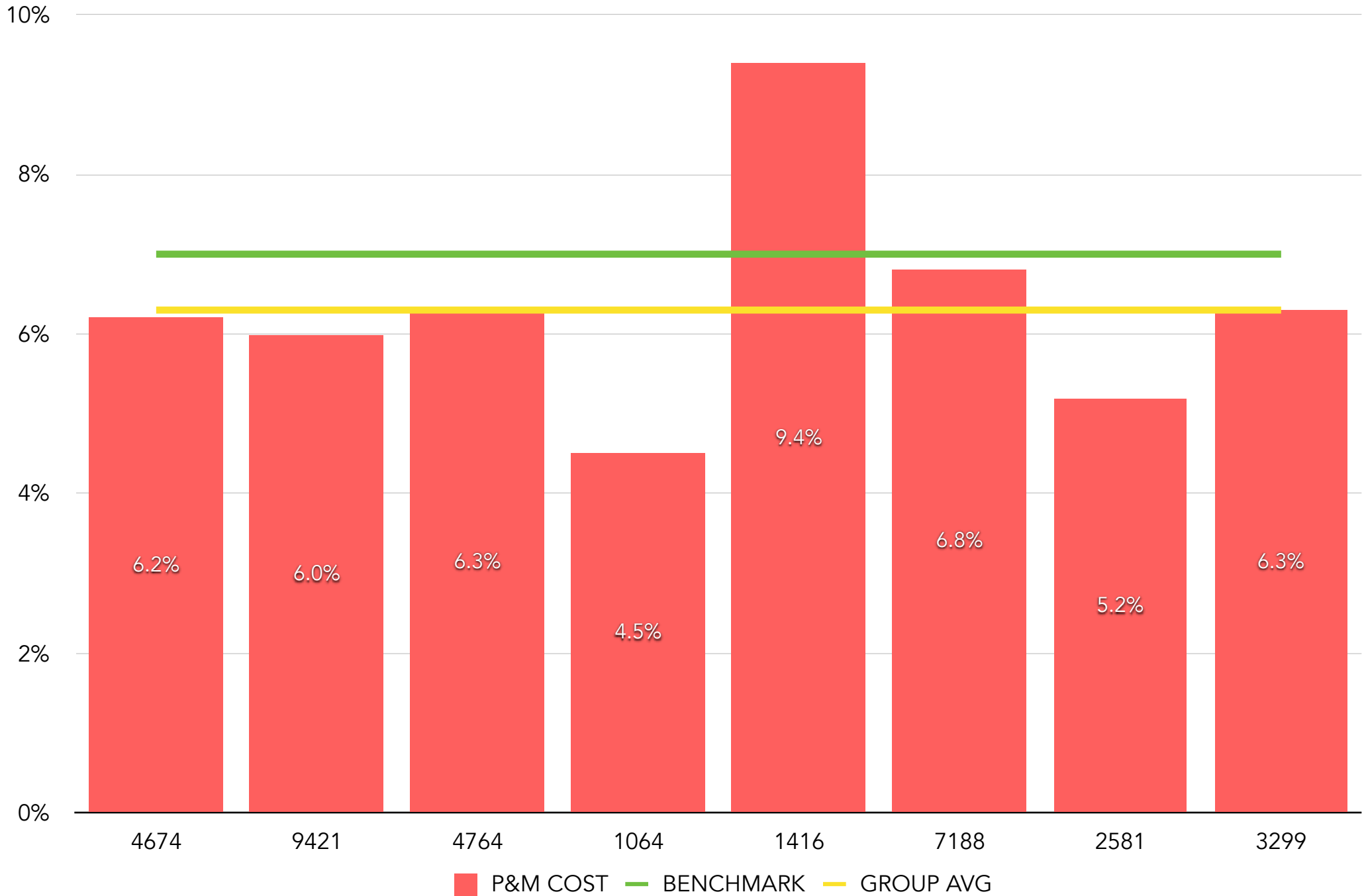
# YTD SEVERITY



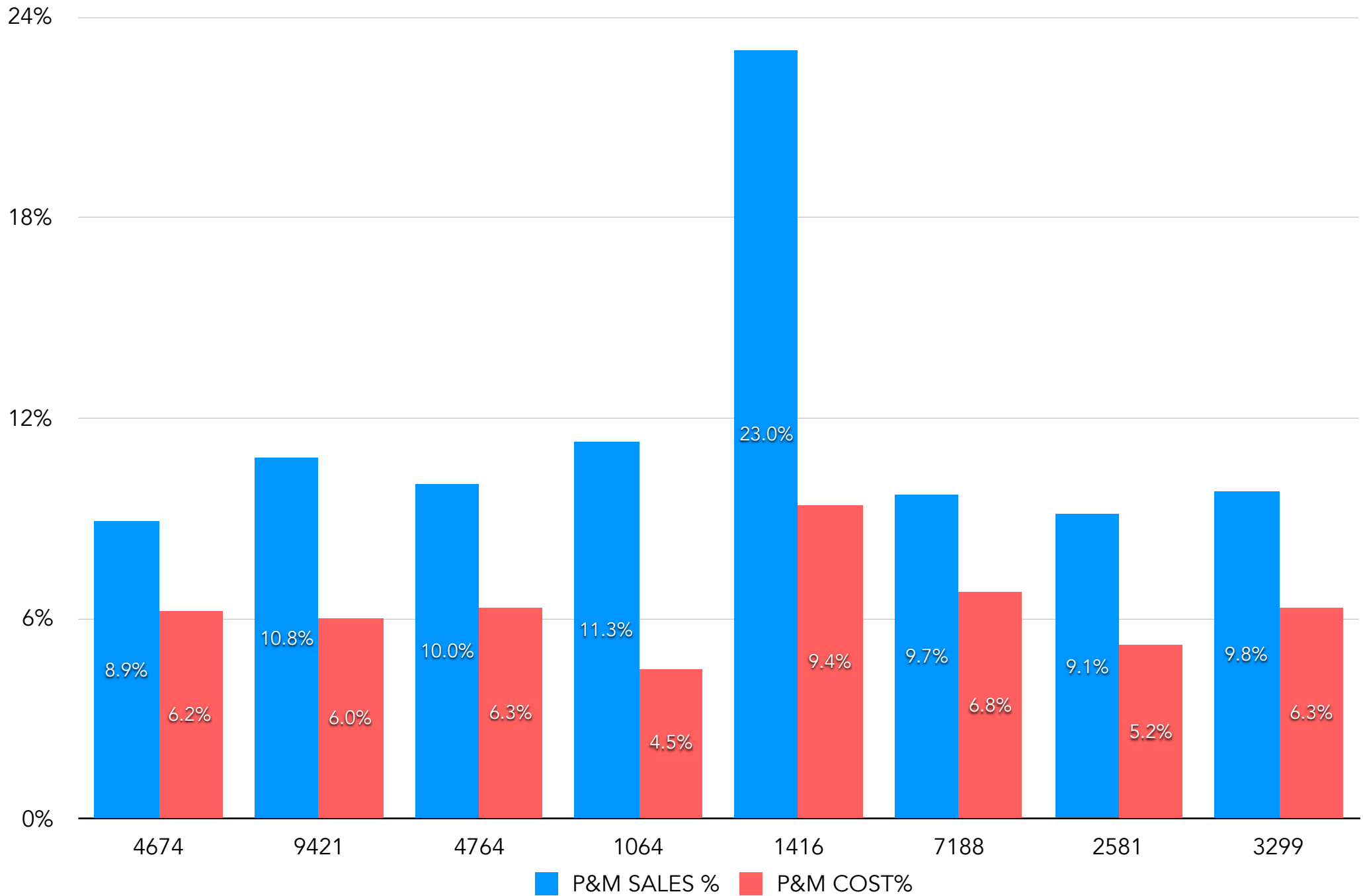
# YTD P&M SALES % TO TOTAL SALES



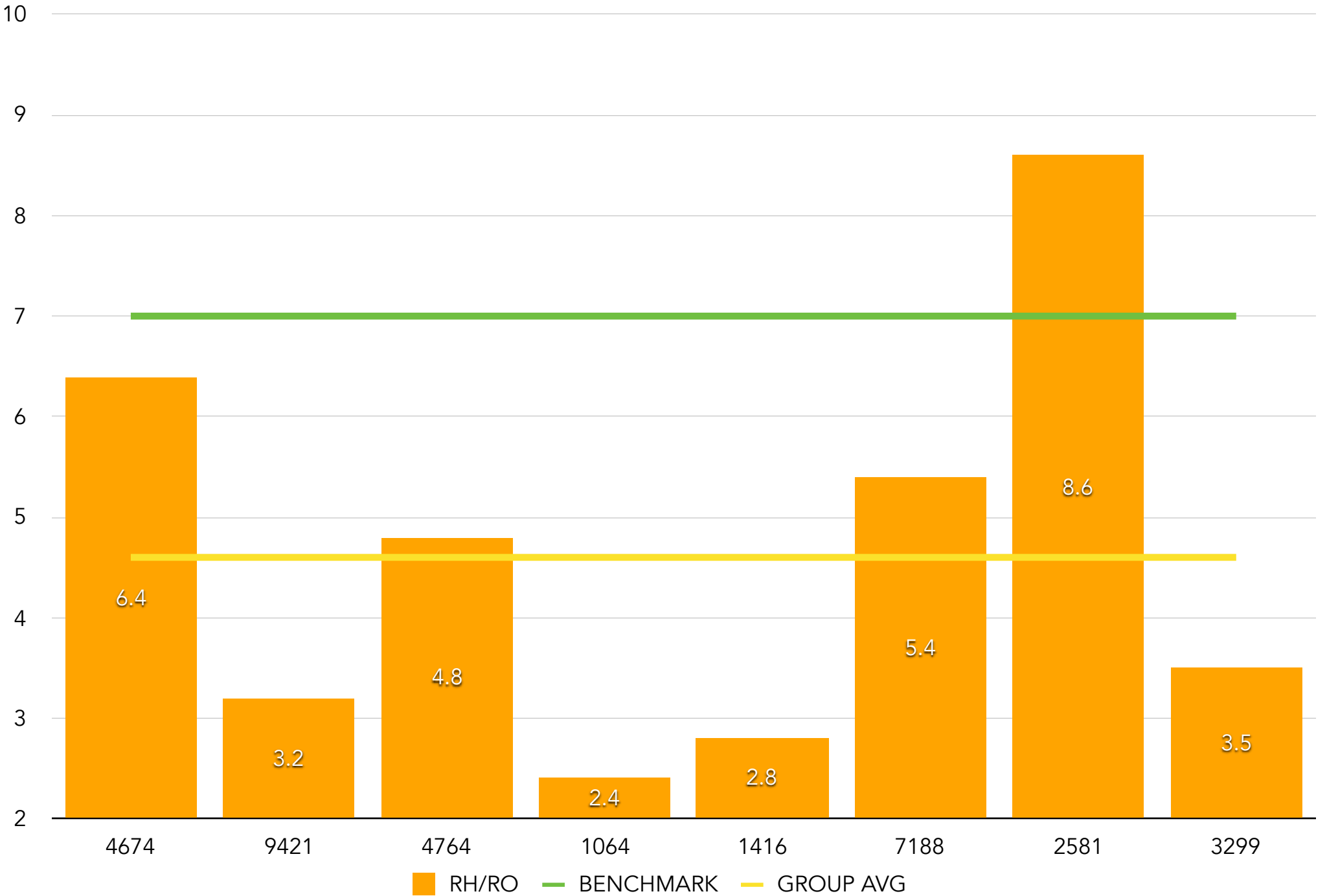
# YTD COST % TO TOTAL SALES



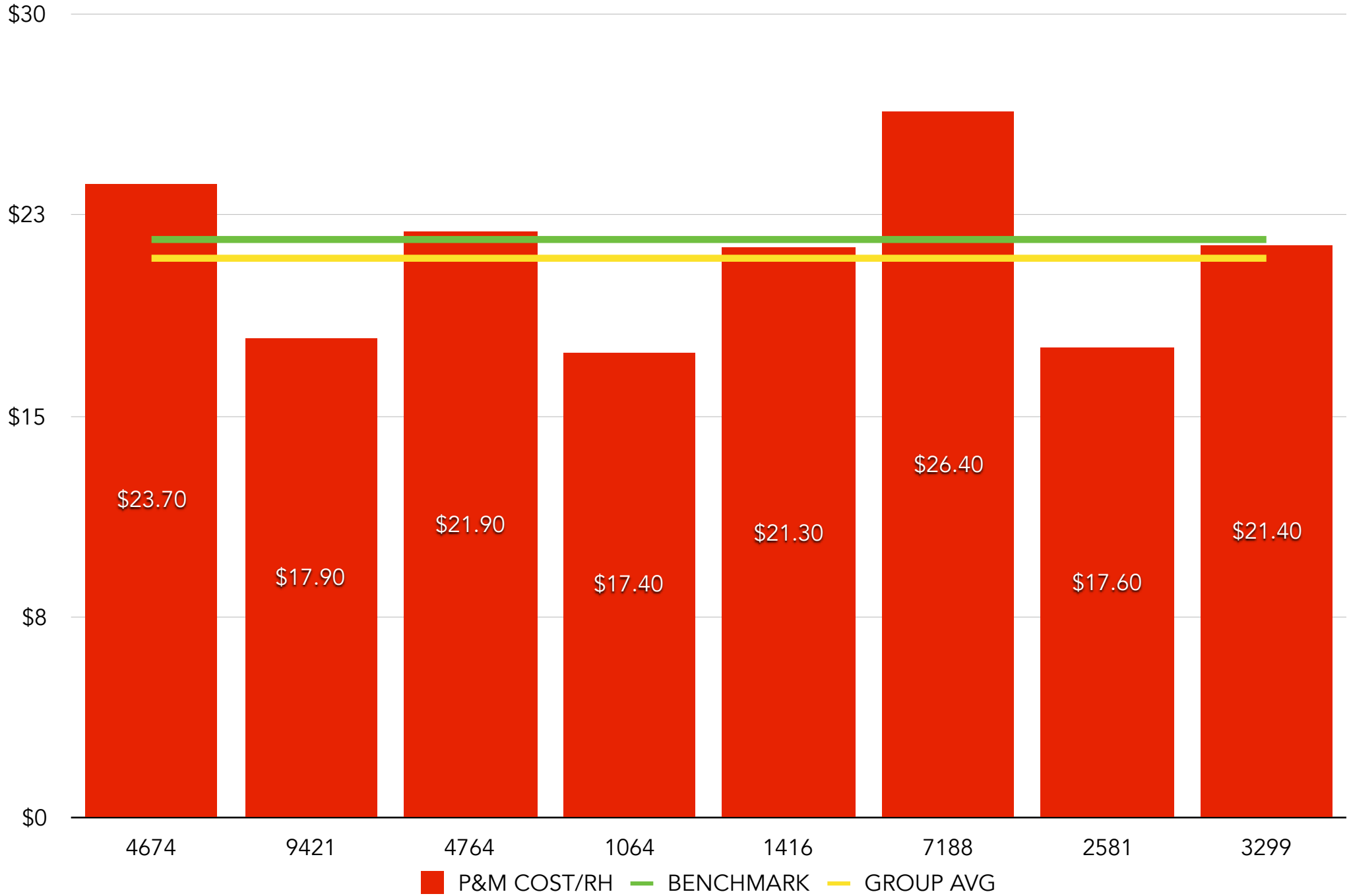
# YTD P&M SALES VS COST



# YTD REFINISH HOURS PER REPAIR ORDER

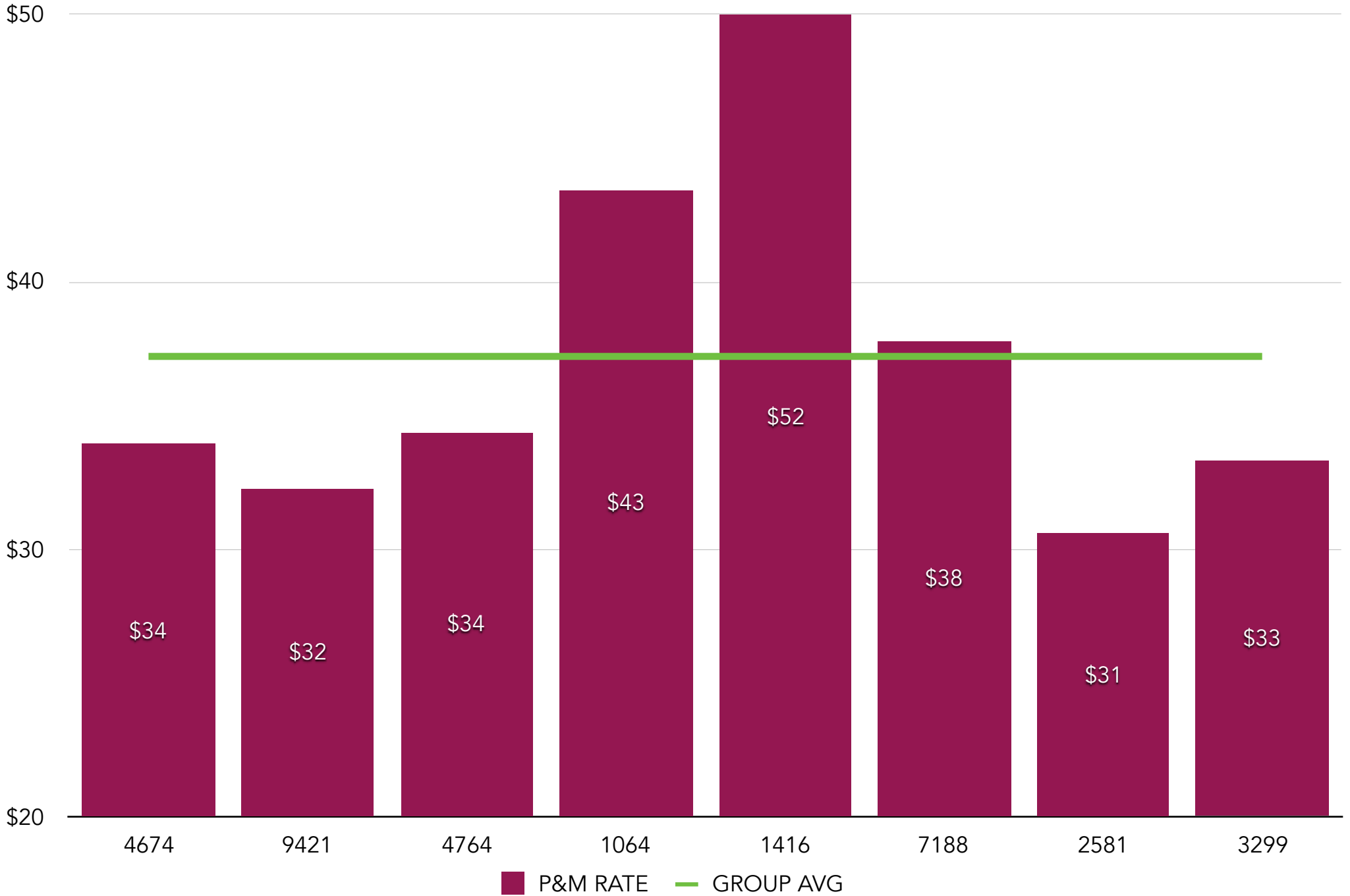


# YTD PAINT AND MATERIAL COST PER REFINISH HOUR

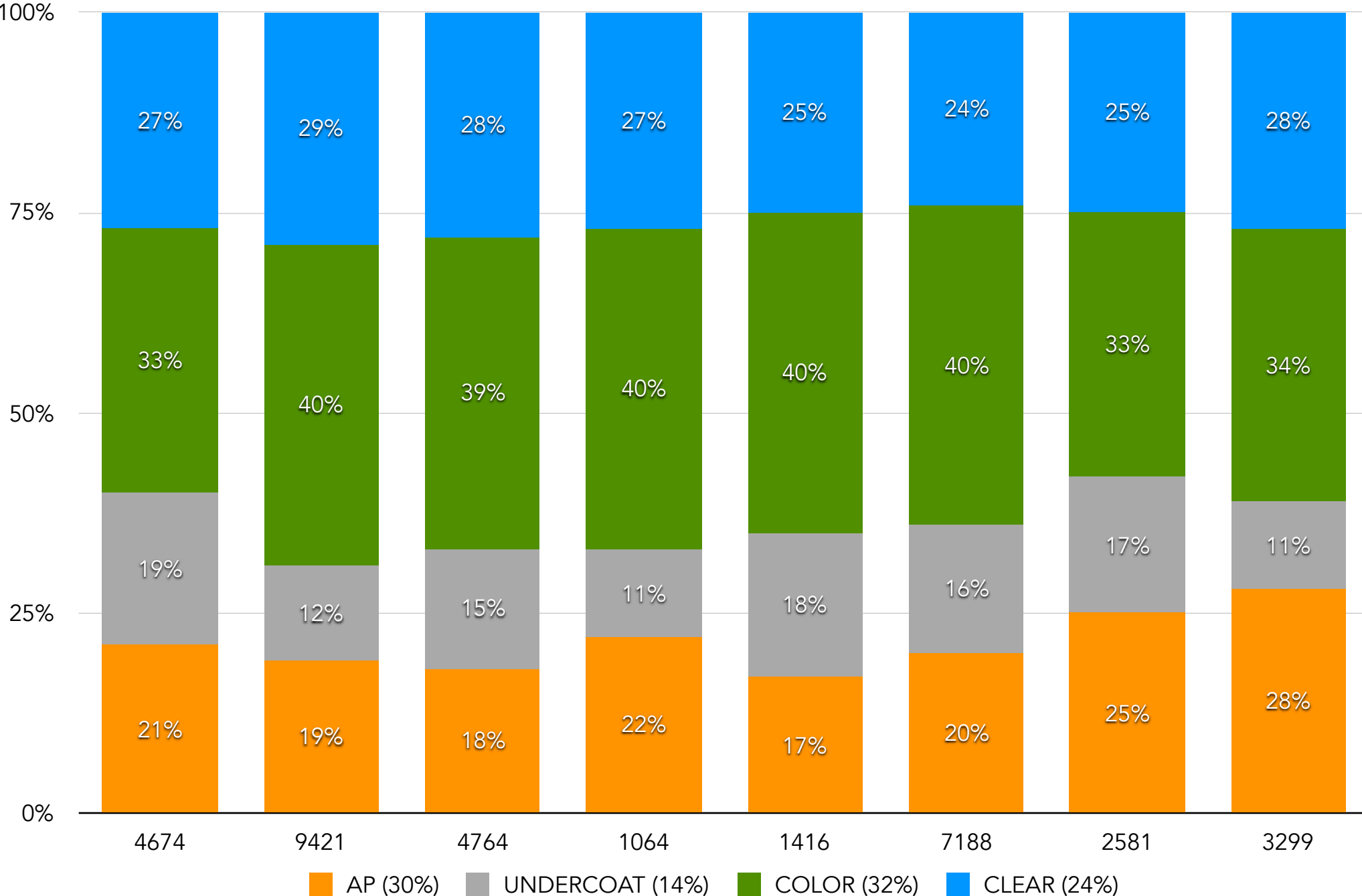




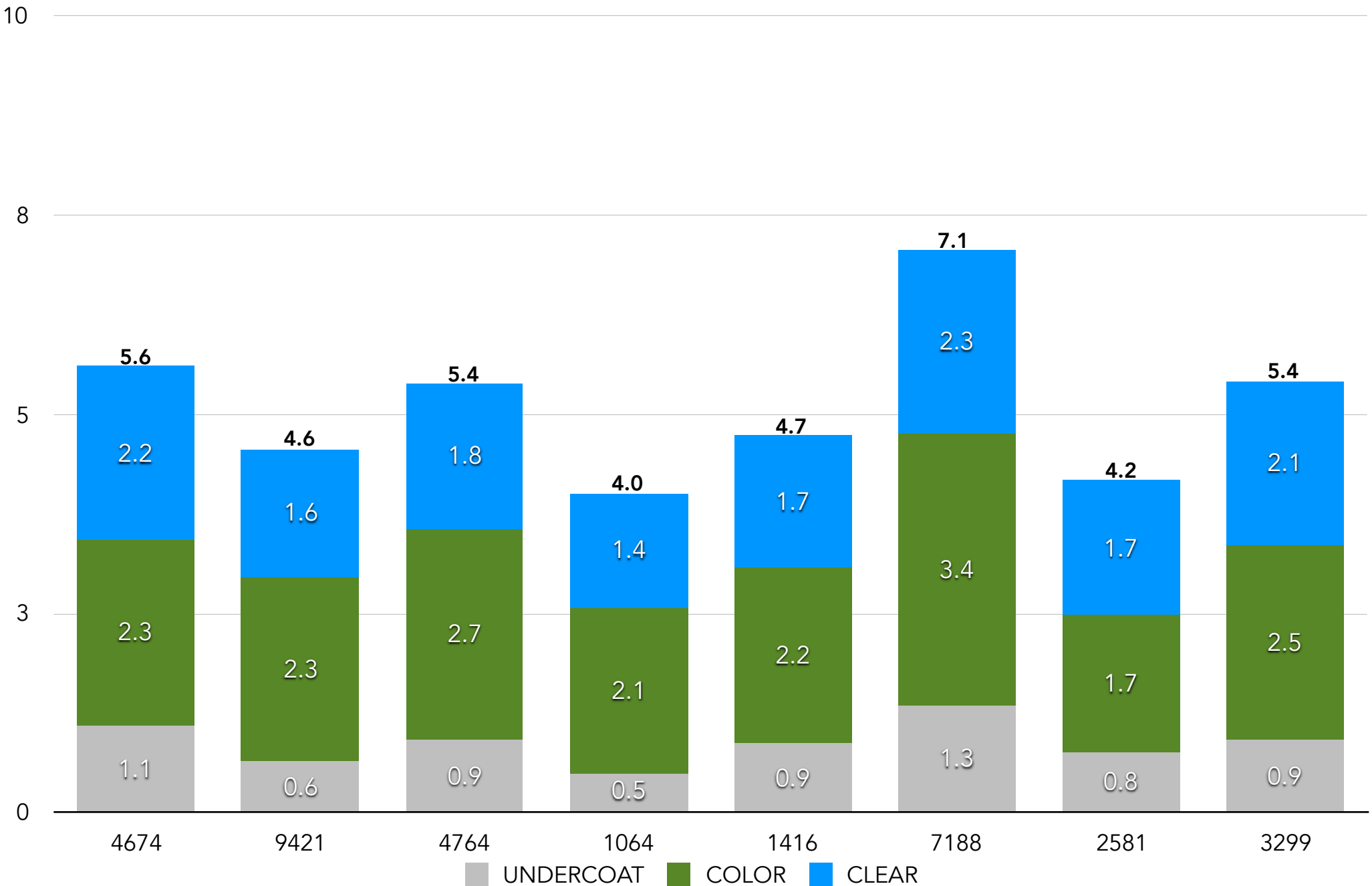
# YTD EFFECTIVE P&M RATE



# YTD GROUP PRODUCT MIX



# YTD OUNCES OF LIQUID PER REFINISH HOUR



# YTD PAINT HOURS PER GALLON OF CLEAR

