



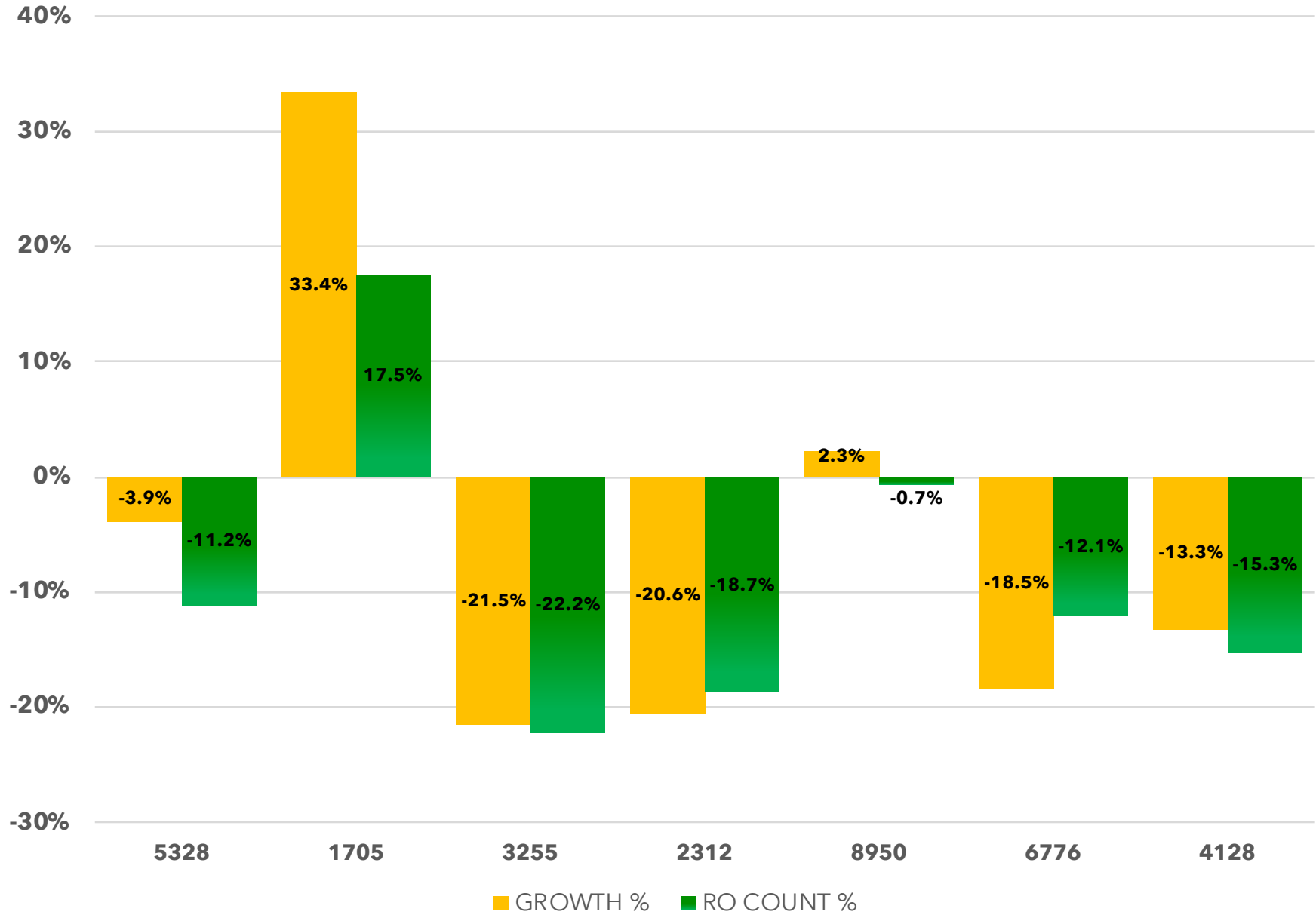
# **COLORVISION**

## PROFIT MANAGEMENT

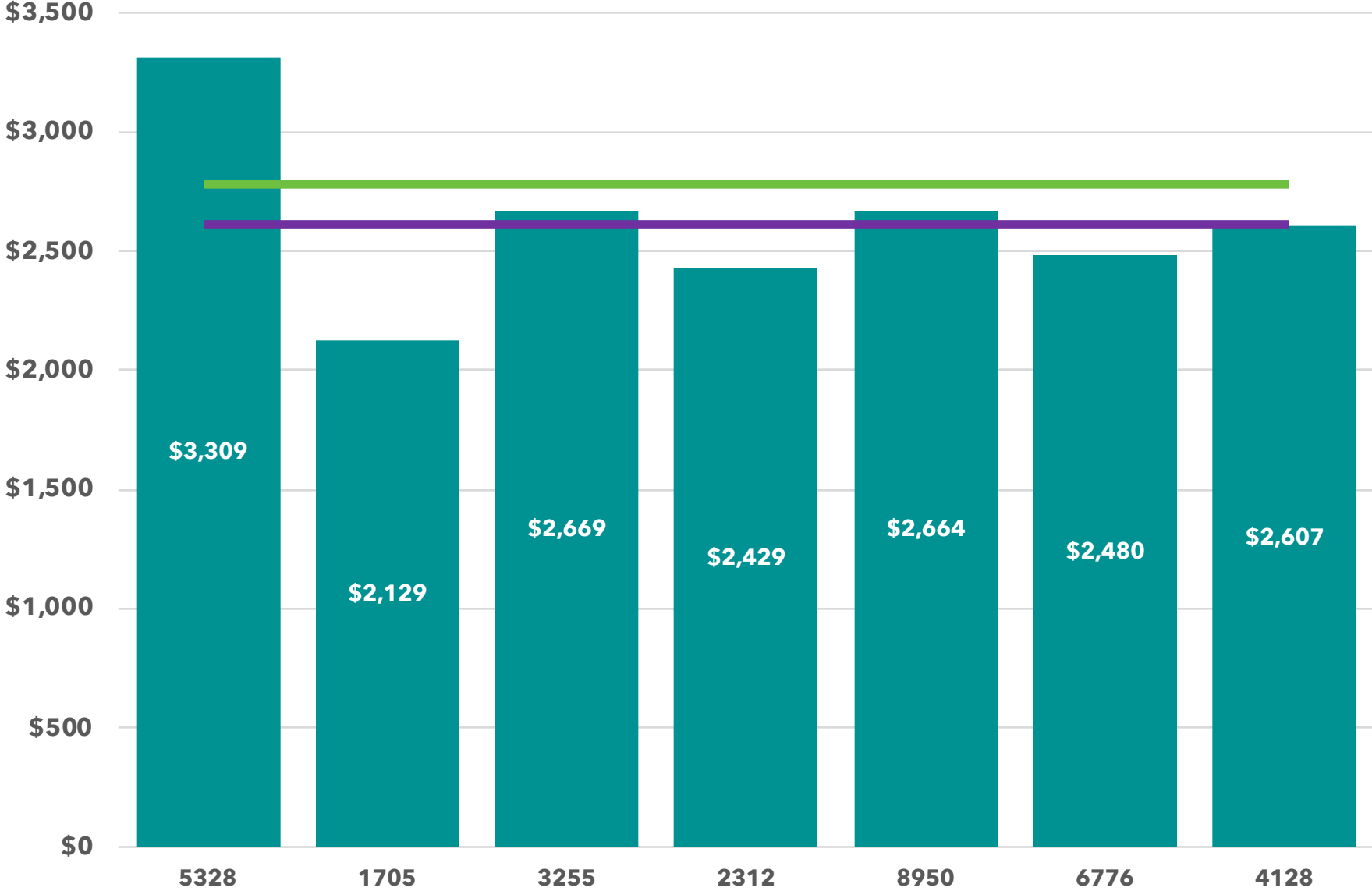
**GROSS SALES & RO COUNT VS PREVIOUS YEAR**  
**SEVERITY**  
**P&M SALES TO TOTAL SALES**  
**P&M COST TO TOTAL SALES**  
**P&M SALES VS COST**  
**REFINISH HOURS PER REPAIR ORDER**  
**P&M COST PER REFINISH HOUR**  
**EFFECTIVE P&M RATE**  
**PRODUCT MIX**  
**OUNCES OF LIQUID PER REFINISH HOUR**  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

**DECEMBER/YE 2020**  
**METALLIC GROUP REPORT**  
**INDEPENDENT COLLISION CENTERS**

# YTD GROSS SALES & RO COUNT GROWTH VS PRIOR PERIOD

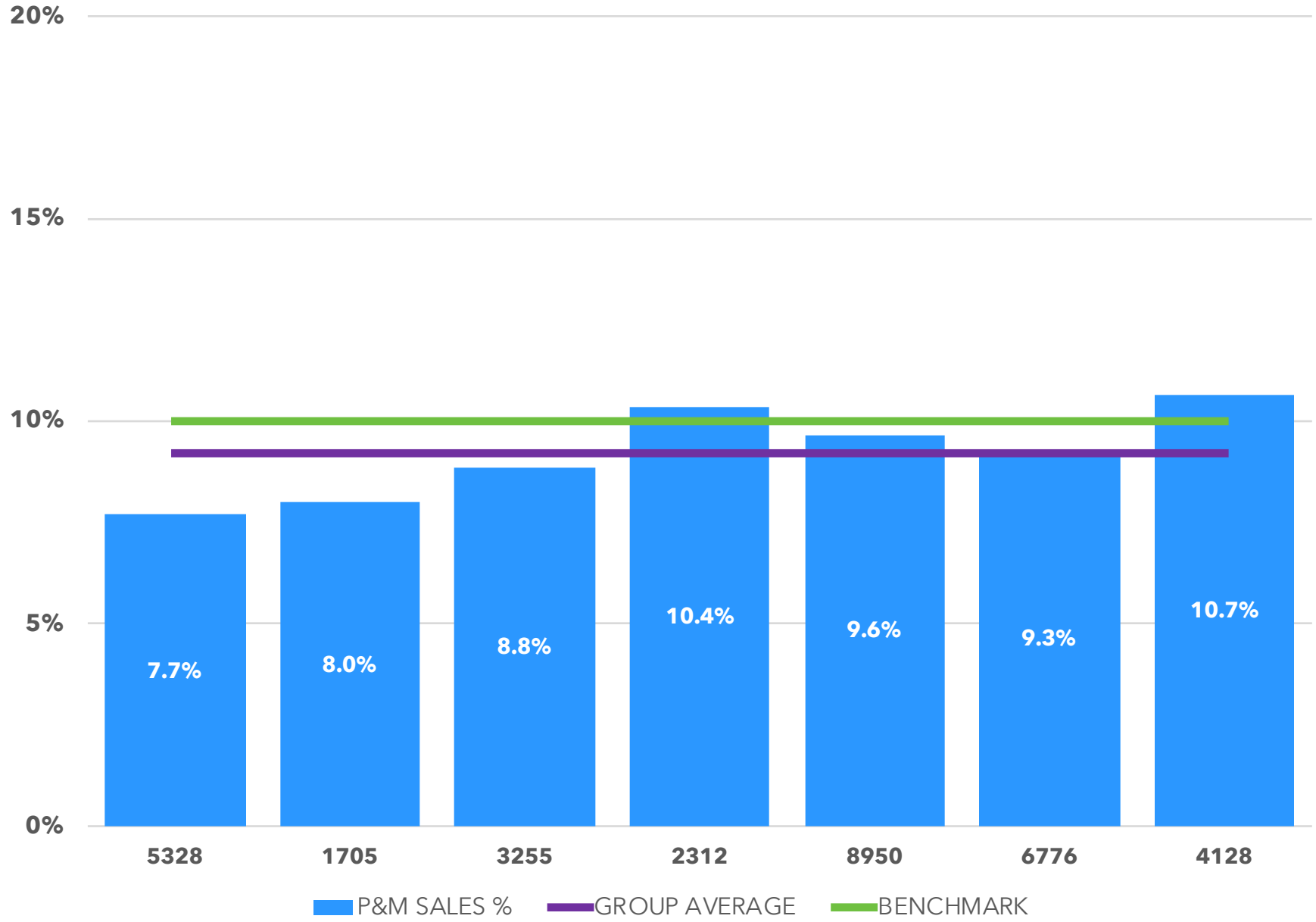


# YTD SEVERITY

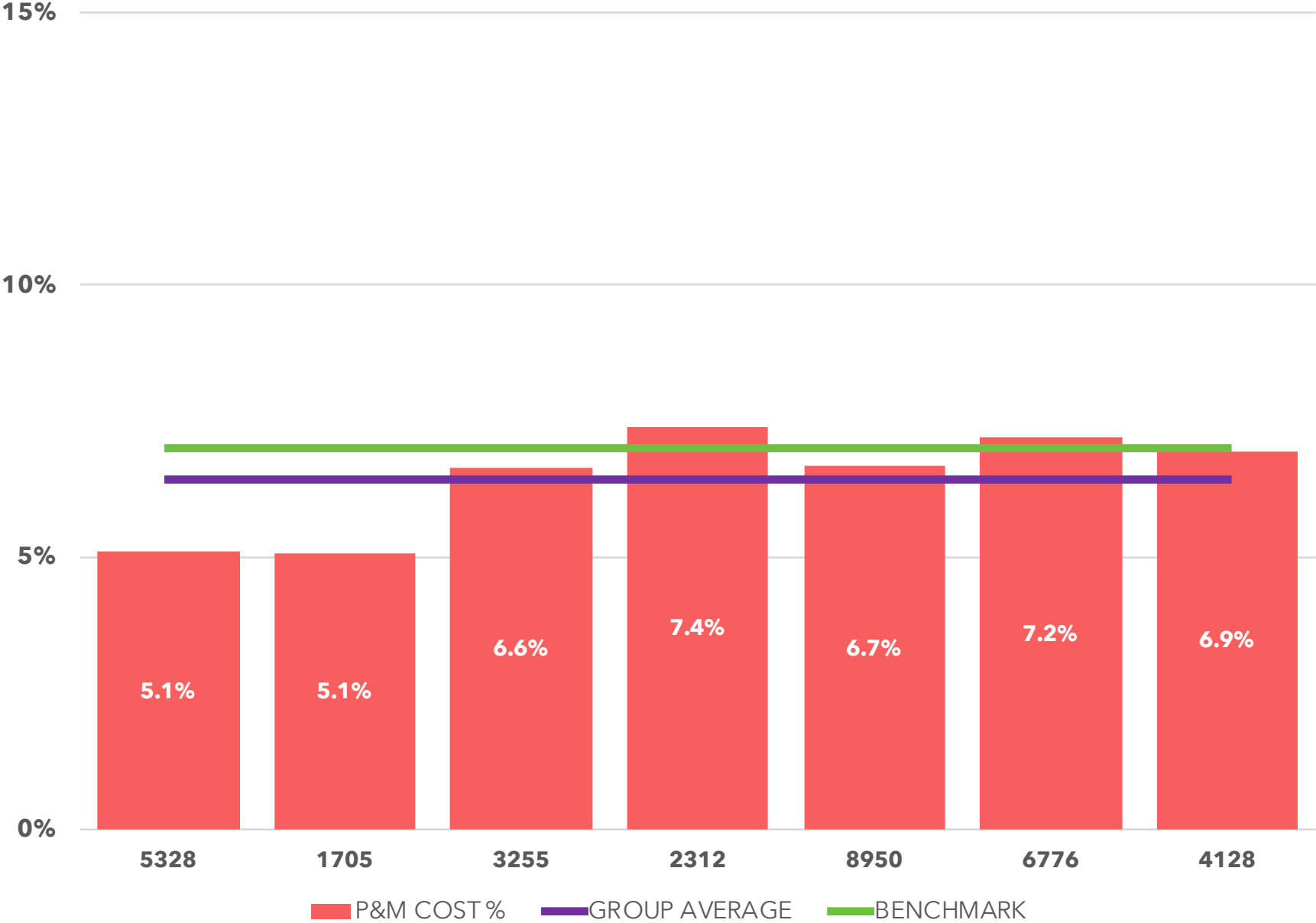


SEVERITY    GROUP AVERAGE    NATIONAL AVERAGE

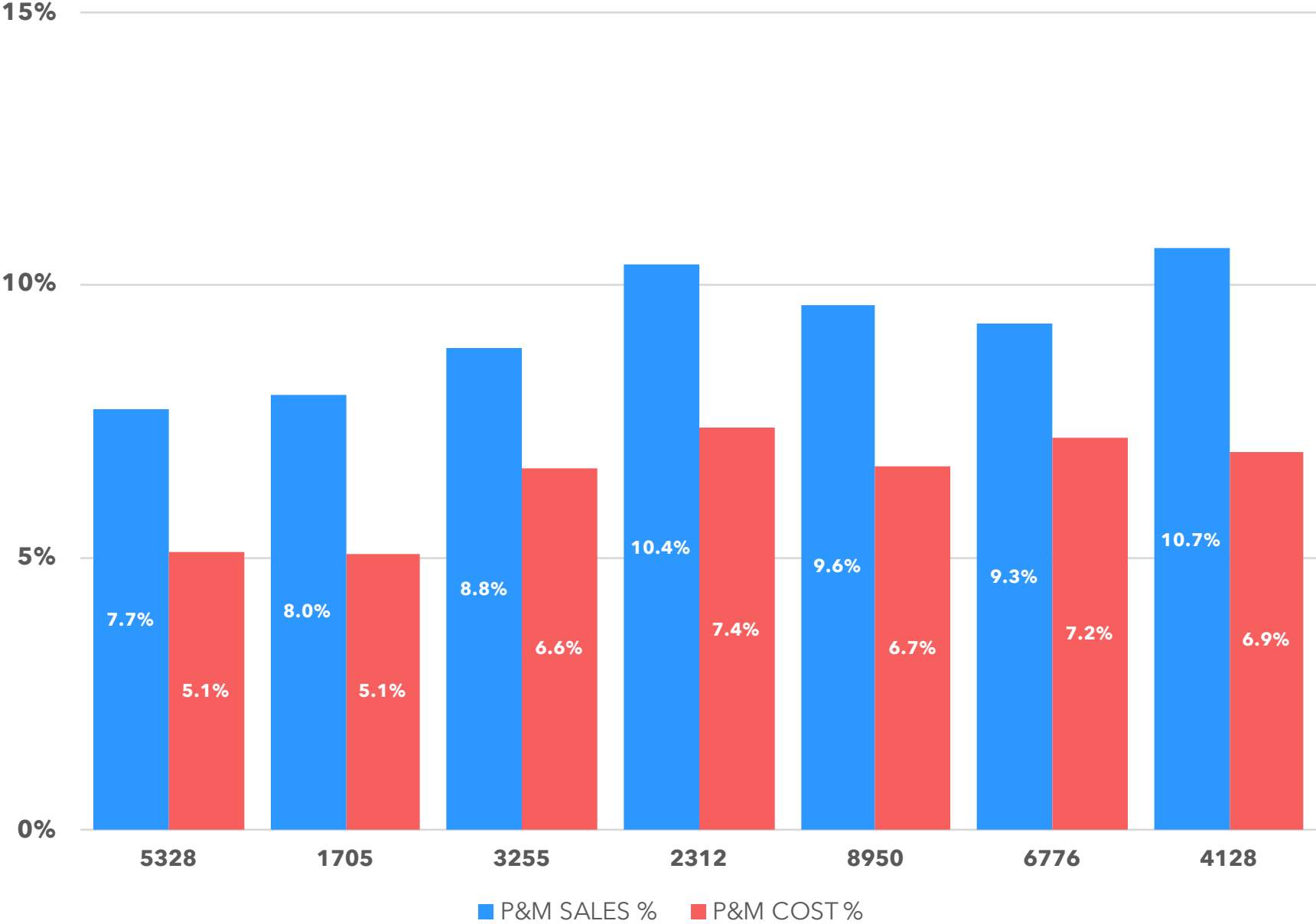
### YTD P&M SALES % TO TOTAL SALES



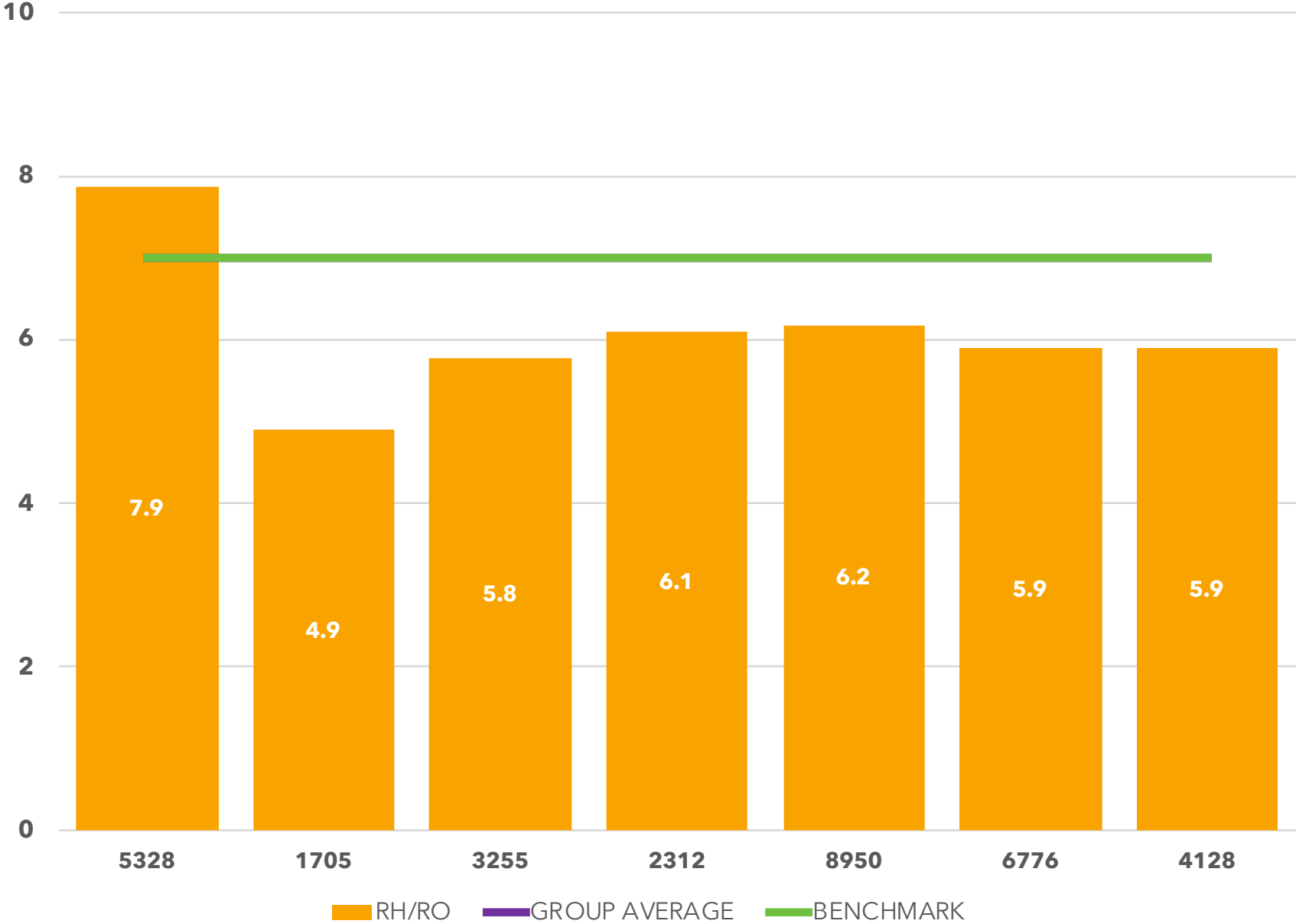
### YTD P&M COST % TO TOTAL SALES



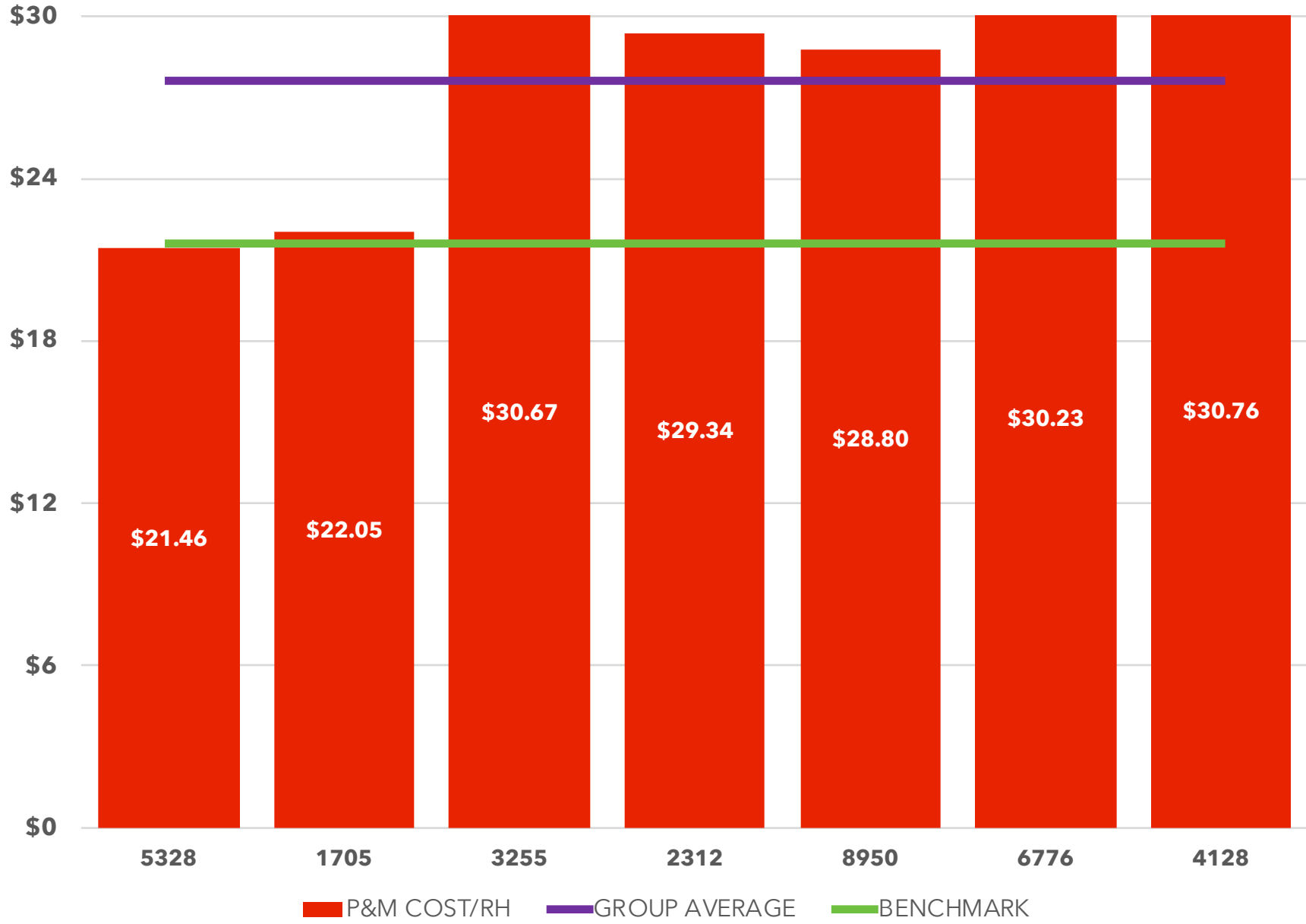
# YTD P&M SALES VS COST



# YTD REFINISH HOURS PER REPAIR ORDER



### YTD P&M COST PER REFINISH HOUR

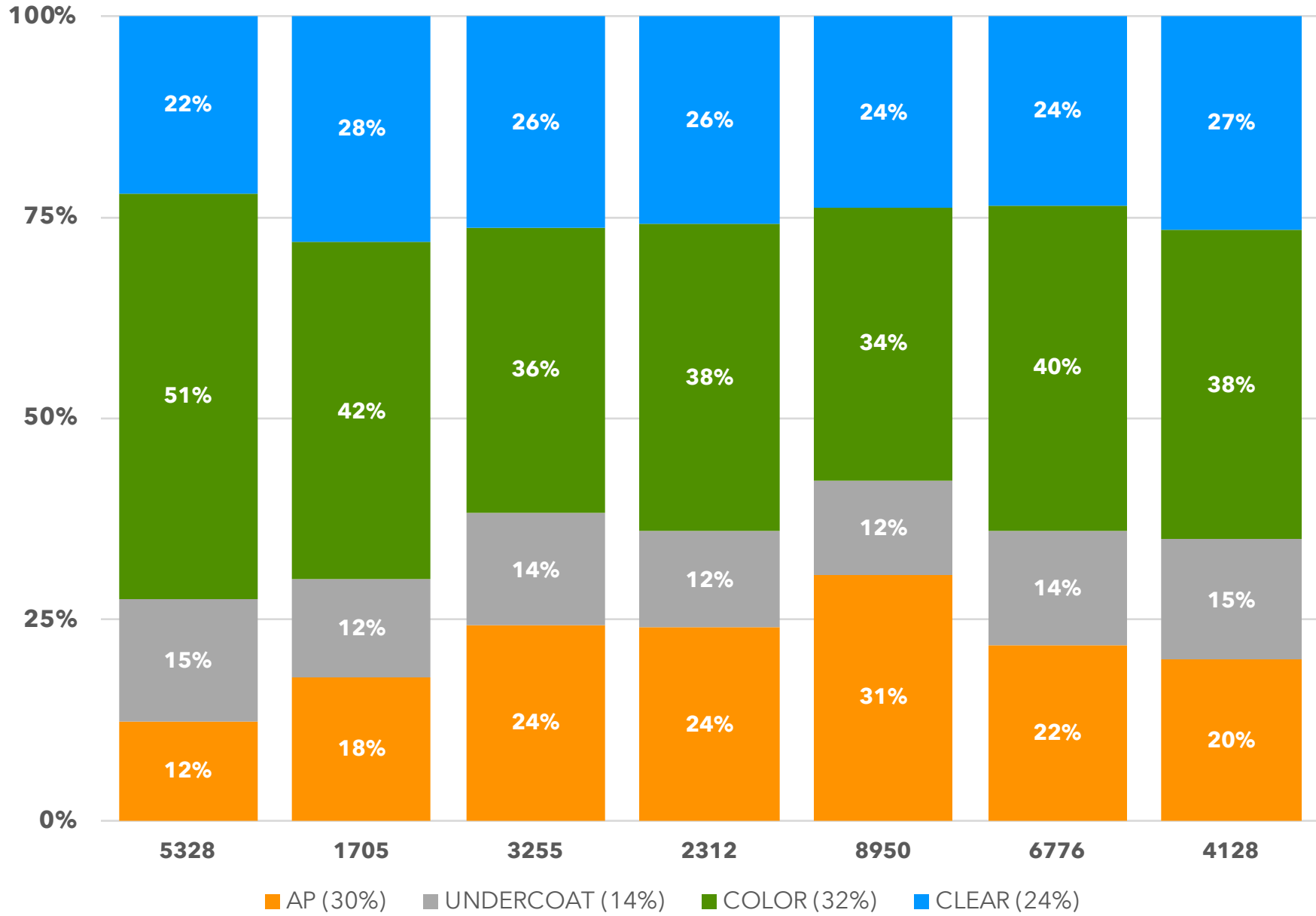




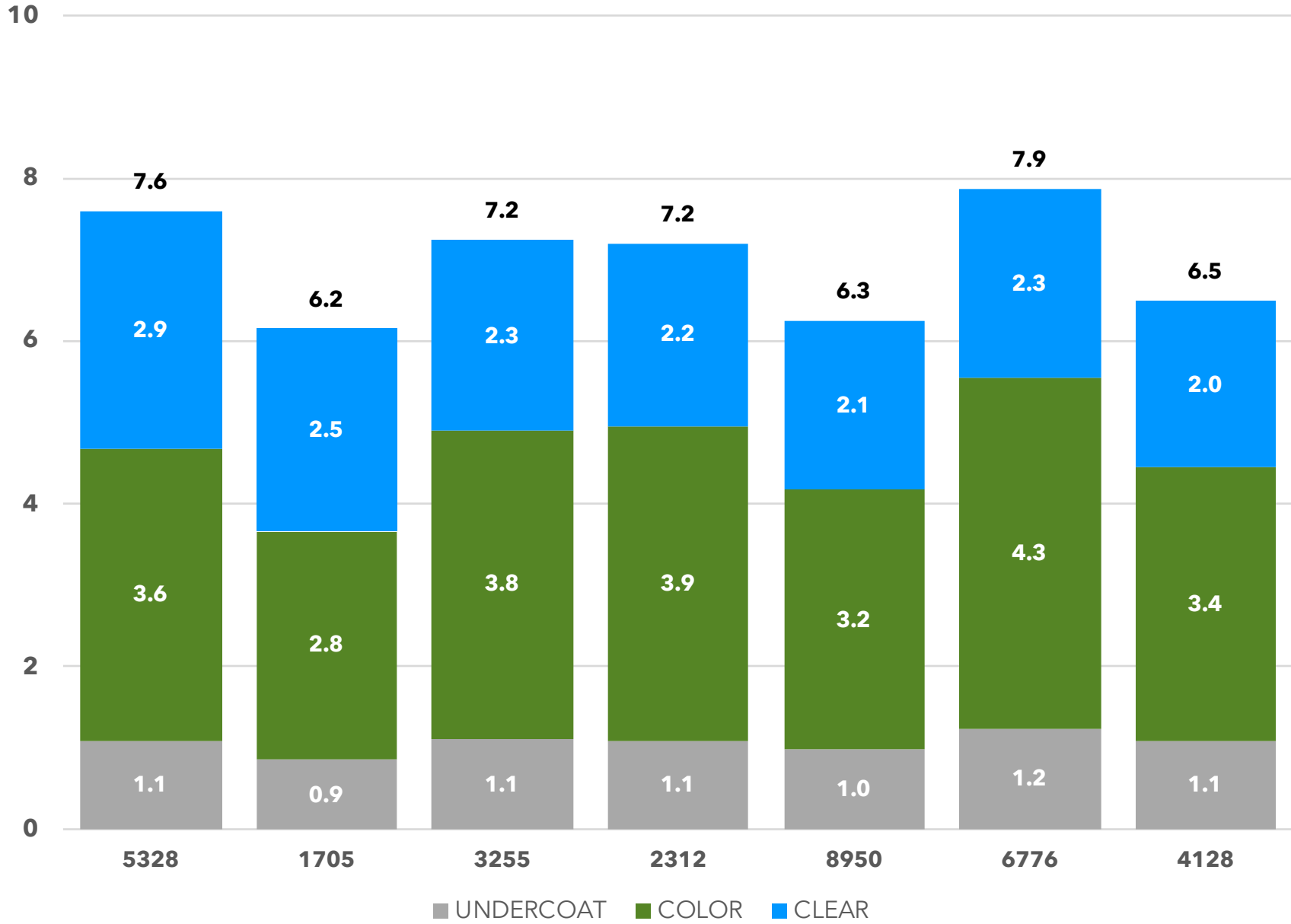
### YTD EFFECTIVE P&M RATE



### YTD PRODUCT MIX



# YTD OUNCES OF LIQUID PER REFINISH HOUR



# YTD REFINISH HOURS PER GALLON OF CLEAR

