

MVP Benchmark Report



***Sample MVP Shop
First Street
City, PA 17111***



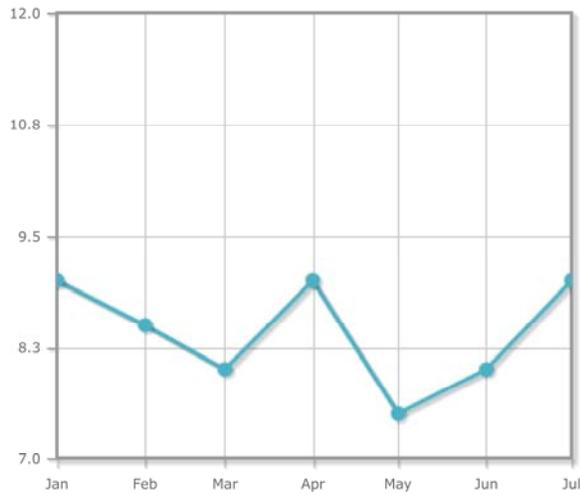
COMPARABLE PERIOD: **JAN 13- JUL 13** THIS PERIOD: **AUG 13- JAN 14**

THROUGHPUT PERFORMANCE

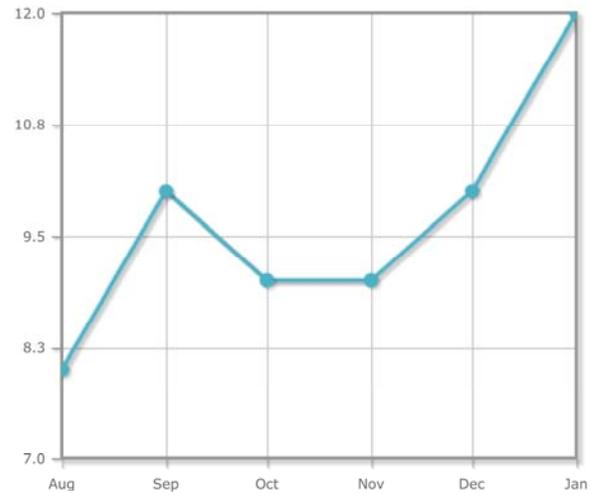
	Comparable Period	This Period
Avg Cycle Time	8.4	9.7
Avg Hours Per Day (Touch Time)	1.9	1.6
Avg Jobs Delivered Per Calendar Day	18.0	19.0

Benchmark Average
10.7
2.0
N/A

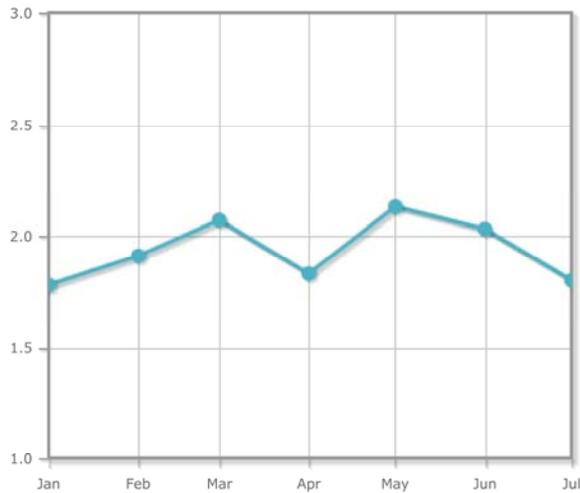
Avg Cycle Time(Comparable Period)



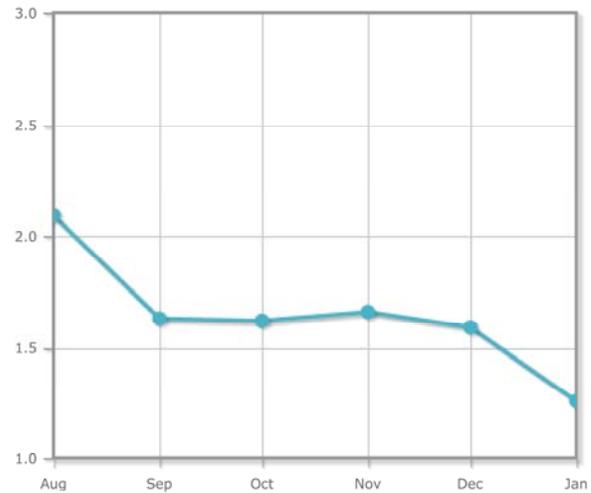
Avg Cycle Time(This Period)



Avg Hours Per Day (Touch Time)(Comparable Period)



Avg Hours Per Day (Touch Time)(This Period)



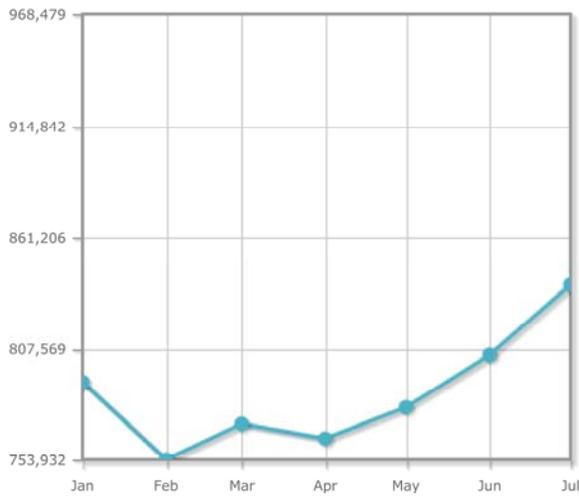


COMPARABLE PERIOD: JAN 13- JUL 13 THIS PERIOD: AUG 13- JAN 14

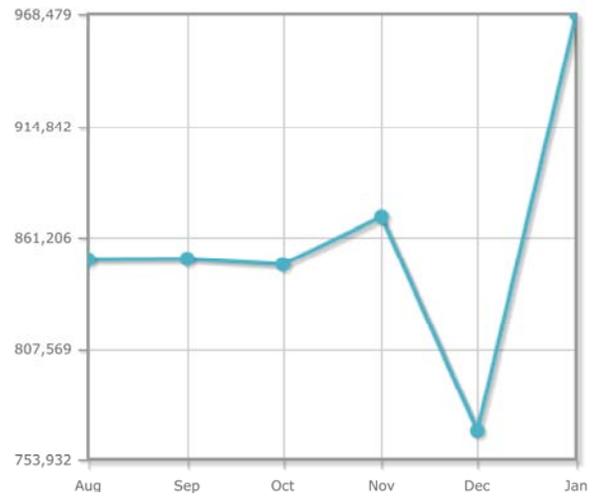
FINANCIAL PERFORMANCE

	Comparable Period	This Period	Benchmark Average
Total Collision Center Sales	\$ 5,503,648	\$ 5,156,660	N/A
Total Collision Center Sales (Average)	\$ 786,235	\$ 859,443	N/A
Labor Gross Profit %	65.3 %	62.5 %	62.0 %
Parts Gross Profit %	27.8 %	30.5 %	29.0 %
Material Gross Profit %	43.4 %	44.8 %	34.0 %
Sublet Gross Profit %	14.0 %	13.2 %	28.0 %
Total Collision Center Gross Profit %	48.3 %	47.5 %	45.4 %
Material Sales per Refinish Hour	\$ 27.79	\$ 27.66	N/A
Liquid Cost per Refinish Hour	\$ 10.19	\$ 10.24	\$ 11.59
AP Cost per Refinish Hour	\$ 5.54	\$ 5.04	\$ 6.63

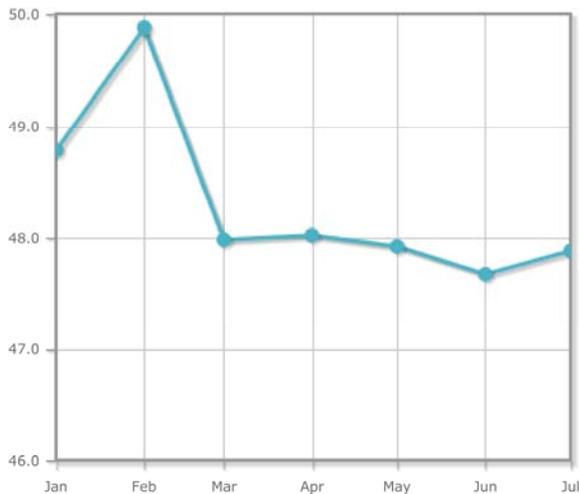
Total Collision Center Sales(Comparable Period)



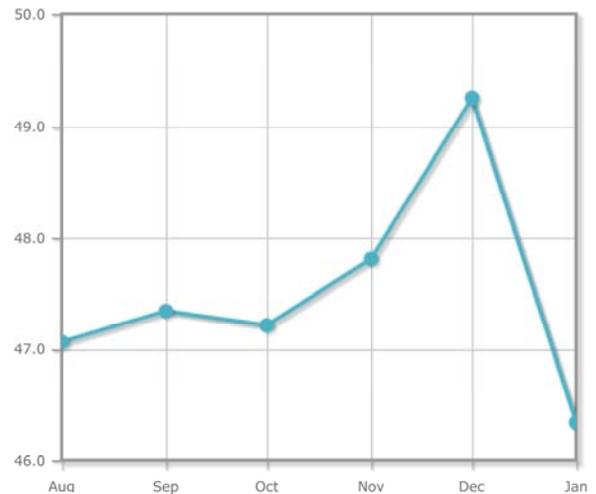
Total Collision Center Sales(This Period)



Total Collision Center Gross Profit %(Comparable Period)



Total Collision Center Gross Profit %(This Period)

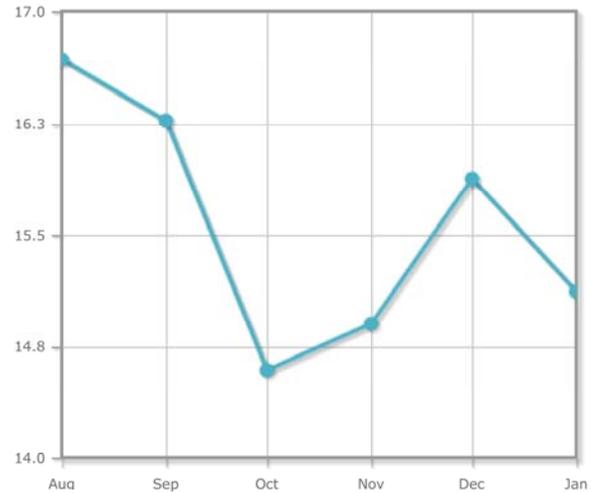




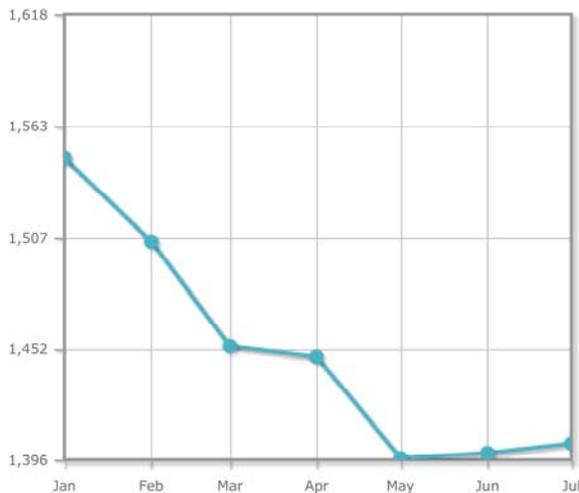
REPAIR ORDER ANALYSIS

	Comparable Period	This Period	Benchmark Average
Average Closed Repair Order Value	\$ 1,448	\$ 1,485	\$ 1,894
Average Hours Per Closed Repair Order	16.3	15.6	21.4
Labor Sales as a % of Closed Repair Order Value	53.3 %	52.5 %	47.5 %
Parts Sales as % of Closed Repair Order Value	27.2 %	29.0 %	38.8 %
Material Sales as % of Closed Repair Order Value	10.9 %	10.6 %	9.1 %
Sublet Sales as % of Closed Repair Order Value	8.6 %	7.9 %	4.7 %
Parts-to-Labor Ratio	51.2 %	55.3 %	81.7 %

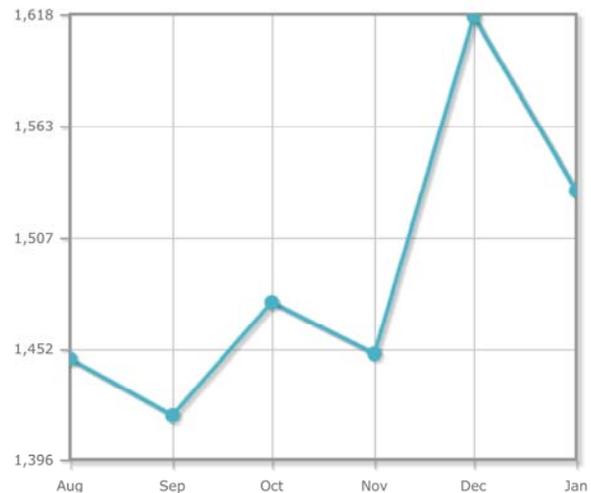
Average Hours Per Closed Repair Order(Comparable Period) Average Hours Per Closed Repair Order(This Period)



Average Closed Repair Order Value(Comparable Period)



Average Closed Repair Order Value(This Period)





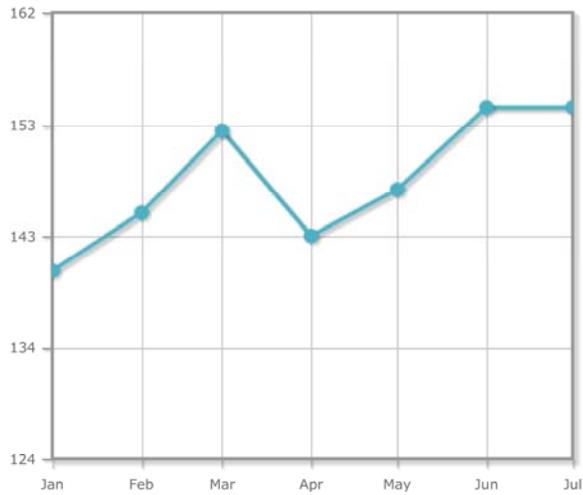
COMPARABLE PERIOD: **JAN 13- JUL 13** THIS PERIOD: **AUG 13- JAN 14**

PRODUCTION PERFORMANCE

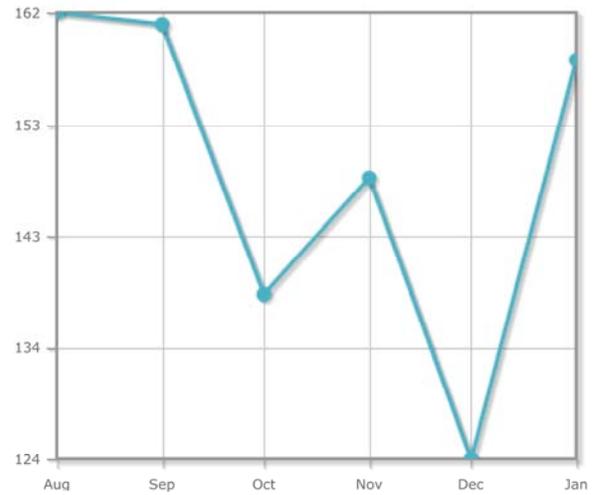
	Comparable Period	This Period
Overall Production Efficiency	148 %	148 %
Administrative Hours Per Repair Order	6.6	5.6
Sales per Mth per Prod/Emp	\$ 23,321	\$ 25,278
Sales Per Month Per Admin Employee	\$ 39,882	\$ 50,555

Benchmark Average
150 %
8.8
\$ 23,650
\$ 40,805

Overall Production Efficiency(Comparable Period)



Overall Production Efficiency(This Period)



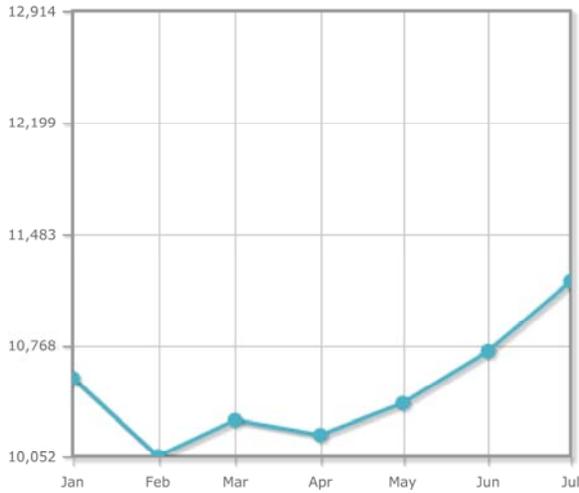


COMPARABLE PERIOD: **JAN 13- JUL 13** THIS PERIOD: **AUG 13- JAN 14**

FACILITY ANALYSIS

	Comparable Period	This Period	Benchmark Average
Sales Per Production Stall Per Month	\$ 10,483	\$ 11,459	\$ 8,459
Stall to Tech Ratio	2.2	2.2	2.8
Avg Jobs Per Booth Per Production Day	6.6	6.9	4.8

Sales Per Production Stall Per Month(Comparable Period)



Sales Per Production Stall Per Month(This Period)

