

CRASH network

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* **AVERAGE REVENUES PER SHOP ESTIMATED:** In his presentation on industry consolidation at the "MSO Symposium" during NACE Automechanika last month ([CRASH 9/3/18](#)), consultant Vince Romans said Caliber Collision, having recently added its 600th location, accounts for almost one-third of the 1,813 locations the largest "Big 4" MSOs had as of early August. He estimates that, combined, the four companies (which include ABRA Auto Body & Glass, Service King and The Boyd Group, which operates as "Gerber Collision" in the United States) had U.S. sales of about \$5.3 billion in 2017, or nearly 15 percent of the total U.S. collision repair market. That averages out to about \$2.93 million in revenue per Big 4 location. (For comparison, Romans estimates that the average U.S. shop industry-wide has annual revenues of \$1.1 million, while the average shop in Canada has annual revenues of about half that, or \$645,00 in Canadian dollars.) By Romans' count, there are now nearly 100 collision repair businesses in the United States that have annual sales topping \$20 million. Combined, those 96 businesses have nearly 2,800 shop locations, he said. They have captured more than one-fourth of the industry's total revenue; that's up from less than 10 percent in 2006.