CURRENT YEAR	BASE YEAR
8/31/2026	8/31/2025

Tuffy Monthly Comparable Sales Mix Comparison By District

Report Date: 8/31/2026

Current Working Days 26 ***Prior Working Days:*** 26

District: 01 **Shawn Sims** **IL, IN, MI, NE, ND, WI** Stores: 34

	Current Month	Prior Month	Variance	% Var
EXHAUST	$179,837	$177,814	$2,023	1.14%
BRAKES	$649,462	$690,311	($40,849)	-5.92%
SHOCKS/SPRINGS	$165,049	$164,147	$901	0.55%
STRNG/SUSPNSN	$362,178	$349,148	$13,030	3.73%
DRIVEABILITY	$93,173	$88,974	$4,198	4.72%
LOF	$217,345	$206,726	$10,619	5.14%
AIR CONDITIONING	$105,068	$140,663	($35,595)	-25.31%
HEATING/COOLING	$145,795	$143,807	$1,988	1.38%
TIRES	$399,981	$400,911	($930)	-0.23%
BATTERIES	$78,016	$79,572	($1,556)	-1.96%
STARTNG/CHARGIN	$82,980	$78,286	$4,695	6.00%
OTHER	$317,301	$295,506	$21,796	7.38%
FLUID EXCHANGE	$98,923	$83,688	$15,235	18.21%
TIRE SERVICE	$35,208	$28,228	$6,980	24.73%
BATTERY SERVICE	$2,750	$4,390	($1,640)	-37.37%
ALIGNMENT	$54,801	$53,072	$1,729	3.26%
ENGINE	$358,310	$331,404	$26,906	8.12%
DIAGNOSTIC	$125,254	$103,109	$22,145	21.48%
TRANSMISSION	$149,703	$129,946	$19,757	15.20%
SHOP SUPPLY	$137,628	$131,158	$6,469	4.93%
TOWING	$2,176	$2,485	($309)	-12.42%
TOTAL	$3,760,939	$3,683,347	$77,592	2.11%
Cars Serviced	7,711	8,029	-318	-3.96%
Avg. Ticket	488	459	29	6.32%
Avg. Daily Car Count Per Store	8.72	9.08	-0.36	-3.96%

District: 02 **Kevin Humphries** **AL, FL, NC, OK, SC, TN, V** Stores: 37

	Current Month	Prior Month	Variance	% Var
EXHAUST	$76,351	$79,878	($3,526)	-4.41%
BRAKES	$545,982	$613,606	($67,624)	-11.02%
SHOCKS/SPRINGS	$161,846	$185,415	($23,570)	-12.71%
STRNG/SUSPNSN	$296,816	$305,984	($9,168)	-3.00%
DRIVEABILITY	$168,039	$151,116	$16,923	11.20%
LOF	$359,314	$356,586	$2,728	0.77%
AIR CONDITIONING	$406,941	$460,919	($53,977)	-11.71%
HEATING/COOLING	$224,039	$240,738	($16,699)	-6.94%
TIRES	$516,962	$641,526	($124,564)	-19.42%
BATTERIES	$125,784	$140,694	($14,910)	-10.60%
STARTNG/CHARGIN	$123,738	$144,525	($20,788)	-14.38%
OTHER	$490,074	$566,244	($76,170)	-13.45%
FLUID EXCHANGE	$165,041	$153,363	$11,678	7.61%
TIRE SERVICE	$90,123	$119,700	($29,577)	-24.71%
BATTERY SERVICE	$5,007	$3,594	$1,413	39.31%
ALIGNMENT	$107,900	$115,840	($7,940)	-6.85%
ENGINE	$486,640	$443,273	$43,367	9.78%
DIAGNOSTIC	$188,041	$186,102	$1,939	1.04%
TRANSMISSION	$132,340	$150,947	($18,608)	-12.33%
SHOP SUPPLY	$184,549	$184,267	$282	0.15%
TOWING	$1,215	$1,971	($756)	-38.36%
TOTAL	$4,856,740	$5,246,289	($389,549)	-7.43%
Cars Serviced	10,369	11,610	-1,241	-10.69%
Avg. Ticket	468	452	17	3.65%
Avg. Daily Car Count Per Store	10.78	12.07	-1.29	-10.69%

District: 03 **Jamie Ferrence** **MI, OH** Stores: 32

	Current Month	Prior Month	Variance	% Var
EXHAUST	$268,659	$215,145	$53,514	24.87%
BRAKES	$721,045	$671,367	$49,678	7.40%
SHOCKS/SPRINGS	$220,467	$161,650	$58,817	36.39%
STRNG/SUSPNSN	$289,709	$315,099	($25,391)	-8.06%
DRIVEABILITY	$117,460	$105,249	$12,211	11.60%
LOF	$196,267	$179,107	$17,160	9.58%
AIR CONDITIONING	$108,655	$137,530	($28,875)	-21.00%
HEATING/COOLING	$150,614	$124,647	$25,968	20.83%
TIRES	$245,752	$229,472	$16,279	7.09%
BATTERIES	$56,467	$59,384	($2,917)	-4.91%
STARTNG/CHARGIN	$86,401	$78,723	$7,678	9.75%
OTHER	$293,965	$248,224	$45,741	18.43%
FLUID EXCHANGE	$72,936	$54,104	$18,832	34.81%
TIRE SERVICE	$24,058	$36,428	($12,370)	-33.96%
BATTERY SERVICE	$1,038	$2,739	($1,701)	-62.11%
ALIGNMENT	$46,375	$39,155	$7,221	18.44%
ENGINE	$291,858	$221,533	$70,325	31.74%
DIAGNOSTIC	$85,581	$87,539	($1,958)	-2.24%
TRANSMISSION	$109,251	$101,975	$7,275	7.13%
SHOP SUPPLY	$120,028	$92,970	$27,058	29.10%
TOWING	$1,294	$1,460	($165)	-11.33%
TOTAL	$3,507,880	$3,163,502	$344,379	10.89%
Cars Serviced	6,591	7,038	-447	-6.35%
Avg. Ticket	532	449	83	18.41%
Avg. Daily Car Count Per Store	7.92	8.46	-0.54	-6.35%

CORPORATE TOTALS

Stores: 103

Total Month Comparable Sales

	Current Year	Prior Year	Variance	% Var
EXHAUST	$524,848	$472,838	$52,010	11.00%
BRAKES	$1,916,489	$1,975,284	($58,795)	-2.98%
SHOCKS/SPRINGS	$547,362	$511,213	$36,149	7.07%
STRNG/SUSPNSN	$948,703	$970,232	($21,529)	-2.22%
DRIVEABILITY	$378,671	$345,340	$33,331	9.65%
LOF	$772,926	$742,419	$30,506	4.11%
AIR CONDITIONING	$620,665	$739,112	($118,447)	-16.03%
HEATING/COOLING	$520,448	$509,191	$11,256	2.21%
TIRES	$1,162,695	$1,271,910	($109,214)	-8.59%
BATTERIES	$260,267	$279,650	($19,383)	-6.93%
STARTNG/CHARGIN	$293,118	$301,533	($8,415)	-2.79%
OTHER	$1,101,341	$1,109,974	($8,633)	-0.78%
FLUID EXCHANGE	$336,901	$291,156	$45,745	15.71%
TIRE SERVICE	$149,389	$184,356	($34,967)	-18.97%
BATTERY SERVICE	$8,795	$10,724	($1,929)	-17.99%
ALIGNMENT	$209,076	$208,066	$1,010	0.49%
ENGINE	$1,136,807	$996,210	$140,597	14.11%
DIAGNOSTIC	$398,875	$376,750	$22,126	5.87%
TRANSMISSION	$391,293	$382,869	$8,424	2.20%
SHOP SUPPLY	$442,204	$408,395	$33,809	8.28%
TOWING	$4,686	$5,916	($1,230)	-20.79%
TOTAL	$12,125,559	$12,093,138	$32,422	0.27%
Cars Serviced	24,671	26,677	-2,006	-7.52%
Avg. Ticket	491	453	38	8.42%
Avg. Daily Car Count Per Store	9.21	9.96	-0.75	-7.52%