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

Tuffy YTD Comparable Sales Mix Comparison By District

Report Date: 8/31/2026

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

	Current YTD	Base YTD	Variance	% Var
EXHAUST	$1,313,924	$1,291,508	$22,416	1.74%
BRAKES	$4,622,607	$4,429,707	$192,900	4.35%
SHOCKS/SPRINGS	$1,230,556	$1,133,962	$96,594	8.52%
STRNG/SUSPNSN	$2,585,109	$2,403,991	$181,117	7.53%
DRIVEABILITY	$652,610	$620,771	$31,840	5.13%
LOF	$1,616,392	$1,511,020	$105,372	6.97%
AIR CONDITIONING	$888,601	$988,014	($99,413)	-10.06%
HEATING/COOLING	$1,241,489	$1,138,435	$103,054	9.05%
TIRES	$2,125,698	$2,098,602	$27,096	1.29%
BATTERIES	$578,595	$526,609	$51,985	9.87%
STARTNG/CHARGIN	$568,544	$565,896	$2,648	0.47%
OTHER	$2,220,934	$2,109,449	$111,485	5.29%
FLUID EXCHANGE	$636,524	$625,554	$10,969	1.75%
TIRE SERVICE	$195,446	$160,588	$34,858	21.71%
BATTERY SERVICE	$16,446	$27,745	($11,299)	-40.72%
ALIGNMENT	$390,433	$329,763	$60,670	18.40%
ENGINE	$3,297,105	$2,920,623	$376,482	12.89%
DIAGNOSTIC	$925,531	$786,831	$138,700	17.63%
TRANSMISSION	$1,005,177	$897,723	$107,454	11.97%
SHOP SUPPLY	$1,060,713	$983,908	$76,805	7.81%
TOWING	$17,134	$14,902	$2,232	14.98%
TOTAL	$27,189,567	$25,565,602	$1,623,966	6.35%
Cars Serviced	57,225	56,939	286	0.50%
Avg Ticket	$475	449	26	5.82%

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

	Current YTD	Base YTD	Variance	% Var
EXHAUST	$620,726	$609,238	$11,488	1.89%
BRAKES	$4,418,615	$5,089,796	($671,181)	-13.19%
SHOCKS/SPRINGS	$1,281,141	$1,404,872	($123,731)	-8.81%
STRNG/SUSPNSN	$2,291,409	$2,577,492	($286,082)	-11.10%
DRIVEABILITY	$1,307,719	$1,347,728	($40,009)	-2.97%
LOF	$2,969,652	$2,990,703	($21,050)	-0.70%
AIR CONDITIONING	$2,774,793	$2,756,448	$18,344	0.67%
HEATING/COOLING	$1,920,122	$1,964,576	($44,453)	-2.26%
TIRES	$4,172,824	$4,719,878	($547,054)	-11.59%
BATTERIES	$909,950	$920,477	($10,527)	-1.14%
STARTNG/CHARGIN	$936,998	$988,920	($51,922)	-5.25%
OTHER	$3,927,761	$4,259,205	($331,443)	-7.78%
FLUID EXCHANGE	$1,271,984	$1,170,515	$101,469	8.67%
TIRE SERVICE	$747,103	$847,584	($100,481)	-11.85%
BATTERY SERVICE	$39,512	$26,160	$13,351	51.04%
ALIGNMENT	$842,155	$864,345	($22,190)	-2.57%
ENGINE	$4,247,089	$4,212,466	$34,623	0.82%
DIAGNOSTIC	$1,399,038	$1,393,414	$5,624	0.40%
TRANSMISSION	$1,281,260	$1,355,758	($74,499)	-5.49%
SHOP SUPPLY	$1,444,364	$1,425,120	$19,244	1.35%
TOWING	$12,139	$16,502	($4,362)	-26.43%
TOTAL	$38,816,355	$40,941,197	($2,124,842)	-5.19%
Cars Serviced	85,081	92,615	-7,534	-8.13%
Avg Ticket	$456	442	14	3.21%

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

	Current YTD	Base YTD	Variance	% Var
EXHAUST	$1,861,121	$1,660,034	$201,087	12.11%
BRAKES	$4,959,845	$4,778,695	$181,150	3.79%
SHOCKS/SPRINGS	$1,572,292	$1,222,953	$349,338	28.57%
STRNG/SUSPNSN	$2,360,305	$2,282,182	$78,122	3.42%
DRIVEABILITY	$829,126	$757,975	$71,151	9.39%
LOF	$1,457,967	$1,387,749	$70,218	5.06%
AIR CONDITIONING	$886,739	$893,320	($6,581)	-0.74%
HEATING/COOLING	$1,136,859	$1,009,532	$127,328	12.61%
TIRES	$1,833,794	$1,687,486	$146,308	8.67%
BATTERIES	$467,001	$438,845	$28,156	6.42%
STARTNG/CHARGIN	$597,621	$603,824	($6,203)	-1.03%
OTHER	$2,214,188	$1,799,052	$415,135	23.08%
FLUID EXCHANGE	$433,741	$391,707	$42,034	10.73%
TIRE SERVICE	$176,169	$212,562	($36,393)	-17.12%
BATTERY SERVICE	$9,829	$13,444	($3,615)	-26.89%
ALIGNMENT	$306,924	$276,009	$30,915	11.20%
ENGINE	$2,477,382	$2,349,388	$127,994	5.45%
DIAGNOSTIC	$680,000	$702,686	($22,686)	-3.23%
TRANSMISSION	$824,442	$787,417	$37,024	4.70%
SHOP SUPPLY	$873,390	$725,648	$147,742	20.36%
TOWING	$17,165	$19,509	($2,344)	-12.02%
TOTAL	$25,975,898	$24,000,017	$1,975,880	8.23%
Cars Serviced	50,754	52,755	-2,001	-3.79%
Avg Ticket	$512	455	57	12.50%

CORPORATE TOTALS

Year To Date Sales

	Currrent YTD	Base YTD	Variance	% Var
EXHAUST	$3,795,771	$3,560,780	$234,991	6.60%
BRAKES	$14,001,067	$14,298,198	($297,131)	-2.08%
SHOCKS/SPRINGS	$4,083,989	$3,761,787	$322,202	8.57%
STRNG/SUSPNSN	$7,236,823	$7,263,665	($26,843)	-0.37%
DRIVEABILITY	$2,789,455	$2,726,473	$62,982	2.31%
LOF	$6,044,011	$5,889,472	$154,539	2.62%
AIR CONDITIONING	$4,550,132	$4,637,782	($87,650)	-1.89%
HEATING/COOLING	$4,298,471	$4,112,542	$185,929	4.52%
TIRES	$8,132,316	$8,505,966	($373,650)	-4.39%
BATTERIES	$1,955,546	$1,885,932	$69,614	3.69%
STARTNG/CHARGIN	$2,103,163	$2,158,640	($55,477)	-2.57%
OTHER	$8,362,883	$8,167,706	$195,177	2.39%
FLUID EXCHANGE	$2,342,249	$2,187,776	$154,472	7.06%
TIRE SERVICE	$1,118,718	$1,220,734	($102,016)	-8.36%
BATTERY SERVICE	$65,786	$67,349	($1,563)	-2.32%
ALIGNMENT	$1,539,512	$1,470,117	$69,395	4.72%
ENGINE	$10,021,576	$9,482,477	$539,099	5.69%
DIAGNOSTIC	$3,004,568	$2,882,931	$121,637	4.22%
TRANSMISSION	$3,110,878	$3,040,899	$69,980	2.30%
SHOP SUPPLY	$3,378,467	$3,134,676	$243,791	7.78%
TOWING	$46,438	$50,913	($4,475)	-8.79%
SHOP TOTAL	$91,981,819	$90,506,816	$1,475,004	1.63%
CARS SERVICED	193,060	202,309	-9,249	-4.57%
TICKET AVG.	476	447	29	6.50%