CURRENT YEAR	BASE YEAR
7/31/2026	7/31/2025

Tuffy Monthly Comparable Sales Mix Comparison By District

Report Date: 7/31/2026

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

District: 01 **Shawn Sims** **IL, IN, NE, ND, OH, VA, WI** Stores: 30

	Current Month	Prior Month	Variance	% Var
EXHAUST	$121,774	$123,710	($1,936)	-1.56%
BRAKES	$502,764	$478,920	$23,843	4.98%
SHOCKS/SPRINGS	$160,927	$143,575	$17,353	12.09%
STRNG/SUSPNSN	$248,531	$236,251	$12,281	5.20%
DRIVEABILITY	$65,494	$56,774	$8,720	15.36%
LOF	$207,971	$194,432	$13,539	6.96%
AIR CONDITIONING	$233,399	$244,240	($10,841)	-4.44%
HEATING/COOLING	$132,790	$123,771	$9,019	7.29%
TIRES	$316,286	$398,512	($82,226)	-20.63%
BATTERIES	$57,783	$61,789	($4,007)	-6.48%
STARTNG/CHARGIN	$62,932	$55,845	$7,087	12.69%
OTHER	$262,038	$290,420	($28,382)	-9.77%
FLUID EXCHANGE	$79,355	$75,661	$3,694	4.88%
TIRE SERVICE	$22,210	$24,874	($2,665)	-10.71%
BATTERY SERVICE	$1,326	$965	$361	37.41%
ALIGNMENT	$41,288	$39,634	$1,654	4.17%
ENGINE	$287,629	$261,894	$25,735	9.83%
DIAGNOSTIC	$95,851	$79,911	$15,940	19.95%
TRANSMISSION	$57,423	$66,254	($8,831)	-13.33%
SHOP SUPPLY	$109,856	$99,266	$10,591	10.67%
TOWING	$2,212	$2,764	($552)	-19.98%
TOTAL	$3,069,839	$3,059,462	$10,378	0.34%
Cars Serviced	6,861	7,190	-329	-4.58%
Avg. Ticket	447	426	22	5.15%
Avg. Daily Car Count Per Store	8.80	9.22	-0.42	-4.58%

District: 02 **Kevin Humphries** **AL, FL, NC, OK, SC, TN** Stores: 35

	Current Month	Prior Month	Variance	% Var
EXHAUST	$85,323	$63,611	$21,712	34.13%
BRAKES	$568,324	$582,081	($13,757)	-2.36%
SHOCKS/SPRINGS	$137,038	$140,673	($3,635)	-2.58%
STRNG/SUSPNSN	$259,744	$304,303	($44,559)	-14.64%
DRIVEABILITY	$157,432	$150,071	$7,361	4.91%
LOF	$368,280	$355,996	$12,285	3.45%
AIR CONDITIONING	$542,341	$473,811	$68,529	14.46%
HEATING/COOLING	$236,647	$264,555	($27,908)	-10.55%
TIRES	$482,473	$558,863	($76,389)	-13.67%
BATTERIES	$114,930	$127,568	($12,638)	-9.91%
STARTNG/CHARGIN	$139,522	$123,493	$16,030	12.98%
OTHER	$410,367	$423,531	($13,165)	-3.11%
FLUID EXCHANGE	$152,518	$141,709	$10,808	7.63%
TIRE SERVICE	$95,486	$113,961	($18,474)	-16.21%
BATTERY SERVICE	$4,471	$3,322	$1,148	34.57%
ALIGNMENT	$104,154	$100,233	$3,921	3.91%
ENGINE	$486,624	$473,550	$13,074	2.76%
DIAGNOSTIC	$166,648	$164,060	$2,587	1.58%
TRANSMISSION	$155,942	$200,914	($44,972)	-22.38%
SHOP SUPPLY	$187,874	$180,981	$6,893	3.81%
TOWING	$1,110	$1,275	($165)	-12.94%
TOTAL	$4,857,247	$4,948,561	($91,314)	-1.85%
Cars Serviced	10,608	11,424	-816	-7.14%
Avg. Ticket	458	433	25	5.71%
Avg. Daily Car Count Per Store	11.66	12.55	-0.90	-7.14%

District: 03 **MI, OH** Stores: 38

	Current Month	Prior Month	Variance	% Var
EXHAUST	$316,696	$300,187	$16,509	5.50%
BRAKES	$912,729	$873,514	$39,214	4.49%
SHOCKS/SPRINGS	$216,411	$236,721	($20,310)	-8.58%
STRNG/SUSPNSN	$372,797	$405,558	($32,761)	-8.08%
DRIVEABILITY	$129,078	$95,265	$33,814	35.49%
LOF	$216,940	$198,737	$18,203	9.16%
AIR CONDITIONING	$300,572	$281,580	$18,992	6.74%
HEATING/COOLING	$221,411	$144,553	$76,859	53.17%
TIRES	$290,445	$271,220	$19,225	7.09%
BATTERIES	$59,149	$62,033	($2,884)	-4.65%
STARTNG/CHARGIN	$97,856	$100,404	($2,548)	-2.54%
OTHER	$344,051	$292,666	$51,384	17.56%
FLUID EXCHANGE	$62,630	$66,196	($3,567)	-5.39%
TIRE SERVICE	$21,867	$56,622	($34,755)	-61.38%
BATTERY SERVICE	$2,129	$2,195	($66)	-3.01%
ALIGNMENT	$47,175	$51,143	($3,968)	-7.76%
ENGINE	$387,035	$367,888	$19,147	5.20%
DIAGNOSTIC	$117,925	$105,498	$12,427	11.78%
TRANSMISSION	$144,568	$162,900	($18,332)	-11.25%
SHOP SUPPLY	$166,291	$141,927	$24,364	17.17%
TOWING	$2,498	$2,960	($462)	-15.61%
TOTAL	$4,430,251	$4,219,768	$210,483	4.99%
Cars Serviced	8,385	8,525	-140	-1.64%
Avg. Ticket	528	495	33	6.74%
Avg. Daily Car Count Per Store	8.49	8.63	-0.14	-1.64%

CORPORATE TOTALS

Stores: 103

Total Month Comparable Sales

	Current Year	Prior Year	Variance	% Var
EXHAUST	$523,793	$487,508	$36,285	7.44%
BRAKES	$1,983,816	$1,934,516	$49,301	2.55%
SHOCKS/SPRINGS	$514,376	$520,969	($6,592)	-1.27%
STRNG/SUSPNSN	$881,072	$946,112	($65,039)	-6.87%
DRIVEABILITY	$352,005	$302,110	$49,895	16.52%
LOF	$793,191	$749,164	$44,027	5.88%
AIR CONDITIONING	$1,076,312	$999,631	$76,681	7.67%
HEATING/COOLING	$590,848	$532,878	$57,970	10.88%
TIRES	$1,089,204	$1,228,595	($139,390)	-11.35%
BATTERIES	$231,862	$251,391	($19,529)	-7.77%
STARTNG/CHARGIN	$300,311	$279,742	$20,568	7.35%
OTHER	$1,016,455	$1,006,618	$9,837	0.98%
FLUID EXCHANGE	$294,502	$283,566	$10,936	3.86%
TIRE SERVICE	$139,564	$195,457	($55,894)	-28.60%
BATTERY SERVICE	$7,926	$6,483	$1,443	22.26%
ALIGNMENT	$192,617	$191,010	$1,607	0.84%
ENGINE	$1,161,288	$1,103,332	$57,955	5.25%
DIAGNOSTIC	$380,423	$349,469	$30,954	8.86%
TRANSMISSION	$357,932	$430,068	($72,136)	-16.77%
SHOP SUPPLY	$464,021	$422,174	$41,847	9.91%
TOWING	$5,819	$6,999	($1,179)	-16.85%
TOTAL	$12,357,337	$12,227,790	$129,547	1.06%
Cars Serviced	25,854	27,139	-1,285	-4.73%
Avg. Ticket	478	451	27	6.08%
Avg. Daily Car Count Per Store	9.65	10.13	-0.48	-4.73%