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

Tuffy YTD Comparable Sales Mix Comparison By District

Report Date: 7/31/2026

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

	Current YTD	Base YTD	Variance	% Var
EXHAUST	$733,879	$760,571	($26,692)	-3.51%
BRAKES	$2,883,859	$2,807,015	$76,844	2.74%
SHOCKS/SPRINGS	$864,678	$794,775	$69,903	8.80%
STRNG/SUSPNSN	$1,660,495	$1,519,799	$140,696	9.26%
DRIVEABILITY	$470,838	$436,562	$34,276	7.85%
LOF	$1,261,355	$1,212,560	$48,795	4.02%
AIR CONDITIONING	$702,523	$755,594	($53,071)	-7.02%
HEATING/COOLING	$834,146	$782,919	$51,227	6.54%
TIRES	$1,461,512	$1,543,515	($82,004)	-5.31%
BATTERIES	$420,345	$378,697	$41,648	11.00%
STARTNG/CHARGIN	$380,142	$341,600	$38,542	11.28%
OTHER	$1,814,645	$2,067,581	($252,935)	-12.23%
FLUID EXCHANGE	$481,579	$483,509	($1,930)	-0.40%
TIRE SERVICE	$132,962	$107,062	$25,900	24.19%
BATTERY SERVICE	$12,991	$18,458	($5,468)	-29.62%
ALIGNMENT	$244,986	$224,466	$20,520	9.14%
ENGINE	$2,287,378	$2,112,568	$174,810	8.27%
DIAGNOSTIC	$614,783	$619,514	($4,730)	-0.76%
TRANSMISSION	$592,173	$521,627	$70,546	13.52%
SHOP SUPPLY	$648,451	$617,253	$31,198	5.05%
TOWING	$14,788	$10,961	$3,827	34.92%
TOTAL	$18,518,507	$18,116,606	$401,901	2.22%
Cars Serviced	41,119	42,101	-982	-2.33%
Avg Ticket	$450	430	20	4.66%

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

	Current YTD	Base YTD	Variance	% Var
EXHAUST	$520,664	$501,525	$19,139	3.82%
BRAKES	$3,811,964	$4,404,151	($592,187)	-13.45%
SHOCKS/SPRINGS	$1,079,416	$1,192,120	($112,704)	-9.45%
STRNG/SUSPNSN	$1,986,911	$2,264,274	($277,363)	-12.25%
DRIVEABILITY	$1,133,307	$1,187,624	($54,317)	-4.57%
LOF	$2,593,663	$2,617,941	($24,278)	-0.93%
AIR CONDITIONING	$2,353,064	$2,291,514	$61,550	2.69%
HEATING/COOLING	$1,683,743	$1,715,453	($31,710)	-1.85%
TIRES	$3,622,991	$4,047,912	($424,920)	-10.50%
BATTERIES	$769,700	$775,998	($6,299)	-0.81%
STARTNG/CHARGIN	$810,602	$843,805	($33,203)	-3.93%
OTHER	$3,085,767	$3,137,696	($51,929)	-1.66%
FLUID EXCHANGE	$1,104,765	$1,016,932	$87,833	8.64%
TIRE SERVICE	$655,375	$726,933	($71,557)	-9.84%
BATTERY SERVICE	$32,978	$22,566	$10,412	46.14%
ALIGNMENT	$729,280	$736,191	($6,911)	-0.94%
ENGINE	$3,746,994	$3,755,194	($8,200)	-0.22%
DIAGNOSTIC	$1,184,485	$1,177,563	$6,922	0.59%
TRANSMISSION	$1,142,302	$1,202,870	($60,568)	-5.04%
SHOP SUPPLY	$1,241,204	$1,222,734	$18,470	1.51%
TOWING	$10,734	$14,531	($3,796)	-26.13%
TOTAL	$33,299,910	$34,855,526	($1,555,616)	-4.46%
Cars Serviced	73,541	79,902	-6,361	-7.96%
Avg Ticket	$453	436	17	3.80%

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

	Current YTD	Base YTD	Variance	% Var
EXHAUST	$2,016,379	$1,825,846	$190,533	10.44%
BRAKES	$5,388,755	$5,111,748	$277,007	5.42%
SHOCKS/SPRINGS	$1,592,533	$1,263,679	$328,854	26.02%
STRNG/SUSPNSN	$2,640,714	$2,509,361	$131,353	5.23%
DRIVEABILITY	$806,638	$756,947	$49,691	6.56%
LOF	$1,416,068	$1,316,552	$99,516	7.56%
AIR CONDITIONING	$873,881	$851,563	$22,318	2.62%
HEATING/COOLING	$1,260,133	$1,104,979	$155,155	14.04%
TIRES	$1,885,118	$1,642,630	$242,488	14.76%
BATTERIES	$505,234	$451,586	$53,647	11.88%
STARTNG/CHARGIN	$619,301	$671,701	($52,400)	-7.80%
OTHER	$2,361,130	$1,852,455	$508,675	27.46%
FLUID EXCHANGE	$419,004	$396,180	$22,824	5.76%
TIRE SERVICE	$180,992	$202,383	($21,391)	-10.57%
BATTERY SERVICE	$11,023	$15,601	($4,578)	-29.34%
ALIGNMENT	$356,170	$301,393	$54,777	18.17%
ENGINE	$2,850,398	$2,618,506	$231,892	8.86%
DIAGNOSTIC	$806,424	$709,104	$97,320	13.72%
TRANSMISSION	$985,110	$933,533	$51,578	5.52%
SHOP SUPPLY	$1,046,607	$886,293	$160,314	18.09%
TOWING	$16,230	$19,506	($3,275)	-16.79%
TOTAL	$28,037,843	$25,441,546	$2,596,297	10.20%
Cars Serviced	53,729	53,629	100	0.19%
Avg Ticket	$522	474	47	10.00%

CORPORATE TOTALS

Year To Date Sales

	Currrent YTD	Base YTD	Variance	% Var
EXHAUST	$3,270,923	$3,087,942	$182,980	5.93%
BRAKES	$12,084,578	$12,322,914	($238,336)	-1.93%
SHOCKS/SPRINGS	$3,536,627	$3,250,574	$286,053	8.80%
STRNG/SUSPNSN	$6,288,120	$6,293,433	($5,314)	-0.08%
DRIVEABILITY	$2,410,784	$2,381,133	$29,650	1.25%
LOF	$5,271,086	$5,147,053	$124,033	2.41%
AIR CONDITIONING	$3,929,468	$3,898,670	$30,797	0.79%
HEATING/COOLING	$3,778,023	$3,603,351	$174,672	4.85%
TIRES	$6,969,621	$7,234,057	($264,436)	-3.66%
BATTERIES	$1,695,279	$1,606,282	$88,997	5.54%
STARTNG/CHARGIN	$1,810,044	$1,857,106	($47,062)	-2.53%
OTHER	$7,261,542	$7,057,732	$203,810	2.89%
FLUID EXCHANGE	$2,005,348	$1,896,621	$108,727	5.73%
TIRE SERVICE	$969,329	$1,036,378	($67,049)	-6.47%
BATTERY SERVICE	$56,991	$56,625	$366	0.65%
ALIGNMENT	$1,330,435	$1,262,050	$68,385	5.42%
ENGINE	$8,884,769	$8,486,267	$398,502	4.70%
DIAGNOSTIC	$2,605,693	$2,506,181	$99,511	3.97%
TRANSMISSION	$2,719,585	$2,658,030	$61,555	2.32%
SHOP SUPPLY	$2,936,263	$2,726,281	$209,982	7.70%
TOWING	$41,753	$44,997	($3,245)	-7.21%
SHOP TOTAL	$79,856,260	$78,413,678	$1,442,582	1.84%
CARS SERVICED	168,389	175,632	-7,243	-4.12%
TICKET AVG.	474	446	28	6.22%