CURRENT YEAR	BASE YEAR
10/31/2026	10/31/2025

Tuffy Monthly Comparable Sales Mix Comparison By District

Report Date: 10/31/2026

Current Working Days 27 ***Prior Working Days:*** 27

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

	Current Month	Prior Month	Variance	% Var
EXHAUST	$174,817	$168,018	$6,799	4.05%
BRAKES	$603,596	$616,055	($12,458)	-2.02%
SHOCKS/SPRINGS	$157,890	$123,834	$34,056	27.50%
STRNG/SUSPNSN	$319,334	$277,919	$41,415	14.90%
DRIVEABILITY	$101,083	$89,721	$11,362	12.66%
LOF	$220,092	$211,029	$9,063	4.29%
AIR CONDITIONING	$25,926	$50,073	($24,147)	-48.22%
HEATING/COOLING	$147,673	$153,113	($5,440)	-3.55%
TIRES	$425,550	$449,040	($23,490)	-5.23%
BATTERIES	$89,193	$80,960	$8,234	10.17%
STARTNG/CHARGIN	$64,082	$71,742	($7,660)	-10.68%
OTHER	$291,874	$306,069	($14,194)	-4.64%
FLUID EXCHANGE	$122,218	$98,466	$23,753	24.12%
TIRE SERVICE	$39,473	$29,768	$9,705	32.60%
BATTERY SERVICE	$1,775	$1,160	$616	53.07%
ALIGNMENT	$78,656	$54,113	$24,543	45.35%
ENGINE	$294,305	$295,070	($765)	-0.26%
DIAGNOSTIC	$118,445	$98,699	$19,746	20.01%
TRANSMISSION	$123,689	$105,405	$18,284	17.35%
SHOP SUPPLY	$131,595	$123,378	$8,217	6.66%
TOWING	$1,536	$1,912	($376)	-19.64%
TOTAL	$3,532,804	$3,405,542	$127,262	3.74%
Cars Serviced	7,214	7,863	-649	-8.25%
Avg. Ticket	490	433	57	13.07%
Avg. Daily Car Count Per Store	7.86	8.57	-0.71	-8.25%

District: 02 **Kevin Humphries** **AL, FL, NC, OK, SC, TN, V** Stores: 38

	Current Month	Prior Month	Variance	% Var
EXHAUST	$79,256	$73,594	$5,662	7.69%
BRAKES	$592,231	$614,498	($22,267)	-3.62%
SHOCKS/SPRINGS	$156,904	$183,229	($26,325)	-14.37%
STRNG/SUSPNSN	$310,316	$329,792	($19,476)	-5.91%
DRIVEABILITY	$212,400	$169,893	$42,507	25.02%
LOF	$383,390	$378,160	$5,230	1.38%
AIR CONDITIONING	$262,770	$230,429	$32,341	14.03%
HEATING/COOLING	$240,579	$241,855	($1,276)	-0.53%
TIRES	$571,340	$572,640	($1,301)	-0.23%
BATTERIES	$162,386	$139,615	$22,771	16.31%
STARTNG/CHARGIN	$124,841	$121,230	$3,610	2.98%
OTHER	$500,156	$554,453	($54,297)	-9.79%
FLUID EXCHANGE	$196,504	$172,187	$24,317	14.12%
TIRE SERVICE	$96,658	$104,241	($7,583)	-7.27%
BATTERY SERVICE	$4,375	$3,109	$1,265	40.70%
ALIGNMENT	$120,894	$116,359	$4,535	3.90%
ENGINE	$490,134	$528,031	($37,897)	-7.18%
DIAGNOSTIC	$203,566	$187,012	$16,554	8.85%
TRANSMISSION	$141,496	$211,665	($70,169)	-33.15%
SHOP SUPPLY	$193,572	$175,449	$18,123	10.33%
TOWING	$1,740	$1,881	($141)	-7.49%
TOTAL	$5,045,506	$5,109,322	($63,816)	-1.25%
Cars Serviced	10,721	11,489	-768	-6.68%
Avg. Ticket	471	445	26	5.83%
Avg. Daily Car Count Per Store	10.45	11.20	-0.75	-6.68%

District: 03 **Jamie Ferrence** **MI, OH** Stores: 31

	Current Month	Prior Month	Variance	% Var
EXHAUST	$253,973	$212,489	$41,484	19.52%
BRAKES	$656,303	$577,920	$78,383	13.56%
SHOCKS/SPRINGS	$152,373	$189,428	($37,055)	-19.56%
STRNG/SUSPNSN	$249,444	$241,900	$7,544	3.12%
DRIVEABILITY	$98,236	$98,261	($26)	-0.03%
LOF	$211,314	$191,926	$19,388	10.10%
AIR CONDITIONING	$26,835	$36,399	($9,564)	-26.28%
HEATING/COOLING	$143,110	$119,196	$23,914	20.06%
TIRES	$255,984	$242,746	$13,238	5.45%
BATTERIES	$69,900	$76,596	($6,696)	-8.74%
STARTNG/CHARGIN	$72,639	$63,077	$9,562	15.16%
OTHER	$328,286	$265,368	$62,918	23.71%
FLUID EXCHANGE	$104,431	$53,301	$51,130	95.93%
TIRE SERVICE	$28,248	$28,998	($750)	-2.59%
BATTERY SERVICE	$1,678	$1,252	$426	34.04%
ALIGNMENT	$69,604	$40,368	$29,236	72.42%
ENGINE	$288,642	$264,660	$23,982	9.06%
DIAGNOSTIC	$92,301	$84,443	$7,859	9.31%
TRANSMISSION	$87,894	$104,230	($16,336)	-15.67%
SHOP SUPPLY	$116,696	$88,161	$28,535	32.37%
TOWING	$1,529	$1,766	($237)	-13.43%
TOTAL	$3,309,420	$2,982,483	$326,936	10.96%
Cars Serviced	6,554	6,843	-289	-4.22%
Avg. Ticket	505	436	69	15.85%
Avg. Daily Car Count Per Store	7.83	8.18	-0.35	-4.22%

CORPORATE TOTALS

Stores: 103

Total Month Comparable Sales

	Current Year	Prior Year	Variance	% Var
EXHAUST	$508,046	$454,101	$53,945	11.88%
BRAKES	$1,852,130	$1,808,472	$43,658	2.41%
SHOCKS/SPRINGS	$467,167	$496,490	($29,323)	-5.91%
STRNG/SUSPNSN	$879,094	$849,611	$29,483	3.47%
DRIVEABILITY	$411,719	$357,876	$53,843	15.05%
LOF	$814,796	$781,115	$33,681	4.31%
AIR CONDITIONING	$315,531	$316,901	($1,371)	-0.43%
HEATING/COOLING	$531,362	$514,165	$17,198	3.34%
TIRES	$1,252,874	$1,264,427	($11,553)	-0.91%
BATTERIES	$321,480	$297,170	$24,309	8.18%
STARTNG/CHARGIN	$261,562	$256,049	$5,513	2.15%
OTHER	$1,120,316	$1,125,889	($5,573)	-0.49%
FLUID EXCHANGE	$423,153	$323,954	$99,199	30.62%
TIRE SERVICE	$164,379	$163,007	$1,372	0.84%
BATTERY SERVICE	$7,828	$5,521	$2,307	41.79%
ALIGNMENT	$269,153	$210,840	$58,313	27.66%
ENGINE	$1,073,081	$1,087,761	($14,679)	-1.35%
DIAGNOSTIC	$414,312	$370,154	$44,158	11.93%
TRANSMISSION	$353,079	$421,300	($68,221)	-16.19%
SHOP SUPPLY	$441,863	$386,988	$54,875	14.18%
TOWING	$4,805	$5,559	($754)	-13.56%
TOTAL	$11,887,730	$11,497,348	$390,383	3.40%
Cars Serviced	24,489	26,195	-1,706	-6.51%
Avg. Ticket	485	439	47	10.60%
Avg. Daily Car Count Per Store	8.81	9.42	-0.61	-6.51%