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

Tuffy YTD Comparable Sales Mix Comparison By District

Report Date: 10/31/2026

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

	Current YTD	Base YTD	Variance	% Var
EXHAUST	$1,689,162	$1,648,828	$40,334	2.45%
BRAKES	$5,819,333	$5,598,534	$220,799	3.94%
SHOCKS/SPRINGS	$1,572,520	$1,398,180	$174,340	12.47%
STRNG/SUSPNSN	$3,181,114	$3,004,650	$176,464	5.87%
DRIVEABILITY	$814,262	$793,437	$20,825	2.62%
LOF	$2,050,905	$1,909,733	$141,172	7.39%
AIR CONDITIONING	$985,412	$1,089,451	($104,039)	-9.55%
HEATING/COOLING	$1,509,247	$1,433,934	$75,313	5.25%
TIRES	$2,981,638	$2,948,989	$32,649	1.11%
BATTERIES	$737,772	$676,785	$60,987	9.01%
STARTNG/CHARGIN	$704,179	$713,928	($9,749)	-1.37%
OTHER	$2,786,847	$2,693,205	$93,642	3.48%
FLUID EXCHANGE	$859,765	$803,702	$56,063	6.98%
TIRE SERVICE	$268,551	$218,114	$50,437	23.12%
BATTERY SERVICE	$21,868	$29,805	($7,937)	-26.63%
ALIGNMENT	$536,414	$431,561	$104,853	24.30%
ENGINE	$3,908,767	$3,526,175	$382,592	10.85%
DIAGNOSTIC	$1,147,329	$983,994	$163,336	16.60%
TRANSMISSION	$1,228,655	$1,129,406	$99,249	8.79%
SHOP SUPPLY	$1,319,244	$1,228,922	$90,322	7.35%
TOWING	$20,479	$20,252	$227	1.12%
TOTAL	$34,143,461	$32,281,584	$1,861,878	5.77%
Cars Serviced	71,548	72,109	-561	-0.78%
Avg Ticket	$477	448	30	6.60%

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

	Current YTD	Base YTD	Variance	% Var
EXHAUST	$763,577	$784,943	($21,366)	-2.72%
BRAKES	$5,546,705	$6,222,279	($675,574)	-10.86%
SHOCKS/SPRINGS	$1,611,318	$1,727,905	($116,588)	-6.75%
STRNG/SUSPNSN	$2,884,081	$3,159,736	($275,655)	-8.72%
DRIVEABILITY	$1,670,139	$1,672,267	($2,128)	-0.13%
LOF	$3,683,977	$3,703,138	($19,161)	-0.52%
AIR CONDITIONING	$3,364,547	$3,259,715	$104,832	3.22%
HEATING/COOLING	$2,363,678	$2,444,792	($81,114)	-3.32%
TIRES	$5,253,565	$5,790,413	($536,848)	-9.27%
BATTERIES	$1,199,729	$1,185,839	$13,890	1.17%
STARTNG/CHARGIN	$1,177,240	$1,248,365	($71,125)	-5.70%
OTHER	$4,860,115	$5,341,476	($481,360)	-9.01%
FLUID EXCHANGE	$1,642,843	$1,493,001	$149,843	10.04%
TIRE SERVICE	$927,461	$1,054,422	($126,960)	-12.04%
BATTERY SERVICE	$48,726	$33,579	$15,147	45.11%
ALIGNMENT	$1,068,354	$1,080,947	($12,592)	-1.16%
ENGINE	$5,168,587	$5,161,485	$7,102	0.14%
DIAGNOSTIC	$1,817,522	$1,746,798	$70,725	4.05%
TRANSMISSION	$1,589,496	$1,721,628	($132,132)	-7.67%
SHOP SUPPLY	$1,812,734	$1,767,936	$44,798	2.53%
TOWING	$15,159	$20,171	($5,011)	-24.84%
TOTAL	$48,469,555	$50,620,833	($2,151,278)	-4.25%
Cars Serviced	105,620	114,773	-9,153	-7.97%
Avg Ticket	$459	441	18	4.05%

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

	Current YTD	Base YTD	Variance	% Var
EXHAUST	$2,381,620	$2,085,313	$296,308	14.21%
BRAKES	$6,192,170	$5,916,410	$275,760	4.66%
SHOCKS/SPRINGS	$1,891,929	$1,549,743	$342,186	22.08%
STRNG/SUSPNSN	$2,809,245	$2,706,801	$102,445	3.78%
DRIVEABILITY	$1,009,584	$942,728	$66,856	7.09%
LOF	$1,857,179	$1,725,447	$131,732	7.63%
AIR CONDITIONING	$983,458	$973,313	$10,145	1.04%
HEATING/COOLING	$1,372,380	$1,211,104	$161,276	13.32%
TIRES	$2,304,983	$2,120,485	$184,498	8.70%
BATTERIES	$596,500	$562,119	$34,381	6.12%
STARTNG/CHARGIN	$732,959	$710,715	$22,243	3.13%
OTHER	$2,856,590	$2,244,892	$611,699	27.25%
FLUID EXCHANGE	$622,729	$487,324	$135,405	27.79%
TIRE SERVICE	$230,774	$263,668	($32,894)	-12.48%
BATTERY SERVICE	$13,173	$14,622	($1,449)	-9.91%
ALIGNMENT	$442,258	$345,754	$96,504	27.91%
ENGINE	$2,941,669	$2,759,172	$182,497	6.61%
DIAGNOSTIC	$850,929	$844,650	$6,279	0.74%
TRANSMISSION	$986,521	$1,006,256	($19,735)	-1.96%
SHOP SUPPLY	$1,101,025	$891,218	$209,807	23.54%
TOWING	$20,644	$22,175	($1,531)	-6.90%
TOTAL	$32,198,321	$29,383,909	$2,814,412	9.58%
Cars Serviced	62,929	64,973	-2,044	-3.15%
Avg Ticket	$512	452	59	13.14%

CORPORATE TOTALS

Year To Date Sales

	Currrent YTD	Base YTD	Variance	% Var
EXHAUST	$4,834,359	$4,519,083	$315,276	6.98%
BRAKES	$17,558,208	$17,737,224	($179,016)	-1.01%
SHOCKS/SPRINGS	$5,075,767	$4,675,828	$399,939	8.55%
STRNG/SUSPNSN	$8,874,440	$8,871,186	$3,254	0.04%
DRIVEABILITY	$3,493,985	$3,408,432	$85,553	2.51%
LOF	$7,592,061	$7,338,318	$253,743	3.46%
AIR CONDITIONING	$5,333,417	$5,322,479	$10,938	0.21%
HEATING/COOLING	$5,245,305	$5,089,830	$155,475	3.05%
TIRES	$10,540,186	$10,859,887	($319,701)	-2.94%
BATTERIES	$2,534,001	$2,424,743	$109,258	4.51%
STARTNG/CHARGIN	$2,614,377	$2,673,008	($58,631)	-2.19%
OTHER	$10,503,553	$10,279,573	$223,980	2.18%
FLUID EXCHANGE	$3,125,337	$2,784,027	$341,310	12.26%
TIRE SERVICE	$1,426,786	$1,536,203	($109,417)	-7.12%
BATTERY SERVICE	$83,767	$78,006	$5,761	7.39%
ALIGNMENT	$2,047,026	$1,858,261	$188,765	10.16%
ENGINE	$12,019,023	$11,446,832	$572,191	5.00%
DIAGNOSTIC	$3,815,781	$3,575,441	$240,340	6.72%
TRANSMISSION	$3,804,673	$3,857,291	($52,618)	-1.36%
SHOP SUPPLY	$4,233,003	$3,888,076	$344,927	8.87%
TOWING	$56,282	$62,598	($6,316)	-10.09%
SHOP TOTAL	$114,811,337	$112,286,326	$2,525,011	2.25%
CARS SERVICED	240,097	251,855	-11,758	-4.67%
TICKET AVG.	478	446	32	7.26%