CURRENT YEAR	BASE YEAR
9/30/2026	9/30/2025

Tuffy Monthly Comparable Sales Mix Comparison By District

Report Date: 9/30/2026

Current Working Days 25 ***Prior Working Days:*** 25

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

	Current Month	Prior Month	Variance	% Var
EXHAUST	$200,421	$189,302	$11,119	5.87%
BRAKES	$593,129	$552,773	$40,357	7.30%
SHOCKS/SPRINGS	$184,074	$140,384	$43,690	31.12%
STRNG/SUSPNSN	$276,672	$322,740	($46,069)	-14.27%
DRIVEABILITY	$60,569	$82,946	($22,377)	-26.98%
LOF	$214,421	$187,683	$26,738	14.25%
AIR CONDITIONING	$70,885	$51,364	$19,521	38.01%
HEATING/COOLING	$120,085	$142,386	($22,301)	-15.66%
TIRES	$430,389	$401,346	$29,043	7.24%
BATTERIES	$69,984	$69,216	$767	1.11%
STARTNG/CHARGIN	$71,552	$76,290	($4,737)	-6.21%
OTHER	$274,038	$277,688	($3,650)	-1.31%
FLUID EXCHANGE	$101,023	$79,682	$21,341	26.78%
TIRE SERVICE	$33,632	$27,758	$5,874	21.16%
BATTERY SERVICE	$3,646	$900	$2,746	305.08%
ALIGNMENT	$67,326	$47,685	$19,641	41.19%
ENGINE	$317,357	$310,482	$6,875	2.21%
DIAGNOSTIC	$103,353	$98,463	$4,890	4.97%
TRANSMISSION	$99,789	$126,277	($26,488)	-20.98%
SHOP SUPPLY	$126,936	$121,636	$5,300	4.36%
TOWING	$1,808	$3,438	($1,630)	-47.41%
TOTAL	$3,421,090	$3,310,440	$110,650	3.34%
Cars Serviced	7,109	7,307	-198	-2.71%
Avg. Ticket	481	453	28	6.22%
Avg. Daily Car Count Per Store	8.36	8.60	-0.23	-2.71%

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

	Current Month	Prior Month	Variance	% Var
EXHAUST	$63,595	$102,112	($38,516)	-37.72%
BRAKES	$535,858	$517,985	$17,874	3.45%
SHOCKS/SPRINGS	$173,273	$139,805	$33,468	23.94%
STRNG/SUSPNSN	$282,356	$252,452	$29,904	11.85%
DRIVEABILITY	$150,020	$154,646	($4,626)	-2.99%
LOF	$330,935	$334,276	($3,341)	-1.00%
AIR CONDITIONING	$326,984	$272,837	$54,148	19.85%
HEATING/COOLING	$202,976	$238,361	($35,384)	-14.84%
TIRES	$509,401	$497,894	$11,507	2.31%
BATTERIES	$127,393	$125,747	$1,646	1.31%
STARTNG/CHARGIN	$115,401	$138,215	($22,814)	-16.51%
OTHER	$432,199	$527,818	($95,620)	-18.12%
FLUID EXCHANGE	$174,356	$150,299	$24,057	16.01%
TIRE SERVICE	$83,700	$102,596	($18,896)	-18.42%
BATTERY SERVICE	$4,840	$4,310	$530	12.31%
ALIGNMENT	$105,306	$100,243	$5,063	5.05%
ENGINE	$431,364	$420,988	$10,375	2.46%
DIAGNOSTIC	$214,919	$166,372	$48,547	29.18%
TRANSMISSION	$166,741	$154,205	$12,535	8.13%
SHOP SUPPLY	$174,798	$167,367	$7,431	4.44%
TOWING	$1,280	$1,788	($508)	-28.42%
TOTAL	$4,607,694	$4,570,314	$37,380	0.82%
Cars Serviced	9,818	10,669	-851	-7.98%
Avg. Ticket	469	428	41	9.56%
Avg. Daily Car Count Per Store	10.33	11.23	-0.90	-7.98%

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

	Current Month	Prior Month	Variance	% Var
EXHAUST	$279,163	$244,137	$35,025	14.35%
BRAKES	$618,638	$610,721	$7,918	1.30%
SHOCKS/SPRINGS	$171,485	$152,335	$19,150	12.57%
STRNG/SUSPNSN	$264,459	$250,845	$13,614	5.43%
DRIVEABILITY	$94,413	$95,379	($967)	-1.01%
LOF	$203,944	$170,163	$33,781	19.85%
AIR CONDITIONING	$74,327	$64,069	$10,258	16.01%
HEATING/COOLING	$118,628	$106,231	$12,397	11.67%
TIRES	$235,290	$223,020	$12,270	5.50%
BATTERIES	$61,479	$53,736	$7,744	14.41%
STARTNG/CHARGIN	$70,610	$61,841	$8,769	14.18%
OTHER	$325,573	$200,346	$125,227	62.51%
FLUID EXCHANGE	$84,977	$44,679	$40,299	90.20%
TIRE SERVICE	$26,358	$22,704	$3,653	16.09%
BATTERY SERVICE	$1,667	$658	$1,009	153.27%
ALIGNMENT	$70,473	$34,236	$36,237	105.84%
ENGINE	$251,566	$225,685	$25,881	11.47%
DIAGNOSTIC	$81,258	$62,233	$19,024	30.57%
TRANSMISSION	$77,618	$130,976	($53,358)	-40.74%
SHOP SUPPLY	$114,320	$82,938	$31,382	37.84%
TOWING	$1,951	$900	$1,051	116.76%
TOTAL	$3,228,196	$2,837,833	$390,363	13.76%
Cars Serviced	6,352	6,262	90	1.44%
Avg. Ticket	508	453	55	12.14%
Avg. Daily Car Count Per Store	8.20	8.08	0.12	1.44%

CORPORATE TOTALS

Stores: 103

Total Month Comparable Sales

	Current Year	Prior Year	Variance	% Var
EXHAUST	$543,178	$535,550	$7,628	1.42%
BRAKES	$1,747,626	$1,681,478	$66,148	3.93%
SHOCKS/SPRINGS	$528,832	$432,524	$96,308	22.27%
STRNG/SUSPNSN	$823,486	$826,036	($2,551)	-0.31%
DRIVEABILITY	$305,001	$332,971	($27,970)	-8.40%
LOF	$749,300	$692,123	$57,177	8.26%
AIR CONDITIONING	$472,197	$388,270	$83,927	21.62%
HEATING/COOLING	$441,689	$486,978	($45,289)	-9.30%
TIRES	$1,175,081	$1,122,261	$52,820	4.71%
BATTERIES	$258,855	$248,699	$10,157	4.08%
STARTNG/CHARGIN	$257,564	$276,346	($18,782)	-6.80%
OTHER	$1,031,809	$1,005,852	$25,958	2.58%
FLUID EXCHANGE	$360,356	$274,659	$85,696	31.20%
TIRE SERVICE	$143,690	$153,058	($9,369)	-6.12%
BATTERY SERVICE	$10,153	$5,868	$4,285	73.02%
ALIGNMENT	$243,104	$182,164	$60,940	33.45%
ENGINE	$1,000,287	$957,156	$43,132	4.51%
DIAGNOSTIC	$399,530	$327,068	$72,462	22.15%
TRANSMISSION	$344,148	$411,459	($67,311)	-16.36%
SHOP SUPPLY	$416,054	$371,941	$44,113	11.86%
TOWING	$5,039	$6,126	($1,087)	-17.75%
TOTAL	$11,256,981	$10,718,587	$538,393	5.02%
Cars Serviced	23,279	24,238	-959	-3.96%
Avg. Ticket	484	442	41	9.35%
Avg. Daily Car Count Per Store	9.04	9.41	-0.37	-3.96%