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

Tuffy YTD Comparable Sales Mix Comparison By District

Report Date: 9/30/2026

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

	Current YTD	Base YTD	Variance	% Var
EXHAUST	$1,514,345	$1,480,810	$33,535	2.26%
BRAKES	$5,215,737	$4,982,480	$233,257	4.68%
SHOCKS/SPRINGS	$1,414,630	$1,274,346	$140,284	11.01%
STRNG/SUSPNSN	$2,861,780	$2,726,731	$135,049	4.95%
DRIVEABILITY	$713,179	$703,716	$9,463	1.34%
LOF	$1,830,813	$1,698,704	$132,110	7.78%
AIR CONDITIONING	$959,486	$1,039,378	($79,892)	-7.69%
HEATING/COOLING	$1,361,574	$1,280,821	$80,753	6.30%
TIRES	$2,556,087	$2,499,949	$56,139	2.25%
BATTERIES	$648,579	$595,826	$52,753	8.85%
STARTNG/CHARGIN	$640,097	$642,186	($2,089)	-0.33%
OTHER	$2,494,972	$2,387,137	$107,836	4.52%
FLUID EXCHANGE	$737,547	$705,236	$32,310	4.58%
TIRE SERVICE	$229,078	$188,346	$40,732	21.63%
BATTERY SERVICE	$20,092	$28,645	($8,552)	-29.86%
ALIGNMENT	$457,758	$377,448	$80,310	21.28%
ENGINE	$3,614,462	$3,231,105	$383,357	11.86%
DIAGNOSTIC	$1,028,884	$885,294	$143,590	16.22%
TRANSMISSION	$1,104,967	$1,024,001	$80,966	7.91%
SHOP SUPPLY	$1,187,649	$1,105,544	$82,105	7.43%
TOWING	$18,943	$18,341	$602	3.28%
TOTAL	$30,610,657	$28,876,041	$1,734,616	6.01%
Cars Serviced	64,334	64,246	88	0.14%
Avg Ticket	$476	449	26	5.86%

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

	Current YTD	Base YTD	Variance	% Var
EXHAUST	$684,321	$711,349	($27,028)	-3.80%
BRAKES	$4,954,473	$5,607,781	($653,308)	-11.65%
SHOCKS/SPRINGS	$1,454,414	$1,544,677	($90,263)	-5.84%
STRNG/SUSPNSN	$2,573,765	$2,829,944	($256,179)	-9.05%
DRIVEABILITY	$1,457,738	$1,502,374	($44,635)	-2.97%
LOF	$3,300,587	$3,324,979	($24,391)	-0.73%
AIR CONDITIONING	$3,101,777	$3,029,285	$72,492	2.39%
HEATING/COOLING	$2,123,099	$2,202,937	($79,838)	-3.62%
TIRES	$4,682,226	$5,217,773	($535,547)	-10.26%
BATTERIES	$1,037,343	$1,046,224	($8,881)	-0.85%
STARTNG/CHARGIN	$1,052,399	$1,127,135	($74,736)	-6.63%
OTHER	$4,359,960	$4,787,023	($427,063)	-8.92%
FLUID EXCHANGE	$1,446,339	$1,320,814	$125,526	9.50%
TIRE SERVICE	$830,803	$950,180	($119,377)	-12.56%
BATTERY SERVICE	$44,352	$30,470	$13,882	45.56%
ALIGNMENT	$947,461	$964,588	($17,127)	-1.78%
ENGINE	$4,678,453	$4,633,455	$44,999	0.97%
DIAGNOSTIC	$1,613,957	$1,559,786	$54,171	3.47%
TRANSMISSION	$1,448,000	$1,509,963	($61,963)	-4.10%
SHOP SUPPLY	$1,619,162	$1,592,487	$26,675	1.68%
TOWING	$13,419	$18,290	($4,870)	-26.63%
TOTAL	$43,424,049	$45,511,511	($2,087,462)	-4.59%
Cars Serviced	94,899	103,284	-8,385	-8.12%
Avg Ticket	$458	441	17	3.84%

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

	Current YTD	Base YTD	Variance	% Var
EXHAUST	$2,127,647	$1,872,824	$254,823	13.61%
BRAKES	$5,535,867	$5,338,491	$197,376	3.70%
SHOCKS/SPRINGS	$1,739,556	$1,360,316	$379,240	27.88%
STRNG/SUSPNSN	$2,559,801	$2,464,900	$94,901	3.85%
DRIVEABILITY	$911,348	$844,466	$66,882	7.92%
LOF	$1,645,865	$1,533,521	$112,345	7.33%
AIR CONDITIONING	$956,623	$936,914	$19,709	2.10%
HEATING/COOLING	$1,229,270	$1,091,908	$137,362	12.58%
TIRES	$2,048,999	$1,877,739	$171,260	9.12%
BATTERIES	$526,600	$485,523	$41,077	8.46%
STARTNG/CHARGIN	$660,319	$647,638	$12,681	1.96%
OTHER	$2,528,304	$1,979,524	$548,780	27.72%
FLUID EXCHANGE	$518,298	$434,023	$84,275	19.42%
TIRE SERVICE	$202,526	$234,670	($32,144)	-13.70%
BATTERY SERVICE	$11,495	$13,371	($1,875)	-14.03%
ALIGNMENT	$372,655	$305,386	$67,269	22.03%
ENGINE	$2,653,027	$2,494,512	$158,515	6.35%
DIAGNOSTIC	$758,628	$760,207	($1,579)	-0.21%
TRANSMISSION	$898,627	$902,027	($3,399)	-0.38%
SHOP SUPPLY	$984,329	$803,057	$181,272	22.57%
TOWING	$19,115	$20,409	($1,294)	-6.34%
TOTAL	$28,888,901	$26,401,426	$2,487,475	9.42%
Cars Serviced	56,375	58,130	-1,755	-3.02%
Avg Ticket	$512	454	58	12.83%

CORPORATE TOTALS

Year To Date Sales

	Currrent YTD	Base YTD	Variance	% Var
EXHAUST	$4,326,313	$4,064,982	$261,330	6.43%
BRAKES	$15,706,077	$15,928,752	($222,674)	-1.40%
SHOCKS/SPRINGS	$4,608,600	$4,179,338	$429,262	10.27%
STRNG/SUSPNSN	$7,995,346	$8,021,575	($26,229)	-0.33%
DRIVEABILITY	$3,082,265	$3,050,556	$31,709	1.04%
LOF	$6,777,266	$6,557,203	$220,063	3.36%
AIR CONDITIONING	$5,017,886	$5,005,578	$12,308	0.25%
HEATING/COOLING	$4,713,943	$4,575,666	$138,277	3.02%
TIRES	$9,287,312	$9,595,460	($308,148)	-3.21%
BATTERIES	$2,212,521	$2,127,572	$84,949	3.99%
STARTNG/CHARGIN	$2,352,815	$2,416,959	($64,144)	-2.65%
OTHER	$9,383,236	$9,153,684	$229,553	2.51%
FLUID EXCHANGE	$2,702,184	$2,460,073	$242,111	9.84%
TIRE SERVICE	$1,262,407	$1,373,196	($110,789)	-8.07%
BATTERY SERVICE	$75,939	$72,486	$3,454	4.76%
ALIGNMENT	$1,777,874	$1,647,421	$130,452	7.92%
ENGINE	$10,945,942	$10,359,072	$586,870	5.67%
DIAGNOSTIC	$3,401,469	$3,205,287	$196,181	6.12%
TRANSMISSION	$3,451,594	$3,435,991	$15,603	0.45%
SHOP SUPPLY	$3,791,140	$3,501,088	$290,052	8.28%
TOWING	$51,477	$57,039	($5,562)	-9.75%
SHOP TOTAL	$102,923,607	$100,788,978	$2,134,629	2.12%
CARS SERVICED	215,608	225,660	-10,052	-4.45%
TICKET AVG.	477	447	31	6.88%