

Bishop Work Mix

October 01, 2024 – September 30, 2025

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We launched many new offerings in January and July 2025 – door styles, finishes, SKUs. Many are just now getting traction. Top door styles will look differently in 12 months.

Essentials				
Rank	Name	Code	%	Accum
1	Juneau	JUN	26%	26%
2	Petersburg	PET	17%	43%
3	Utica	UTI	15%	58%
4	Danbury	DB	7%	65%
5	Telluride	TEL	4%	69%
6	Greenbriar	GRB	4%	73%
7	Dallas	DAL	4%	77%
8	Yorktown	YK	3%	80%
9	Fresno	FRS	3%	83%
10	Kirkwood	KRK	2%	85%
11	Zermatt	ZER	2%	87%
12	Ashville	ASH	2%	89%
13	Norfolk	NO	1%	90%
14	Bridgehaven	BH	1%	92%
15	Quakertown	QT	1%	93%

Design Elements				
Rank	Name	Code	%	Accum
1	3L - North Andover	3L	13%	13%
2	8A - New Ashford	8A	13%	26%
3	5B - Klamath Falls	5B	7%	33%
4	5E - Downey Lane	5E	7%	40%
5	3V - Lake Juneau	3V	7%	48%
6	3W - New London	3W	7%	54%
7	3T - Sun Valley	3T	5%	60%
8	5R - Punta Cana	5R	4%	64%
9	3C - Avon Park	3C	4%	68%
10	5A - Bar Harbor	5A	4%	72%
11	3M - Park City	3M	4%	75%
12	2J - Walden Pond	2J	3%	78%
13	3U - Baton Rouge	3U	2%	81%
14	3B - Pleasant Brook	3B	2%	83%
15	8Z - Long Beach	8Z	2%	85%

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- Custom paints, stains and Modern Materials drive important volume.
- Modern Materials really got traction starting June 2025. Growth has accelerated.

Paint 71%

Rank	Paint	Code	%	Accum
1	Alabaster	ALB	24%	24%
2	Brillant White	WBW	21%	44%
3	Custom Paint	CCA	13%	57%
4	Chaulk	CHK	8%	65%
5	Putty	PUT	6%	71%
6	Evergreen Fog	EVF	5%	75%
7	Gale Force	FRC	4%	79%
8	Offwhite	OW	4%	83%
9	Black	K	3%	86%
10	Urban Bronze	UBZ	3%	89%
11	Ellie Gray	ELL	2%	92%
12	Smokey Blue	SMB	2%	94%
13	Iron	IRN	2%	96%
14	Oyster Bay	OYB	2%	98%
15	Silver Strand	SLS	1%	99%

Stain 27%

Rank	Stain	Code	%	Accum
1	Fog	FOG	17%	17%
2	Natural	NAT	12%	29%
3	Light	L	12%	41%
4	Sandstone	ST	9%	50%
5	Toffee	TOF	8%	58%
6	Peat	PEA	6%	64%
7	Non-standard Stain	NS_SA	6%	70%
8	Driftwod	DWD	5%	74%
9	Brownie	CBR	4%	78%
10	Chestnut	CNT	4%	82%
11	Dusk	DSK	3%	85%
12	Obsidian	OB	3%	89%
13	Medium	M	3%	92%
14	Amber	A	3%	94%
15	Espresso	E	3%	97%

Modern Materials 2%

Rank	Modern Material	Code	%	Accum
1	Muratti 04-TX	119	16%	16%
2	Black-MT	108	12%	28%
3	Blanco-MT	105	8%	36%
4	Blanco-HG	101	7%	43%
5	Antracita-MT	107	7%	51%
6	Custom MM	M_CA	7%	58%
7	Auburn Carini-TX	121	5%	63%
8	Muratti 01-TX	118	5%	68%
9	Como Ash 02-TX	116	4%	72%
10	Cashmere-HG	102	4%	76%
11	Cashmere-MT	106	3%	79%
12	Agave-MT	110	3%	83%
13	Azul Indigo-MT	109	3%	85%
14	Picasso 03-TX	114	2%	88%
15	Nocce 01-TX	117	2%	90%

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- 58% Plain Slice, 42” Rift Cut
- White Oak fastest growing segment of Bishop’s business.
- Educational piece for dealers to use with homeowners ready in Q1.

Top Doors	Overall		Plain Slice		Rift Cut	
1	Sun Valley	16%	Alba	23%	Sun Valley	28%
2	Alba	13%	Lake Juneau	20%	Monticello	23%
3	Lake Juneau	13%	North Andover	17%	Punta Cana	20%
4	North Andover	12%	New London	10%	New London	14%
5	New London	12%	Sun Valley	7%	Baton Rouge	6%
		66%		78%		91%

	All			Plain			Rift	
	Total	Acc.		Total	Acc.		Total	Acc.
Sandstone	57%	57%	Sandstone	42%	42%	Sandstone	62%	62%
Natural	26%	83%	River Sand	18%	60%	Natural	35%	97%
River Sand	6%	89%	Fog	16%	76%	Light	1%	98%
Fog	4%	93%	Pecan	10%	86%	River Sand	1%	99%
Garden Path	3%	96%	Garden Path	9%	95%	Garden Path	0%	99%