

# ISA

Architectural

Summer 2026



A Premier Sales Force for  
Architectural Building Products

THE WILLARD  
APARTMENTS

# Partners



## Patrick Ripple

Founding member of ISAarchitectural. Patrick has been a successful independent manufacturer's sales representative for over 20 years.

### **Specializing In:**

*Interiors: Metal & Wood Ceilings & Walls*



## Michael Moorhouse CSI, LEED AP

An ISAarchitectural partner since 2012. Michael is a participating member of RAINA and is an industry guru of metal rainscreens & continuous insulation.

### **Specializing In:**

*Exteriors: Envelope & Rainscreen Solutions*



## Larry Windsor

An ISAarchitectural partner since 2016. Larry's executive sales experience and superior customer service skills are key contributors to ISA's success.

### **Specializing In:**

*Contractors: Quoting, Tracking, Closing*

**COLLABORATIVE DESIGN ASSISTANCE +**

# Associates



**Anne Marie Russo**

Associate Since 2019

**Regional Sales Manager**

*PA, NJ, DE*



**Lee Newcomb**

Associate Since 2017

**Project Manager**

*Take-offs | Estimating | Review*



**Melissa Webb**

Associate Since 2022

**Sales Coordinator**

*Business Development*



**Austin Windsor**

Associate Since 2026

**Field Sales**

*Business Development*

**CUSTOMER SERVICE = OPPORTUNITY CREATION**

# Elite Manufacturers



# Our Mission

Collaboration + Customer Service = Opportunity Creation

## Collaborative Design Assistance

With a focus on specifying products that are applicable to the design intent, we collaborate with architects and designers providing comprehensive design assistance, samples, product details, technical information, budgets and guide specifications.

We assist in every stage from schematics & design development through product specification and contract documents.

## Contractor Relations & Customer Service

We track all projects during the budget, bid, and post-bid phases of construction and maintain key relationships with the general contractors and sub-contractors for all trades in our territory.

We are always available and ready to offer swift, accurate and competitive material pricing and to facilitate smooth transitions from award and submittals to a successful project completion.

## Architectural Business Development

With specific key word search criteria and output goals, we utilize several industry research platforms to identify and capitalize on qualified construction projects throughout the Mid-Atlantic.

We prospect all key and engaged architect and interior design firms. Then perform various campaign activities such as lunch and learns, product specific demos and library updates.



# Zeeff Panel Systems

Architectural Metal Facade Systems



**ZEEFF**  
PANEL SYSTEMS

# Morin®

Architectural Metal Wall & Roof Systems

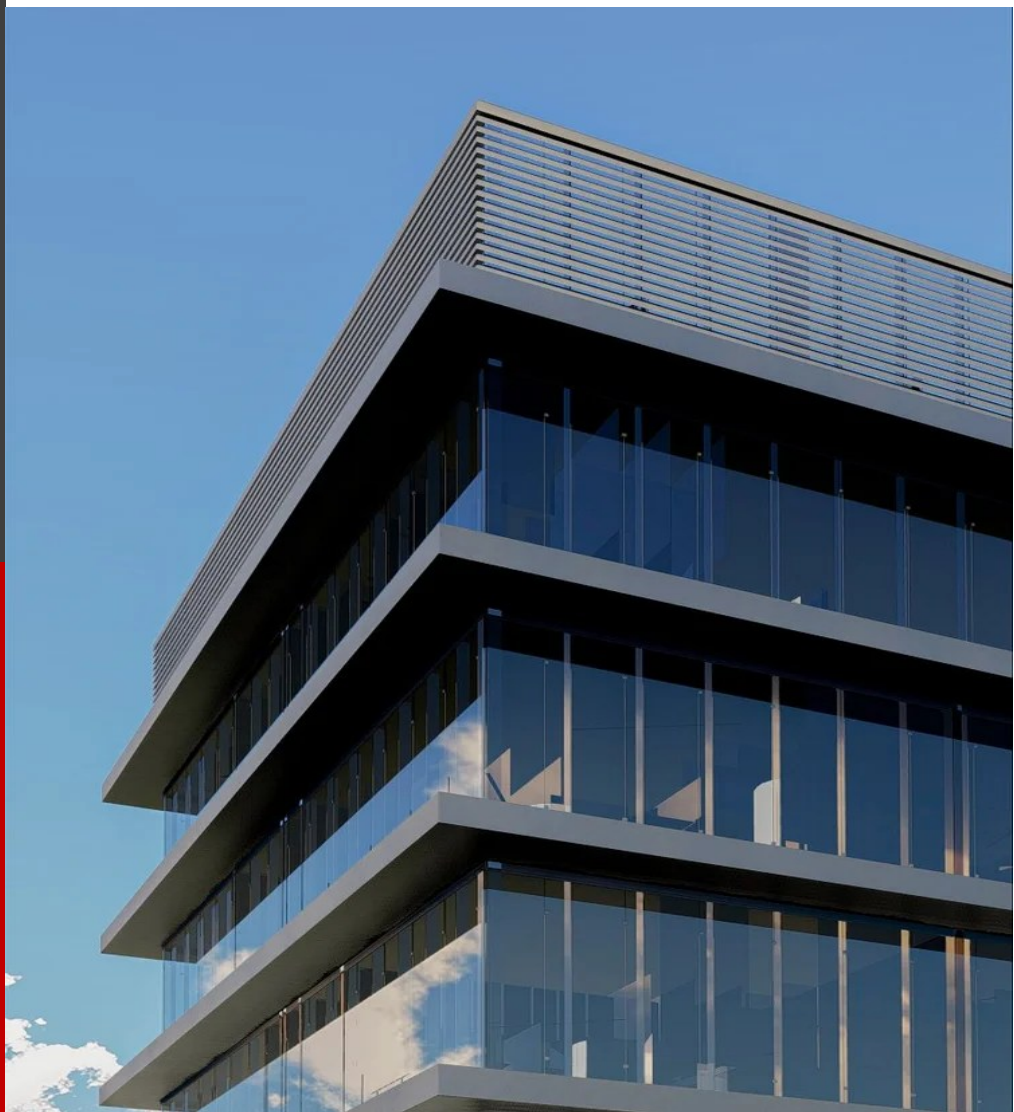


**Morin®**  
By Kingspan



# Aire Renaissance

Architectural Louvers



 AIRE  
RENAISSANCE

# AMD

## ACM Rainscreen Panel Systems



Architectural Metal Designs, Inc.



# GreenGirt®

Composite Metal Hybrid (CMH™) Continuous Insulation



GreenGirt CMH™

# TIPS

Insulated Tilt-Up Concrete Panels



# Gordon Inc.

Data Center Grid + Mullion Mate + Architectural Metals



**GORDON**<sup>®</sup>  
ARCHITECTURAL + ENGINEERED SOLUTIONS

# GKD USA

Engineered Architectural Mesh Systems



# 9Wood

Custom Made Fast Wood Ceilings



**9** WOOD

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