

August 26, 2025

Official Announcement

To our Indiana Partners:

We are excited to announce that Sundquist is merging with ElitAire in Indiana!

Background

Sundquist, most recently led by partners Jeff Ridenour and John McGlynn, has served as the proud representatives of **Baltimore Aircoil (BAC)**, **Alfa Laval**, and **Lakos** throughout most of Indiana. Over that time, Jeff & John, along with **Susan Larche**, have built trusted relationships and provided outstanding support to owners, engineers, and contractors across their territory.

ElitAire is a multiline manufacturer's representative that was founded in Ohio in 2008 and entered the Indianapolis/Central Indiana market in June 2024. We are no strangers to BAC and Alfa Laval as we have been longtime partners in our Ohio territories...so a very natural fit. The ElitAire Indy office is led by **Brian Rockey**. Brian is a longtime resident and well-established professional in the local HVAC market. Under his leadership, ElitAire is aggressively growing our presence and capabilities to better serve customers across the state.

Moving Forward

As part of the transition:

- **Jeff Ridenour** and **Susan Larche** will continue serving the Indiana market with a strong focus on **BAC**, **Alfa Laval**, and **Lakos**. (And for customers who like things simple, you'll be glad to know—you can still call the same number to reach Jeff and Susan.)
- Confident that his customers will be well cared for by the merged team, **John McGlynn** has decided to retire effective **August 15, 2025**. John will remain available to assist as needed to ensure a smooth and seamless transition.
- The entire **Indianapolis-based ElitAire team** are already working to become knowledgeable of the added products so they can better serve the Indy HVAC community.

This merger represents the next step in our commitment to **meeting customer needs with thoughtful solutions, knowledgeable guidance, and a strong local presence**. We are excited to continue serving our customers and growing our relationships for years to come.

Please reach out to any of us on the Sundquist or ElitAire team for more information.

ElitAire + Sundquist: Stronger Together for Indiana

