



Mars Wholesale Supply

1307 Walnut Street • McKeesport, PA 15132

Full-Line HVAC, Mechanical & Building Trades Wholesale Distributor



\$900,000 Asking Price	\$489,000 2025 Revenue	75+ Years in Business
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19,408 SF Showroom + Warehouse	6 Employees
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Sale Includes Business + Real Estate + Inventory + Goodwill + Customer Relationships	Customers Served HVAC Contractors, Plumbers, Sheet Metal Workers, Mechanical & Building Trades
Transition Owner stays 3–6 months to train buyer and introduce customers & vendors	Reason for Sale Owner retirement after 75+ years of family operation

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This Offering Memorandum is strictly confidential and intended solely for qualified prospective buyers. All financial information is unaudited and subject to verification during due diligence.

Business Overview

Mars Wholesale Supply has served the residential and commercial mechanical trades of southwestern Pennsylvania for over 75 years. Located on high-traffic Walnut Street in McKeesport — just southeast of Pittsburgh — this full-line distributor is the go-to source for HVAC, plumbing, sheet metal, and mechanical trade supplies across Allegheny County and beyond. The business operates from a 19,408 sq ft showroom and warehouse stocked with extensive in-demand inventory. Its iconic storefront, deeply loyal contractor customer base, and the trust built over three generations of operation represent a competitive moat that cannot be replicated.

Why This Is a Great Business to Buy

- 75+ years of brand equity — three generations of contractor loyalty that no new competitor can buy
- Real estate included — land and building conveyed fee simple, no landlord risk, immediate asset ownership
- Priced as an asset acquisition — real estate, inventory, customer base & goodwill bundled in a single transaction
- Real estate asset value — land & building included fee simple; property carries significant standalone value
- High-visibility Walnut Street location — daily drive-by exposure to the exact contractor customer base
- Zero online presence = massive untapped upside — a basic e-commerce build could double addressable market
- Turnkey transition — owner stays 3–6 months, introduces all customers and vendors personally
- Lean team, strong ops — 6 people, well-run, owner-operator model, no bloat to unwind

Investment Highlights

- 75+ years of continuous operation — generational brand equity
- Real estate included — land & building fee simple
- Loyal, multi-decade contractor customer base
- Owner training & transition: 3–6 months on-site
- High-visibility location on busy Walnut Street
- Lean 6-person team with deep institutional knowledge
- Multiple growth levers: e-commerce, delivery, commercial accounts
- \$900K asking price includes real estate, full inventory, goodwill & 75+ years of brand equity

Products & Services

Duct, fittings, sheet metal, registers, filters, roofing specialties, HVAC equipment	Iron pipe, brass, galvanized, CPVC & PVC; fittings, valves, pumps; sealants	Thermostats, aquastats, control boards, capacitors, contactors, ignitors, pilot burners	Fan/blower/condenser motors, belts, pulleys, bearings, gas valves, thermocouples	Tools, hardware, fasteners, chemicals, coatings; saw sharpening; specialty accessories
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Financial Overview

Full financial records — including tax returns and P&L statements — are available to qualified buyers under signed NDA. Two years of P&L statements are available. Buyer is encouraged to review financials with advisors to assess owner compensation structure, add-backs, and inventory value.

Asking Price	\$900,000 (Business + Real Estate Combined)
Number of Employees	6 Full/Part-Time
Sale Structure	Business + Real Estate (Fee Simple)
Financial Records	Tax Returns & P&L Available Upon Signed NDA
Inventory	Extensive in-stock inventory included in sale

P&L Summary	2025	2024
Total Revenue	\$489,000	\$537,000
Cost of Goods Sold	\$347,993	\$386,465
Gross Profit	\$141,007	\$150,388
Gross Margin	28.8%	28.0%
Total Operating Expenses	\$139,766	\$148,488

Payroll (incl. officer salary)	\$88,164	\$90,358
Utilities	\$12,806	\$12,320
Insurance	\$13,253	\$19,455
All Other Expenses	\$25,543	\$26,355
Net Operating Income	\$1,241	\$1,900
Net Income (after other income/exp)	\$2,556	\$3,455

The \$900,000 asking price reflects the combined value of the real estate (land and building in fee simple), the operating business, a full in-stock inventory, established vendor relationships, 75+ years of brand goodwill, and a loyal multi-decade contractor customer base. This is principally a real estate and asset acquisition — buyers should evaluate the property value, inventory, and business platform independently. Full financial documentation is available under NDA and buyers are strongly encouraged to conduct due diligence with qualified accounting and legal advisors.

Real Estate & Operations			
Address	1307 Walnut St, McKeesport, PA 15132	Staffing	6 employees incl. owner; experienced team; continuity expected
Building Size	~19,408 SF — Showroom + Warehouse	Hours	Mon–Fri regular trade hours; strong walk-in & counter sales
Property Type	Commercial — Retail / Warehouse	Owner Training	3–6 month on-site; personal intro to all key customers & vendors
Ownership	Fee Simple — Included in Sale	Reason for Sale	Owner retirement; motivated seller; cooperative transition
Location	High-traffic Walnut Street, Allegheny County	Day-to-Day	Inventory-driven owner-operator model; lean and profitable
Access	On-site parking & loading; prime road visibility		
Zoning / Lot	[To Be Confirmed]		

The property sits on one of McKeesport's primary commercial arteries, offering exceptional road visibility to the contractor trade community. The building's distinctive yellow signage and iconic Mars mascot have made it a recognized landmark for tradespeople throughout southwestern Pennsylvania for generations. McKeesport's location just southeast of Pittsburgh provides convenient access to the broader Allegheny County market — a dense base of residential and commercial properties requiring ongoing HVAC, plumbing, and mechanical services year-round. The facility's on-site parking and loading access make it highly functional for the counter-sales and will-call model that defines the business.

Market Demographics			
Population	~17,400	Population	~1.27 Million
Median Age	40.5 years	Median HH Income	\$78,548
Median HH Income	\$34,219	Per Capita Income	\$57,377
Housing Units	~9,638 units (avg. built 1947)	Housing Density	~590,000+ housing units
Owner-Occupied	48.9% of households	Key Industries	Healthcare, tech, manufacturing, education

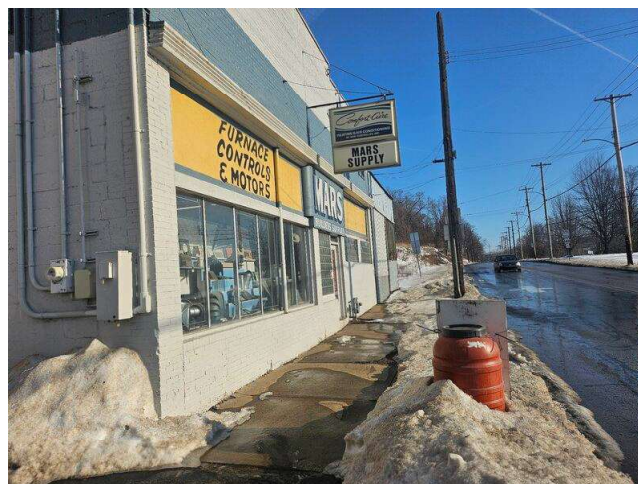
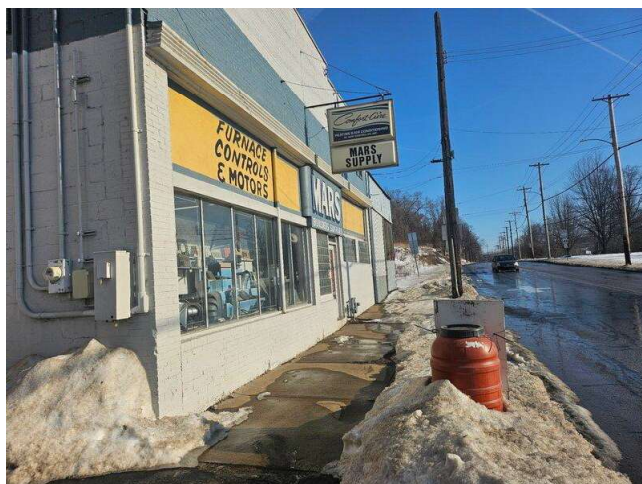
McKeesport's housing stock — nearly 9,600 units with a median construction year of 1947 — represents a structural, year-round driver of HVAC, plumbing, and mechanical demand. Aging homes require continuous maintenance, replacement parts, and system upgrades. Across the broader Allegheny County market of 1.27 million residents and over 590,000 housing units, the concentration of licensed trade contractors dependent on local wholesale supply is substantial. This is the foundation of Mars Wholesale Supply's customer base — and it isn't going anywhere.

Growth Opportunities

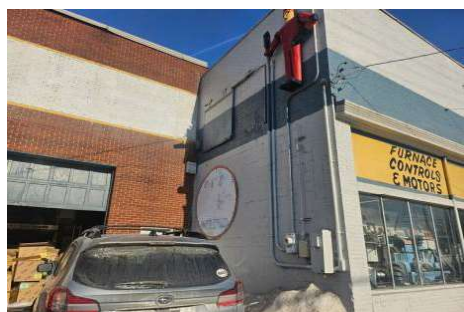
<p>Mars has zero online presence today — no website, no Google Business listing, no social media. A basic e-commerce storefront with online ordering could unlock a dramatically larger customer base across the Pittsburgh metro at minimal cost.</p>	<p>Part-time delivery would unlock larger, more frequent orders from contractors who cannot leave the jobsite. Contractor loyalty increases significantly when same-day delivery is available.</p>	<p>Outreach to property managers, municipalities, school districts, and institutions could add a significant recurring revenue layer on top of the existing trade contractor base.</p>	<p>Adjacent categories — electrical supplies, plumbing fixtures, outdoor HVAC, tools — serving the same contractor base with no new customer acquisition required.</p>
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Online Marketing Opportunity: Mars Wholesale Supply currently operates with **no website, no Google Business profile, and no digital presence of any kind**. In an era where even trade contractors search Google before calling a supplier, this is a significant gap — and a significant opportunity. A new owner who invests in even a basic website with product categories and a phone number, claims the Google Business listing, and runs modest Google Local Service Ads could expect to meaningfully increase inbound calls and counter traffic within 60–90 days. The Pittsburgh metro has thousands of licensed HVAC, plumbing, and mechanical contractors actively searching for local parts suppliers. Mars is invisible to all of them online today. Fixing that costs very little and could substantially grow revenue.

Property & Facility Photos



Exterior views — 1307 Walnut Street, McKeesport PA — high-visibility frontage on busy commercial corridor



Interior: showroom floor (tools, controls & hardware), warehouse aisles (parts cabinets & deep inventory)

The 19,408 sq ft facility combines an active retail showroom at the front with deep warehouse storage throughout. Showroom is densely stocked with tools, controls, hardware, and specialty parts. Warehouse aisles feature multi-drawer parts cabinets and floor-to-ceiling shelving packed with motors, pipe fittings, duct components, and hard-to-find mechanical supplies — purpose-built for the trade supply model for over seven decades.

Next Steps

McKeesport Location Advantage

McKeesport sits at the heart of the Mon Valley, one of Allegheny County's most active residential maintenance and commercial renovation corridors. The area's aging housing stock and dense commercial base generate year-round demand for HVAC, plumbing, and mechanical trade supplies — precisely what Mars Wholesale Supply has provided for three generations.

Trade Contractor Market

The greater Pittsburgh metro supports thousands of licensed HVAC, plumbing, and mechanical contractors who depend on local wholesale supply for same-day parts availability. Mars's deep, diverse inventory — including hard-to-find specialty parts — gives it a critical advantage over big-box retailers and online suppliers who cannot match its counter-service speed and trade expertise.

Step 1 — NDA	Execute a Non-Disclosure Agreement to receive full financial documentation
Step 2 — Financial Review	Review tax returns, P&L statements, and inventory summary
Step 3 — Site Visit	Tour the showroom, warehouse, and property with the owner
Step 4 — Owner Meeting	Meet the owner and staff; discuss operations and transition plan
Step 5 — LOI	Submit a Letter of Intent outlining proposed purchase terms
Step 6 — Due Diligence	Conduct formal due diligence with professional advisors
Step 7 — Closing	Execute purchase agreement and close

Contact Your Broker

Tom Ozga

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McKeesport, PA | Greater Pittsburgh Area

Mars Wholesale Supply represents a rare opportunity to acquire a profitable, asset-backed business with 75+ years of brand equity, real estate, and a loyal contractor customer base — all in a single transaction. The business is turnkey, the seller is cooperative, and the transition support is exceptional.

READY TO TAKE THE NEXT STEP?

Contact Tom Ozga to execute an NDA and receive full financial documentation, including tax returns, P&L statements, and a complete inventory summary. Site visits can be arranged at your convenience.

Call
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Email
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Sign NDA
Request full financials

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