



CONFIDENTIAL OFFERING MEMORANDUM — BUSINESS & REAL ESTATE

# Mars Wholesale Supply

1307 Walnut Street • McKeesport, PA 15132

Full-Line HVAC, Mechanical & Building Trades Wholesale Distributor



**\$1,100,000**

Asking Price

**\$1,100,000**

Annual Revenue

**\$300,000**

Net Income

**75+**

Years in Business

**19,408 SF**

Showroom + Warehouse

**6**

Employees

### 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



**Tom Ozga** | Real Broker

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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 an 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.

## Investment Highlights

- 75+ years of continuous operation
- 27% net margin — well above industry average
- \$300K net income on \$1.1M revenue
- High-visibility location on busy Walnut St
- Real estate included — land & building
- Loyal, multi-decade contractor customer base
- Owner training & transition: 3-6 months
- Lean 6-person team with strong operations

## Products & Services

<p><b>HVAC &amp; Air Systems</b> Heating/cooling/air-moving equipment, galvanized duct, fittings, sheet metal, registers, filters, roofing specialties</p>	<p><b>Piping &amp; Plumbing</b> Iron pipe, brass, galvanized, CPVC &amp; PVC; fittings, valves, pumps; sealants, caulk, coatings &amp; adhesives</p>
<p><b>Controls &amp; Electrical</b> Thermostats, aquastats, humidistats, control boards, capacitors, contactors, fan/limit controls, ignitors, pilot burners &amp; safeties</p>	<p><b>Motors, Drive &amp; Combustion</b> Fan/blower/condenser motors, belts, pulleys, bearings, gas valves, thermocouples, powerpile generators</p>
<p><b>Builder &amp; Specialty Supplies</b> Tools, hardware, fasteners, chemicals, sealants, adhesives, coatings; saw sharpening services; specialty trade accessories</p>	

## Financial Overview

Full financial records — including tax returns and P&L statements — are available to qualified buyers under signed NDA. The business demonstrates exceptional profitability with a ~27% net margin, well above the 3-8% typical for wholesale distribution.

<b>Asking Price</b>	\$1,100,000 (Business + Real Estate Combined)
<b>Annual Revenue</b>	\$1,100,000
<b>Net Income / Owner Benefit</b>	\$300,000 (~27% Net Margin)
<b>Number of Employees</b>	6 Full/Part-Time
<b>Sale Structure</b>	Business + Real Estate (Fee Simple)
<b>Financial Records</b>	Tax Returns & P&L Available Upon Signed NDA
<b>Inventory</b>	Extensive in-stock inventory included in sale

## Real Estate

<b>Address</b>	1307 Walnut Street, McKeesport, PA 15132
<b>Building Size</b>	Approximately 19,408 Sq Ft — Showroom + Warehouse
<b>Property Type</b>	Commercial — Retail / Warehouse
<b>Ownership</b>	Fee Simple — Included in Sale
<b>Location</b>	High-traffic Walnut Street corridor, Allegheny County
<b>Access</b>	On-site parking and loading access; prime road visibility
<b>Zoning / Lot Size</b>	[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 figure 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 and a dense base of residential and commercial properties requiring ongoing HVAC, plumbing, and mechanical services.

## Property & Facility Photos



Exterior | 1307 Walnut Street, McKeesport PA | High-visibility frontage on busy commercial corridor



Left: Showroom floor — tools, controls & hardware | Right: Warehouse aisle — deep parts inventory



The 19,408 sq ft facility combines an active retail showroom at the front with deep warehouse storage throughout. The 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.

## Operations & Transition

### Staffing

6 employees including owner. Experienced team familiar with inventory and contractor customer base. Staff continuity expected post-sale.

### Owner Transition

Owner committed to 3-6 month on-site training. Will introduce buyer to all key customers and vendors and transfer 75+ years of institutional knowledge.

### Day-to-Day Operations

Mon-Fri with regular trade hours. Strong walk-in and counter sales model. Inventory-driven and well-suited to an owner-operator.

### Reason for Sale

Retirement after a long and successful career. Seller is motivated and cooperative with a genuine interest in seeing the business thrive under new ownership.

## Growth Opportunities

### E-Commerce

Zero online presence today. A basic web storefront could meaningfully expand reach beyond the local market.

### Delivery Services

Part-time delivery would unlock larger, more frequent orders from contractors who cannot leave the jobsite.

### Commercial Accounts

Outreach to property managers, municipalities, and institutions could add a significant new revenue layer.

### Product Line Expansion

Opportunities to expand into adjacent categories — electrical supplies, plumbing fixtures, outdoor HVAC — serving the same contractor base.

### Digital Marketing

A modest investment in Google and social media could drive significant new customer growth at low cost.

## Next Steps

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

## Contact Your Broker

	<p><b>Tom Ozga</b> Licensed Real Estate Broker   Real 412-498-5169 tomozgare@gmail.com McKeesport, PA   Greater Pittsburgh Area</p>
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