

Hunyady Auction Company Expands With Vilsmeier Acquisition

It was 1972, the Dallas Cowboys won the Super Bowl, stamps cost 10 cents, and Walter Vilsmeier started calling auctions at his new company, Vilsmeier Auction Co. Inc. in Montgomeryville, PA.

More than 2,000 absolute auctions later, Vilsmeier has decided to put down his auction gavel, enjoy some time off and sell his company to Michael Hunyady, former Vilsmeier employee and owner and founder of Hunyady Auction Company, Hatfield, PA.

Hunyady began his auctioneering career with the Vilsmeier Auction Co. in 1979, and worked there for 10 years. It was there that Hunyady learned the auction business, which laid the groundwork for his successful solo venture in 1990.

When Vilsmeier approached Hunyady to sell his company, the move seemed natural to the pair that share similar values.

“Both Hunyady Auction Company and Vilsmeier Auction Co. are run with the highest commitment to the absolute method,” said Hunyady. “The two companies will complement each other very well.”

Added Vilsmeier: “There aren’t many people who operate the way we do. Michael is the right guy to do the job; he’ll represent the company the best.”

Vilsmeier Auction Co. will operate as a division of Michael J. Hunyady Inc., and will continue to offer the best in auction and sealed bid services.

“There’s tremendous potential with the union of the two companies,” said Hunyady. “The expertise and talent, depth and experience that the employee base of the two companies have is outstanding. You would be hard-pressed to find another absolute auction company that has what we have.”

Vilsmeier will continue his relationship with the auction company on a consultancy basis. *CEG*



Walter Vilsmeier (L) of Vilsmeier Auction Co. Inc., Montgomeryville, PA, recently sold his company to Michael Hunyady, former Vilsmeier employee and owner and founder of Hunyady Auction Company, Hatfield, PA.



Walter Vilsmeier has decided to put down his auction gavel and sell his company, Vilsmeier Auction Co. Inc.



Michael Hunyady, owner and founder of Hunyady Auction Company and new owner of Vilsmeier Auction Co. Inc.

Vilsmeier Auction Company Joins Hunyady Family

The Vilsmeier Story

Walter Vilsmeier first formed Vilsmeier Equipment Company in 1954, and ran the company until 1972 when he entered the auction business.

The company is a multi-market, full-service company, that is engaged in providing auction, sealed bid, private negotiated sale and consultative services to the construction and utility industries, industrial corporations, marine contractors, financial lending institutions and governmental agencies throughout the United States.

The company's operations, as a division of Michael J. Hunyady Inc., are organized into various areas of expertise. Each area is supported by a staff of auctioneers, field crews, bankers and notaries public.

- **The Construction Division** is responsible for handling construction, excavating, paving, powerline and utility equipment and truck and trailer auctions.

The company has a diverse clientele varying from small contractors liquidating a lifetime to Fortune 500 companies selling surplus at the completion of a project. Companies such as Henkels & McCoy and the L.E. Myers Company not only contract to use this service but do so on an annual basis for fleet and equipment disposal. Also, banks and lending institutions such as C.I.T., Associates Commercial Corp. and Orix Credit Alliance have increasingly called upon Vilsmeier to assist them in their equipment disposition needs.

- **The Industrial Division** provides consultative services and conducts auction sales for corporations and public/private power plant owners who have a need to liquidate surplus electrical and mechanical materials as well as machine shop and light construction equipment.

In addition to conducting auction sales for numerous utility and industrial companies, the company has had long-term contracts requiring full-time personnel on site to inventory and sell surplus goods from ongoing and completed nuclear plants.

- **Sealed Bid Service Inc.** provides a ready outlet for the sale of surplus and obsolete equipment and inventories. Firms that need to free-up operating or warehouse space; firms that own specialized equipment with a limited market; firms that want the right to exercise final approval on the disposition of their goods use the Sealed Bid method of selling their excess assets.

- **The Utility Division** is responsible for selling the surplus equipment and vehicles generated by publicly-owned utility companies and governmental agencies. This equipment includes a wide variety of items ranging from bucket trucks and construction equipment to vehicle fleets including cars, vans and trucks.

Vilsmeier has compiled an impressive track record which includes over 100 different sellers across the country including sales for Con Edison, PECO Energy, Pennsylvania Power and Light, Northern Illinois Gas, Georgia Power and Arizona Public Service.



Vilsmeier Auction Co. Inc. hosted, and will continue to host, hundreds of construction equipment auctions, now operating as division of Michael J. Hunyady Inc.



Vilsmeier Auction Co. Inc. has conducted, and will continue to conduct, numerous auctions for some of the largest companies on the East Coast. Here, at a 1997 sale (L-R) are John Rinaldi of J. Fletcher Creamer & Son, Rick Hutchinson of Vilsmeier, and George Kreis, Fletch Creamer V, Fletch Creamer Jr., Fletch Creamer Sr. and Dale Creamer, all of J. Fletcher Creamer & Son.



Vilsmeier Auction Co. has handled power company sales throughout the United States. Here, Walt Vilsmeier (L) and Ken Stinziano of Centerior Energy, mark a successful sale for Stinziano's company. Today, as a division Michael J. Hunyady Inc., Vilsmeier Auction Co. will continue to offer the best in auction services.



Vilsmeier Auction Co. pioneered the utility auction market, and will continue the tradition as a division of Michael J. Hunyady Inc.