

# Entrepreneur®

## HOT 500

Our **13TH ANNUAL** ranking of **AMERICA'S TOP FAST-GROWTH BUSINESSES—**  
and the entrepreneurs who built them

AUGUST 2007 ENTREPRENEUR.COM AOL KEYWORD: ENTREPRENEUR

#1 fast-growth business: Jordan Greenhall, DivX Inc., \$59.3 million for 2006

#223

## Alliance LLC

OEM distributor of imported automotive and industrial products

**Success Secret:**

*"Hard work and the ability to find customers who understand that our work contributes to their success."*

**What Is Success:**

*"When your business becomes the provider of income for other people."*

**Best Advice:**

*"Do not be afraid of problems, because calm waters do not make good sailors."*

**Tipping Point:**

*"When our largest customer accounted for less than 50 percent of our income"*

**Company Details****Location:** Valparaiso, IN**Founders:** Dan Vukovich, 42**Website:** [www.allianceorg.com](http://www.allianceorg.com)**Year Started:** December 2001**Initial Investment:** \$12K**Turned a Profit:** 2002**First Million:** 2003**2002 Sales:** \$612.3K**2006 Sales:** \$6.9M**Number of Employees:** 12**Day 1:** 1**2006:** 10**2007:** 12\*

\* Projected by 2008