

# Entrepreneur<sup>®</sup>

## 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

**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

**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"*