

Biz Voice[®]

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Chamber of Commerce
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INDIANA
COMPANIES
TO WATCH[®]

Alliance LLC



AT A GLANCE:

Dan Vukovich, president

Current leadership since 2001

Founded: 2001

Location: Valparaiso

Primary business: manufactures magnetic materials

Sites in Indiana: 1

Sites elsewhere: 1

www.allianceorg.com

Alliance LLC

A manufacturer of magnetic materials, Alliance LLC serves a broad range of industries, including automotive, alternative energy, defense, medical devices and communications.

Magnetic materials play a vital role in technology. For example, in the automobile industry magnets are used in small motors that operate a vehicle's windows, seats, windshield wipers and more. They're also used in sensors that provide data for vehicle speed, steering, ABS braking and efficient fuel consumption.

Alliance has earned respect in its industry by using its supply chain to help smaller companies buy products in low volume at affordable prices – almost as low as large companies that are buying considerably more product.

Another factor that distinguishes it from competitors, Alliance finds ways to support new technologies, even though there may not be a return on investment for several years. The payoff: Alliance's unique parts allowed it to be involved in the supply chain for hybrid automobiles, modern windmills, underwater generators and other green technologies before they became widely popular, says president Dan Vukovich.

Indiana's Companies to Watch: Vital Contributors to State's Economy

A unique awards program now in its third year, Indiana Companies to Watch celebrates second-stage businesses and the positive impact they have on their communities and the state.

The 41 honorees profiled in this section are privately owned firms that have advanced beyond the start-up phase and are focused on steady, sustainable growth. They employ six to 150 full-time equivalent workers and generate annual revenue or working capital of \$750,000 to \$100 million.

Awardees were selected by a panel of judges convened by the Indiana Economic Development Corporation, its Small Business Development Center network, Purdue University and the Edward Lowe Foundation. Among judging criteria, awardees are recognized for past and projected growth, innovative products or business practices, special use of technology and philanthropic work in their communities.

A diverse group of entrepreneurs, this year's honorees come from both rural and metropolitan areas and represent 18 different industries. In addition to new jobs, Companies to Watch awardees are also creating new products, services and technology – innovation that gives Indiana a competitive edge in the global arena.

COMPANY	PRIMARY BUSINESS	LOCATION	WEB SITE
360 Services	Cleaning service for cooking equipment	Indianapolis	www.360services.com
Alliance LLC	Manufactures magnetic materials	Valparaiso	www.allianceorg.com
Amatrol	Educational services	Jeffersonville	www.amatrol.com
Apparatus Inc.	Information technology	Indianapolis	www.apparatus.net
Archway Technology Partners Inc.	Information technology	Indianapolis	www.archwaytechnology.net
BidPal Network LLC	Wireless auction technology	Indianapolis	www.bidpalnetwork.com
Blue Horseshoe	Management consulting	Carmel	www.bhsolutions.com
Chapman Kelly Inc.	Health care audits	Jeffersonville	www.chapmankelly.com
Ciholas Technologies	Designs electronic systems	Evansville	www.ciholas.com
Communication Company of South Bend Inc.	Telecommunications	South Bend	www.communication-co.com
Delivra	Internet marketing	Indianapolis	www.delivra.com
DWA Healthcare Communications Group	Educational services	Carmel	www.dwahcg.com
ECO Lighting Solutions	Manufactures lighting fixtures	Fishers	www.ecolightingsolutions.com
FirstPerson Benefit Advisors	Designs health and welfare plans	Indianapolis	www.workingwell4you.com
Garrity Tool Co.	Manufactures high-tech components	Indianapolis	www.garritytoolcompany.com
Heartland Sweeteners LLC	Manufactures sweeteners	Carmel	www.idealsweet.com
Highway Machine Co.	Manufactures large gears	Princeton	www.hmcgears.com
IMAVEX LLC	Internet marketing	Noblesville	www.imavex.com
Information Technology Architects	IT consulting	Evansville	www.intear.com
Inovateus Solar	Develops solar electric systems	South Bend	www.inovateussolar.com
Jack Laurie Floors	Provides flooring and contract furnishings	Fort Wayne	www.lauriefloors.com
JH Specialty Inc.	Marketing and advertising agency	Fort Wayne	www.jhspecialty.com
L & D Mail Masters	Direct marketing services	New Albany	www.ldmailmasters.com
Lee & Ryan	Construction and building materials	Greenfield	www.leeandryan.com
Mainstreet Property Group LLC	Develops senior housing	Cicero	www.mainstreetcap.net
Mansfield-King	Manufactures personal care products	Indianapolis	www.mansfieldking.com
Matrix Integration	Information technology	Jasper	www.matrixintegration.com
Med-Mizer Inc.	Manufactures health care products	Batesville	www.med-mizer.com
Prairie Quest	Management consulting	Fort Wayne	www.prairiequest.com
Private Fleet Backhaul LLC	Transportation and warehousing	Anderson	www.privatefleetbackhaul.com
RCR Technology Corp.	Information technology	Indianapolis	www.rcrtechnology.com
Reliance Machine Co.	Manufacturing	Muncie	
RICS Software	Computer software and systems	Indianapolis	www.ricssoftware.com
RKO Enterprises	Manufactures rescue equipment	Madison	www.rkoenterprises.com
Scale Computing	Information technology	Indianapolis	www.scalecomputing.com
Seven Corners Inc.	Travel insurance	Carmel	www.sevencorners.com
Shuttleworth Inc.	Material-handling equipment	Huntington	www.shuttleworth.com
Slingshot SEO Inc.	Search engine optimization	Indianapolis	www.slingshotseo.com
Smithville Digital	Telecommunications	Ellettsville	www.smithvilledigital.net
Solstice Medical	Develops RFID systems	Fort Wayne	www.solsticemedical.com
Vasc-Alert LLC	Health and medical services	West Lafayette	www.vasc-alert.com



The Chamber blog offers you the opportunity to share your opinions

www.indianachamberblogs.com

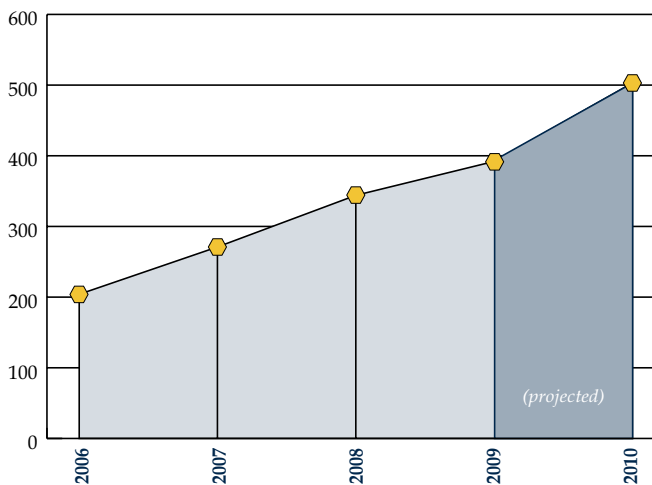
Economic Impact of the 2010 Indiana Companies to Watch

INCREASING INFLUENCE OF 41 HONOREES

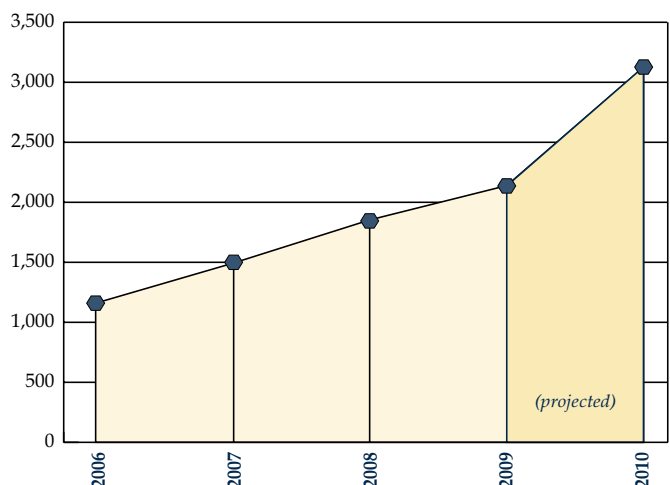
From 2006 through 2009, these companies generated \$1.2 billion in revenue and added 940 employees (both in Indiana and out of state), reflecting a 92% increase in revenue and 78% increase in jobs for the four-year period.

These companies expect continued growth in 2010, with a 28% revenue increase and 46% growth in employees (both in Indiana and out of state) compared to 2009. If their projections hold, these companies will have generated \$1.7 billion in revenue and added 1,928 employees in the last five years – a 147% increase in revenue and 161% increase in jobs since 2006.

Revenue (millions)



Employees



COMBINED IMPACT OF HONOREES IN 2010 (PROJECTED)

\$504 million in annual revenue

3,127 full-time equivalent employees
2,975 in Indiana | 152 out of state

988 net new jobs
943 in Indiana | 45 out of state

BUSINESS SECTOR DISTRIBUTION

Indiana Companies to Watch honorees represent a diverse set of industries in the state.

10

Manufacturing

6

Information Technology

3

Administrative and Support Services
Computer Software and Systems

2

Construction and Building Materials
Educational Services
Internet
Marketing Research
Telecommunications

1

Advertising and Public Relations
Engineering Services
Financial Services/Insurance
Health and Medical Services
Management Consulting
Real Estate, Rental and Leasing
Repair and Maintenance
Transportation and Warehousing
Utilities/Energy