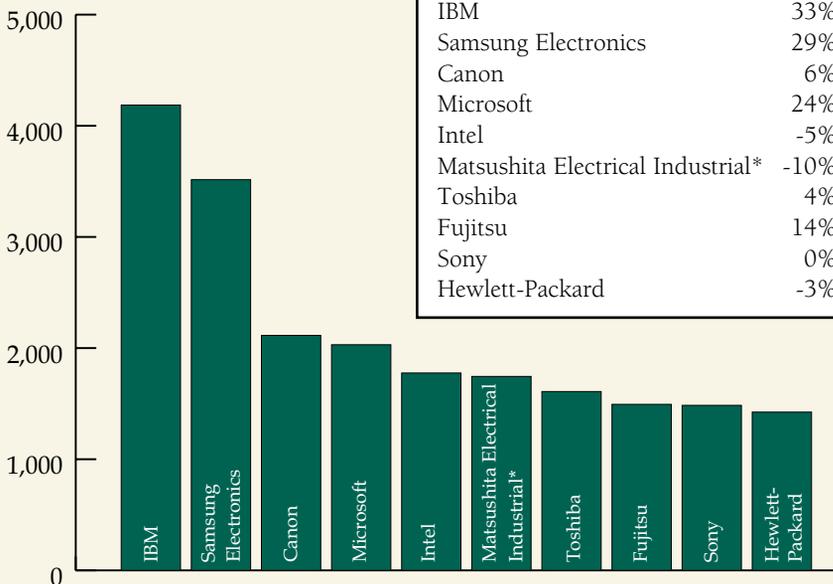


## Innovation Excellence

Number of U.S. Invention Patents Issued in 2008

2008 Patents Issued



Source: IFI Patent Intelligence

\*Became Panasonic in October 2008

In 2008, approximately \$268.4 billion in goods and services was sold at auction in the United States, a decrease of less than 1% from a year earlier.

[www.auctioneers.org](http://www.auctioneers.org)

.....

About \$23.9 billion leaves the state of Indiana each year for the purpose of purchasing energy.

[www.purdue.edu/discoverypark/energy](http://www.purdue.edu/discoverypark/energy)

.....

The number of identity theft victims rose 22% to a record 9.9 million in 2008, with about one in 23 U.S. adults being victimized.

[www.javelinstrategy.com](http://www.javelinstrategy.com)

.....

In 1981, the typical household in bankruptcy owed debts that equaled about 17 months of their income. By 2007, that figure had increased to 39 months.

[www.ablj.org](http://www.ablj.org)

.....

Hilmar Moore, the 88-year old mayor of Richmond, Texas, who has served in that role since 1949: "I don't think I've spent \$100 to campaign in all those years."

[www.governing.com](http://www.governing.com)

By 2010, online retail spending in Europe will exceed online purchases made in the United States. China will have more online shoppers than America by 2012, but sales totals will remain higher in the U.S.

[www.kiplingerbiz.com](http://www.kiplingerbiz.com)

.....

Research and development spending as a percentage of sales for the software and Internet industry – 13.6%; research and development spending as a percentage of sales for the auto industry – 3.9%.

[www.booz.com](http://www.booz.com)

.....

What do manufacturers expect to be the top three market pressures on operations in 2011? Cost of raw materials (55%), attracting/keeping skilled labor (53%) and cost of health care (44%).

[www.industryweek.com](http://www.industryweek.com)

.....

Nearly 80% of senior citizen survey respondents are worried about the impact of the financial crisis on their retirement savings; more than 54% feel the current economic situation is the worst they have experienced in their lifetime.

[www.goldengateway.com](http://www.goldengateway.com)

Top sources for business-to-business buyers to evaluate potential solutions: white papers, 59%; newsletters, 51%; webcasts, 47%; trials, 46%; and product literature, 40%.

[www.techtarget.com](http://www.techtarget.com)

.....

Get sales prospects to warm up to you by handing them a cup of coffee. A new study shows that people may trust others more when they experience physical warmth.

[www.sciencedaily.com](http://www.sciencedaily.com)

.....

Seventy-one percent of senior-level executives at large companies (\$1 billion and above) believe "reputation and brand" is the area where green efforts will have the largest impact.

[www.ey.com](http://www.ey.com)

.....

According to a new book, topping the list of "most annoying people to work with" are:

- **Pontification Person** – this person goes on and on, telling you what they're going to say, saying it and then telling you what they said
- **Um Person** – to avoid losing control of the conversation, this co-worker fills every pause with "Um," not realizing that they might be able to think better if they weren't talking

[www.consultingstance.com](http://www.consultingstance.com)

.....

Number of states in which one party controls both houses of the legislature: 2009, 41 (27 Democrat, 14 Republican); 2005, 39; 2001, 34.

[www.ncsl.org](http://www.ncsl.org)

.....

The most popular metrics to determine the success of innovation: customer satisfaction (54%), percentage of sales from new offerings (47%) and overall revenue growth (44%).

[www.bcg.com](http://www.bcg.com)

.....

The top five banking institutions (Bank of America, JPMorgan Chase, Wachovia, Wells Fargo and Citigroup) hold a combined 37% of total deposits.

[www.fdic.gov](http://www.fdic.gov)