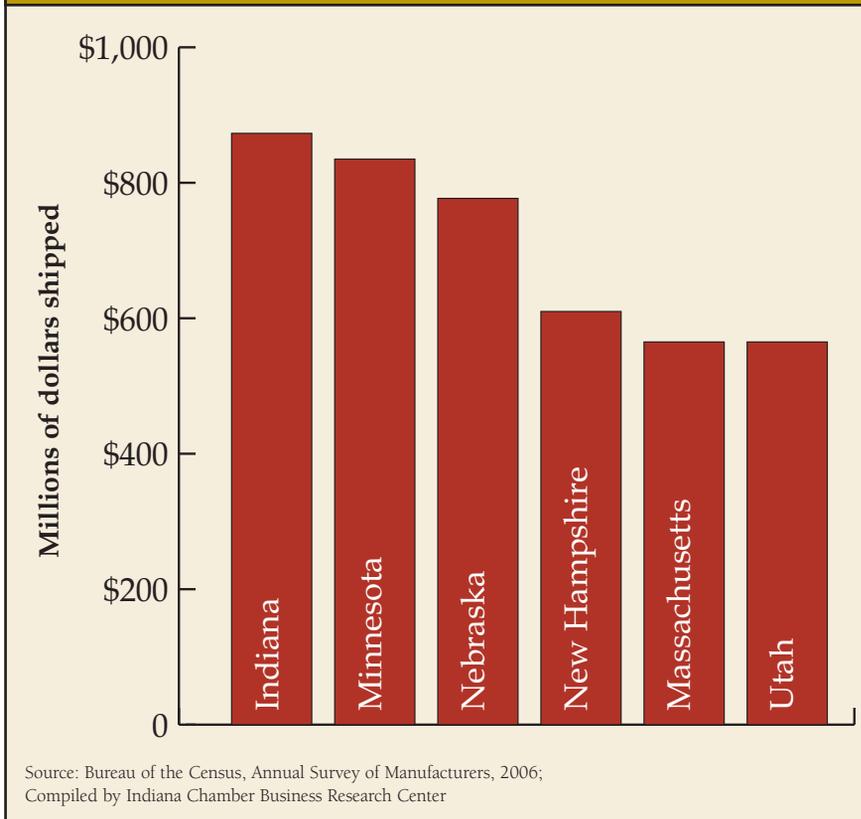


Medical Equipment and Supplies Manufacturing Per Capita

2006—Top States



While one million employees admitted to online shopping during business conference calls, the estimate is that 12 million people are doing it each year.

www.ipsos.com

A survey of parking spaces in Tippecanoe County found that they outnumber resident drivers 3-to-1 and resident families 11-to-1. The parking area is larger than 1,000 football fields.

www.agriculture.purdue.edu

Nearly 23% of workers 55 and older employed in Indiana's metropolitan areas in 2004 held jobs in manufacturing.

www.census.gov

Wednesdays and Thursdays are the best days to contact new prospects. Those days are 50% more effective than Mondays. Late in the morning and between 4 and 6 p.m. are the best hours to reach these new prospects.

www.smbceo.com

In a review of identity theft cases from 2000 to 2006, only 10% were done exclusively through the Internet and half involved low-technology methods such as rerouting mail, swiping items from mailboxes and going through trash for information.

www.utica.edu/academic/institutes/cimip

The top human capital challenges, according to a survey of corporate executives: succession planning, recruiting and selecting talented employees, engaging and retaining talented employees, providing leaders with skills to be successful, rising health care costs and maintaining a performance-based culture.

www.shrm.org

The University of Notre Dame generated \$873 million in economic activity in 2006. It is the largest employer in St. Joseph County with 5,039 jobs and generated an additional 7,341 jobs through its spending.

www.buildingindiananews.com

Hardest-to-fill jobs in the United States: sales representative, teacher, mechanic, technician, management/executive, truck driver, driver/delivery, accountant, laborer and machine operator.

www.manpower.com

Top rude behaviors at work, according to a recent survey: discrimination in an employment situation, erratic/aggressive driving that endangers others, taking credit for someone else's work, treating service providers as inferiors and inappropriate jokes or remarks.

www.jhu.edu/civility

In 2005, only 25% of interior designers used the Internet as a regular part of their practice. That number increased to 92% in 2007.

www.asid.org

Losses from preventable electrical power problems annually cost U.S. industry more than \$150 billion.

www.industryweek.com

As many as 750,000 Baby Boomers will be looking to sell their businesses by the end of 2009. Only 15% of such companies stay in families for more than two generations.

www.kiplinger.com

“There are three types of leaders: Those who make things happen; those who watch things happen; and those who wonder what happened.”

Old American military saying

The largest research and development spenders in 2006: Toyota (\$7.7 billion), Pfizer (\$7.6 billion), Ford (\$7.2 billion), Johnson & Johnson (\$7.1 billion) and DaimlerChrysler (\$6.7 billion). Also in the top 10: General Motors, Microsoft, GlaxoSmithKline, Siemens and IBM.

www.boozallen.com

An estimated 50% to 66% of retirees will seek “bridge jobs” (cashiers, hostesses, temporary positions) and keep them for at least five years.

www.thetrendletter.com