

Demographics of survey respondents compared to **LMT** circulation data

LMT mailed its 2006 Fee Survey to 4,000 readers and received 316 surveys—an 8% response rate. Following is a comparison of the survey demographics and **LMT**'s circulation data, which is an accurate representation of industry demographics:

Geographic breakdown: **Survey** **Circulation**

New England and Middle Atlantic (ME, NH, VT, MA, RI, CT, NY, NJ, PA).....	16%	20%
East North Central (OH, IN, IL, MI, WI)	15%	15%
West North Central and Mountain (MN, IA, MO, ND, SD, NE, KS, MT, ID, WY, CO, NM, AZ, UT, NV)	20%	14%
South Atlantic (DE, MD, DC, VA, WV, NC, SC, GA, FL)	17%	18%
South Central (KY, TN, AL, MS, AR, LA, OK, TX)	13%	13%
Pacific (AK, WA, OR, CA, HI)	19%	20%

Type of laboratory:

Crown and bridge	46%	55%
Full service	26%	26%
Denture and partial	19%	16%
Orthodontic.....	9%	2%

No. of employees including the owner:

1	27%	30%
2	21%	24%
3-5	28%	29%
6-10	8%	7.5%
11-20	5%	3.5%
21-50	8%	4%
Over 50	3%	2%

No. of years in business:

Less than three years	5%	N/A
Three to 10 years	15%	N/A
11 to 20 years	20%	N/A
More than 20 years	60%	N/A