

SNAPSHOT: Our State of the Industry Survey Participants

For this section of our *State of the Industry* report, LMT sent 7,327 surveys via mail and e-mail and generated participation from 549 laboratory owners and managers (a response rate of 7%). When compared to our circulation data, which has been carefully maintained over the last 25 years, the response to our survey represents a relatively accurate cross-section of our industry. We received a slightly higher response from labs in the East North Central, South Atlantic and Mountain regions. Here's a closer look at our survey participants, 89% of whom are laboratory owners and 11% of whom are managers:

REGIONAL BREAKDOWN

New England (ME, NH, VT, MA, RI, CT)	3%
Middle Atlantic (NY, NJ, PA)	13%
East North Central (OH, IN, IL, MI, WI)	18%
West North Central (MN, IA, MO, ND, SD, NE, KS)	6%
South Atlantic (DE, MD, DC, VA, WV, NC, SC, GA, FL)	19%
East South Central (KY, TN, AL, MS)	5%
West South Central (AR, LA, OK, TX)	9%
Mountain (MT, ID, WY, CO, NM, AZ, UT, NV)	10%
Pacific (AK, WA, OR, CA, HI)	17%

SOURCE: LMT Research Dept. ©2010

AGE

30 or younger	2%
31-35	4%
36-40	4%
41-45	12%
46-50	14%
51-55	25%
56-60	20%
61-65	12%
66-70	4%
Over 70	3%

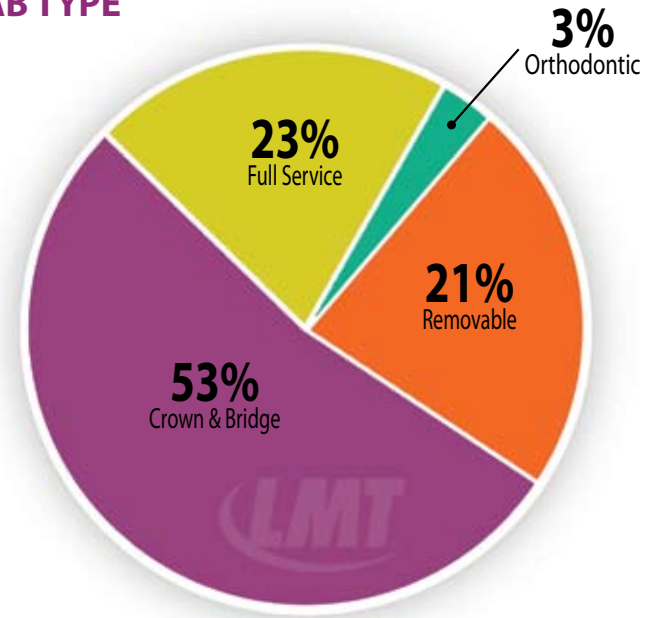
SOURCE: LMT Research Dept. ©2010

YEARS IN BUSINESS

1-2 years	5%
3-5 years	11%
6-9 years	7%
10-20 years	19%
21-30 years	26%
More than 30 years	32%

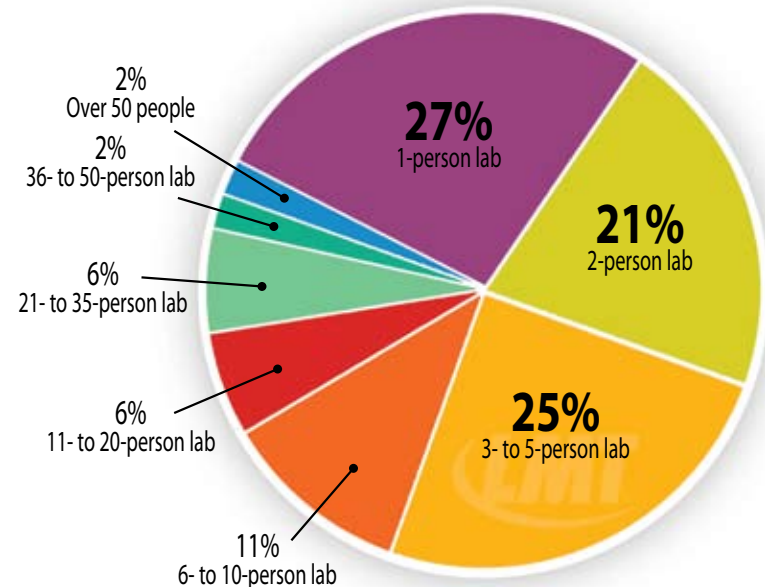
SOURCE: LMT Research Dept. ©2010

LAB TYPE



SOURCE: LMT Research Dept. ©2010

LAB SIZE



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