

**Survey stat: *LMT* sent Trends 2005 surveys to 4,000 readers in the spring and received 368 surveys—a 9% response—from a representative cross-section of the industry.**

## About our respondents

✓ 1/3 operate their laboratories out of their homes.

✓ Membership statistics:

- 34% are a member of their state association
- 17% are a member of a study club or association that has predominantly dentist members
- 15% belong to a lab study club
- 5% participate in a product buying group

✓ How respondents received their technical training:

- In dental technology school, 41%
- Apprenticeship/On the job, 38%
- In the military, 15%
- Other, 2%
- Videotapes, 1%

(Note: percentages don't total 100 because 3% of respondents don't have a technical background.)

✓ 86% do not have a quality management system. Larger, full service labs are most likely to have a QMS.

✓ 69% are not familiar with the FDA's Good Manufacturing Practice requirements. Again, larger labs are more likely to be aware of these requirements.