

Demographics of survey respondents

LMT mailed its *2008 Fee Survey* to 5,264 readers and received 578 surveys—an 11% response rate. 89% of respondents are owners, 9% are managers and 2% are department heads.

Geographic Breakdown

New England and Middle Atlantic (ME, NH, VT, MA, RI, CT, NY, NJ, PA)	16%
East North Central (OH, IN, IL, MI, WI)	18%
West North Central and Mountain (MN, IA, MO, ND, SD, NE, KS, MT, ID, WY, CO, NM, AZ, UT, NV)	22%
South Atlantic (DE, MD, DC, VA, WV, NC, SC, GA, FL)	15%
South Central (KY, TN, AL, MS, AR, LA, OK, TX)	11%
Pacific (AK, WA, OR, CA, HI)	18%

Type of Laboratory

Crown and bridge	56.5%
Full service	24%
Denture and partial	14%
Orthodontic	5.5%

Number of Employees Including Owner

1	26%
2	20%
3-5	25%
6-10	15%
11-20	6%
21-50	5%
Over 50	3%

Number of Years in Business

Less than three years	7%
Three to 10 years	23%
11 to 20 years	21%
More than 20 years	49%