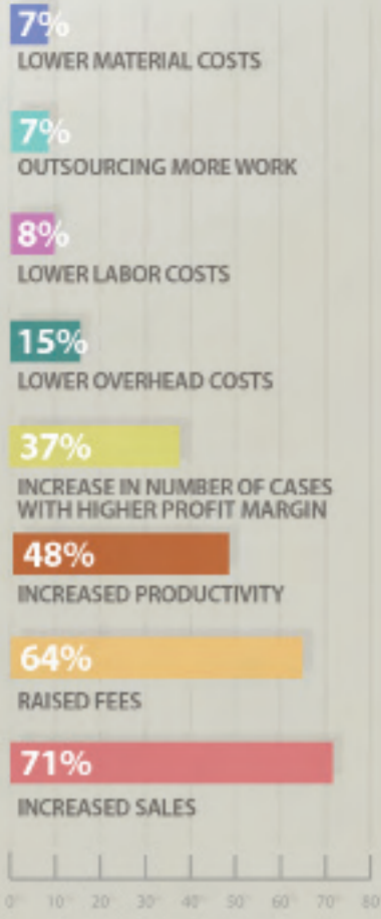


Which of the following factors have contributed most to your increased profit?



Respondents were asked to check all that apply so percentages don't total 100.

26%

of respondents don't know their average range of operating profit/EBIT (earnings before interest and taxes). Here are the operating profits of those who do know their numbers:

Less than 10%	▶	11%
10-20%	▶	24%
21-25%	▶	12%
26-35%	▶	10%
Over 35%	▶	17%

34%

The percentage by which respondents mark up gold/precious metal.

Here are their markups on other items:

Attachments	32%
Implant Components	26%
Denture teeth	50%