

Digital Technology Survey Respondent Demographics

LMT mailed its *Digital Technology Survey* to 2,000 owners and managers (1,600 surveys were sent to labs with 1-20 employees and 400 were sent to labs with over 20 employees) and received 138 surveys—a 7% response rate. Here is a breakdown of our respondents by region, lab type, lab size, age and years of experience.

Geographic breakdown:

New England (ME, NH, VT, MA, RI, CT)	7%
Middle Atlantic (NY, NJ, PA)	12%
East North Central (OH, IN, IL, MI, WI)	20%
West North Central (MN, IA, MO, ND, SD, NE, KS)	7%
South Atlantic (DE, MD, DC, VA, WV, NC, SC, GA, FL)	16%
East South Central (KY, TN, AL, MS)	3%
West South Central (AR, LA, OK, TX)	8%
Mountain (MT, ID, WY, CO, NM, AZ, UT, NV)	9%
Pacific (AK, WA, OR, CA, HI)	18%

Type of laboratory:

Crown and Bridge	67%
Full Service	33%

Number of years in business:

Less than three years	4%
Four to nine years	10%
10-15 years	10%
16-20 years	17%
21-30 years	21%
More than 30 years	38%

Age of respondent:

25 or younger	1%	46-50	12%
26-30	1%	51-55	36%
31-35	2%	56-60	21%
36-40	3%	61-65	11%
41-45	10%	Over 65	3%

Number of employees (including the laboratory owner):

One	23%	11-20	9%
Two	7%	21-50	18%
Three to five	27%	51-99	1%
Six to 10	13%	Over 100	2%