

# SNAPSHOT

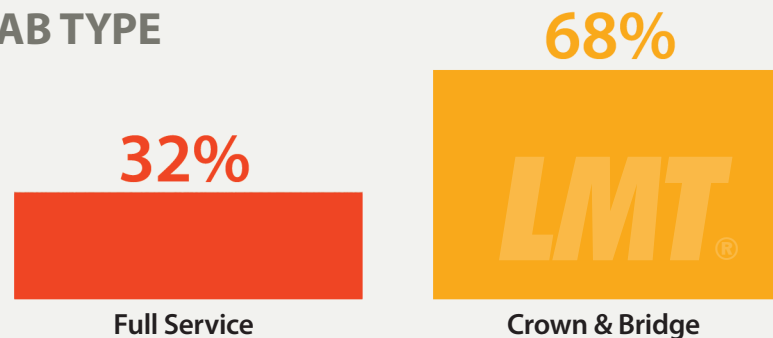
## Our State of Digital Technology Survey Participants

For this section of our **State of the Industry report**, LMT sent 5,603 surveys via mail and e-mail and generated participation from 355 laboratory owners and managers of full service and C&B labs (a response rate of 6.5%). When compared to our circulation data, which has been carefully maintained over the last 25 years, the response

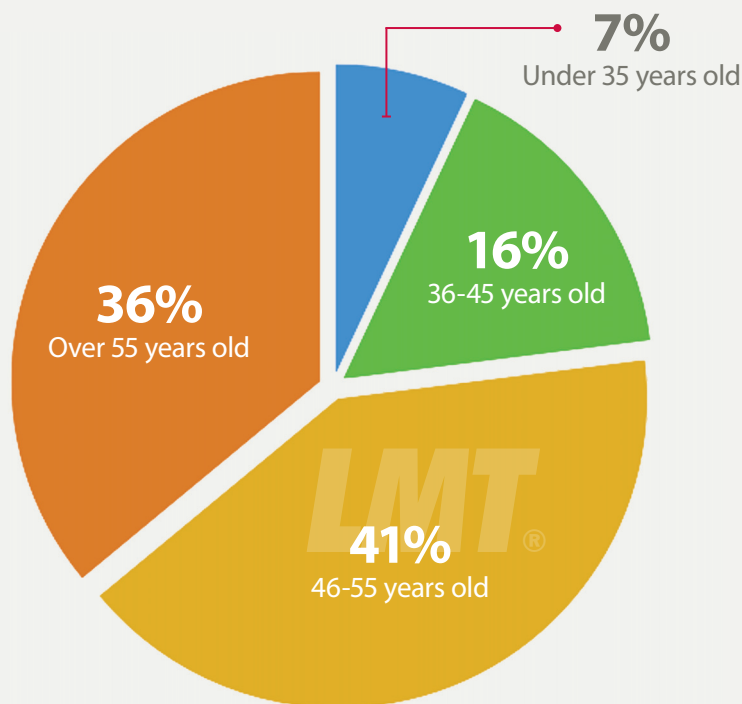
to our survey represents a relatively accurate cross-section of our industry, with a slightly higher response rate from the larger laboratories. Here's a closer look at our survey participants, 87% of whom are laboratory owners and 13% of whom are managers:

SOURCE: LMT Research Dept. ©2010

### LAB TYPE



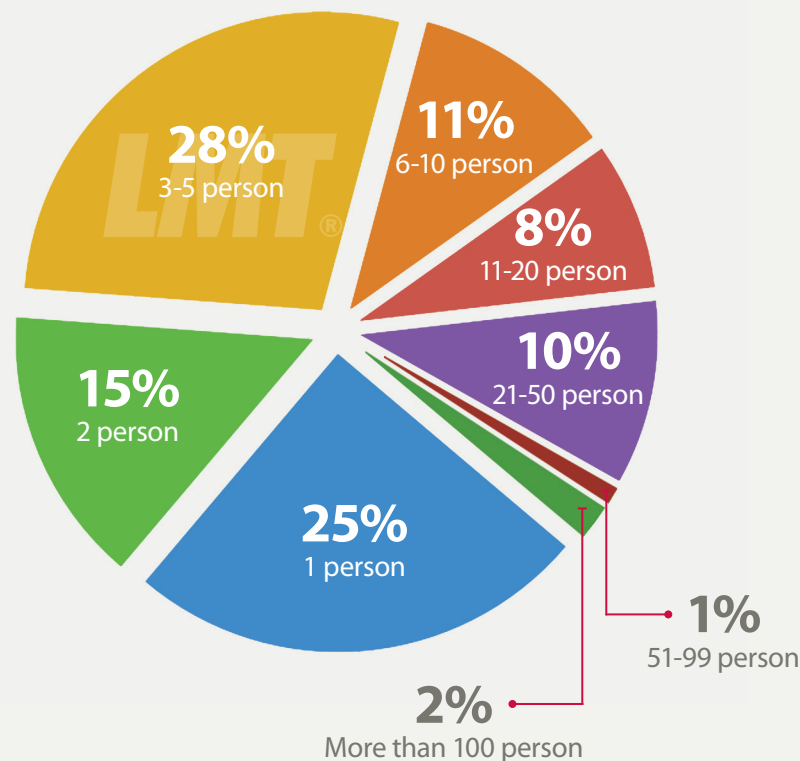
### AGE OF RESPONDENT



SOURCE: LMT Research Dept. ©2010

### LAB SIZE

SOURCE: LMT Research Dept. ©2010



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