



Fig. 6.8. Strategies for different industry structures.

makers. Therefore, a number of technology transfer approaches may be applicable depending on factors such as the nature of the technology and its complexity. Figure 6.8 shows the appropriate strategies for different industries.

Concentration ratios at the industry level were approximated for several of our case studies (see Table 3.1). The industrial partners approach is the only one represented among the four innovations in highly concentrated industries. These innovations are:

- supermarket refrigeration compressor systems,
- the heat pump water heater,
- low-emissivity coatings for windows, and
- solid-state ballasts for fluorescent lighting.

6.2.7 Desired Commercialization Time-Line

Commercialization time-lines vary widely depending, among other things, on the type of technology and the level of effort exerted to achieve commercialization. Easingwood (1988) developed a model to monitor the