

**Table 3.4 Total Annual Sales of 129 ERIP Technologies  
(in thousands of dollars)<sup>a</sup>**

Year	Inventor's existing company	Inventor's new venture	Licensing	Totals
1980	1,267 (N=6)	4,483 (N=11)	14,155 (N=7)	19,905 (N=24)
1981	2,450 (N=11)	7,529 (N=14)	15,826 (N=10)	25,805 (N=35)
1982	1,953 (N=14)	8,352 (N=15)	18,881 (N=10)	29,186 (N=39)
1983	3,198 (N=16)	10,999 (N=15)	23,877 (N=14)	38,074 (N=44)
1984	4,177 (N=19)	13,712 (N=17)	15,771 (N=15)	33,660 (N=51)
1985	4,478 (N=21)	14,150 (N=16)	15,523 (N=15)	34,151 (N=52)
1986	5,415 (N=28)	18,253 (N=18)	37,656 (N=15)	61,324 (N=60)
1987	5,113 (N=20)	18,492 (N=22)	39,045 (N=18)	62,650 (N=59)
1988	4,066 (N=20)	22,813 (N=24)	42,121 (N=21)	69,000 (N=64)
1989	5,497 (N=21)	23,660 (N=23)	44,789 (N=22)	73,946 (N=61)
1990	7,235 (N=23)	22,072 (N=24)	36,432 (N=22)	65,739 (N=64)
1991	7,079 (N=19)	17,842 (N=19)	24,947 (N=16)	49,868 (N=50)
1992	12,650 (N=21)	20,397 (N=24)	26,536 (N=18)	59,583 (N=58)
Grand Totals	64,405 (N=51)	202,753 (N=50)	355,560 (N=39)	622,718 (N=129)

<sup>a</sup>"N" represents the number of inventions. Total numbers do not equal the sum of the column numbers because 11 technologies have been sold via two commercialization modes, simultaneously. Based on current year dollars.