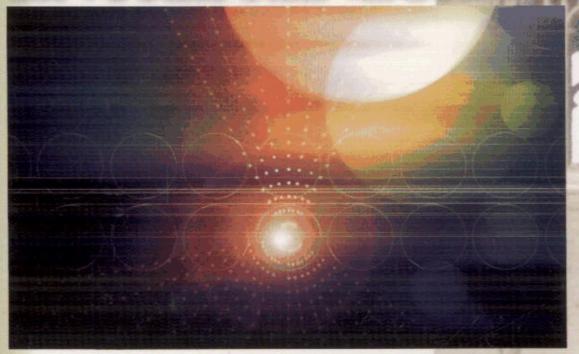
ERIC A. MORSE RONALD K. MITCHELL

## CASES IN ENTREPRENEURSHIP



The Venture Creation Process

**IVEY** 

Richard Ivey School of Business The University of Western Ontario

## **C**ONTENTS

In	troduction to the Ivey Casebook Series  Paul W. Beamish	vii
Preface		ix
<b>Introduction: The Venture Creation Process</b>		xiii
1.	Searching for Venture Opportunities Leveraging Wal-Mart, eBay and USPS Barrie Charity Bingo Takahiko Naraki, the Three Million Yen Entrepreneur Cascadia Water Corporation Russki Adventures	1 5 8 12 20 26
2.	Screening Venture Opportunities Kalista's Fine Chocolate Siam Canadian Foods Co., Ltd. Asiasports: Hockey Night in Hong Kong Crystal Corporation of the Philippines Sequel to Success: The Follow-Up to Abatis Systems	43 49 55 65 78 86
3.	Planning and Financing the Venture Frontier Adventure Racing: Pack Lightly, Go Like Hell, Never Give Up Borders Hotel Corp. SimEx Inc. Extreme Packet Devices (A) Diabetogen Alpha Personal Dental Care Systems	97 116 129 132 149 173
4.	Venture Setup PolicePrep Ben & Jerry's—Japan Textron Ltd. Tapp Technologies Inc. (A) Blinds To Go—Wanted: People to Lead Explosive Growth (A)	199 204 213 229 238 240

5.	Venture Start-Up	253
	DCF Innovations: Goalie Pad Covers (A)	259
	Catfish Creek Canoe Company	271
	WaveRider Communications, Inc.: Selling Wireless Internet Access Equipment	275
	Omega Paw Inc.	288
6.	Ongoing Venture Operations and Growth	295
	Extreme CCTV	298
	VanCity Savings Credit Union: Corporate Venturing Into Uncharted Waters	311
	Krave's Candy Co.—Clodhoppers (A)	330
	Trojan Technologies Inc.: Organizational Structuring for Growth	
	and Customer Service	333
	Mainstreet Equity Corp. (A)	338
7.	Venture Analytics: Beyond Venture Creation	355
	Creemore Springs Brewery: Branding Without Advertising	371
	Fernando Rego and the Fitter	379
	Drawn and Quarterly	389
	InnoMedia Logic Inc:	399
	Quadra Logic Technologies Inc. (A)	412
References		423
A	About the Editors	