

Two seasonal businesses with an edge

by Patricia Roy

Small Business



Michelle MacEwen is the owner of On The Edge, a shop which sells figure skating equipment and clothing. Husband Leith does the professional skate sharpening for the business.

Michelle and **Leith MacEwen** moved back to Prince Edward Island in 2005 to be near Leith's family in Stanley Bridge. They brought with them expertise from very different fields and opened two businesses in which they help each other succeed.

Michelle operates **On The Edge**, a business which carries everything from figure skates to glittering outfits for competitions. Skate sharpening is available courtesy of Leith. He is a **skateologist** who has honed his sharpening skills over the past 17 years.

Michelle says her business grew out of the need for a sharpening service for figure skaters on the Island. "Before we set up shop, people were going to New Brunswick to get their skates sharpened professionally. The business grew when people started asking us to sell figure skates as well as skating dresses. We celebrated the shop's first anniversary this past September."

A second business

During the summer months, Michelle handles the office administration for Leith's business, **Maritime Rubberized Coatings**. This business offers a liquid rubber coating suitable for numerous commercial and non-commercial applications.



Leith MacEwen operates his own business, Maritime Rubberized Coatings, with the help of his wife Michelle, who handles the bookkeeping.

Leith has years of experience working in the construction industry and at a concrete manufacturer. He started the liquid rubber business soon after moving to the Island. This Canadian-made product provides environmentally safe waterproof protection for foundations, roofs, barn floors, decks, pools, and fishing boats.

"It's the perfect blend of two seasonal businesses," says Michelle. "When it is cold outside, we are in the skating business and when the weather starts to warm up, the liquid rubber company gets going."

Workers needed

Leith has one employee who will be returning after working for him last year. "I will need at least two new people and maybe more depending on demand," says Leith. "No prior training is needed. I train on the job and I will pay good wages to the right people." Leith hopes that once trained, his workers will be able to complete jobs on their own, leaving him with time to look for more customers.

Michelle has up to five employees in the shop at different times of the year. "Some are part-time and some full-time," says Michelle. "I may hire more people in the fall. It would be nice to have someone with either a figure skating or hockey background."

"We have been fortunate to find good people to work for us so far. We would also be interested in finding someone willing to learn the art of sharpening figure skates and hockey skates, which use different techniques."



For more information about **On the Edge**, call **Michelle** at **886-3442** or visit www.ontheedgepei.com

For more information about **Maritime Rubberized Coatings**, call **Leith** at **886-3442** or visit www.liquidrubberpei.com