

# THE NEW GENERATION

## Meeting young entrepreneurs...

Name of Company:	Bouctouche Skate Sharpening
Owner:	Ronald Goguen
Date Established:	January 2004
Age of Owner:	34 years old
Location of Business:	264 Potts Road, McIntosh Hill
Products or Services:	Skate sharpening and sale of hockey tape

### How did the idea of starting your own business first come to you?

Nobody was offering this service in Bouctouche. There was only a place in Cocagne or in Richibucto, and I had long wanted to offer this service in the region.

### Products or Services available:

I sharpen any type of skates for \$5.00. My shop is set up in my basement.

### Where are you from, originally?

I come from Saint-Antoine, but I have been living in Bouctouche for the past 17 years.

### What kind of training have you had?

I received practical training from a few people in the region who have been sharpening skates for a long time. They generously shared their knowledge with me.

### What situations have you had to surmount since you started your business?

My greatest challenge, when I first started my business, was to develop my sharpening technique. Due to good advice and a lot of practice, I quickly adjusted and, today I give an excellent service. Nobody uses the high-quality sharpening machine that I do. It is of superior quality because it does not have to be readjusted every time a new person needs to use it, as is the case with most other places.

### What makes you stand out from your competition?

I own one of the best machines presently available on the market. It allows me to sharpen skates in a very precise manner. The same model is being used by the Moncton Wildcats team. I offer a very good personalized service and I guarantee my work. If the client is not satisfied, he can come back.

### In your opinion, what makes your business successful?

There are two things that help make my business successful: knowing a lot of people and having a good reputation. I have been involved in hockey for a long time and I know a lot of people in this field. Furthermore, I offer a very good service and I am on call most of the time. When people are satisfied with the service, they talk about it and word gets around. It is the best advertising!

### Are you involved in any other community projects?

I am a trainer and a member of the Bouctouche Minor Hockey Committee and the Bouctouche Power Skating Committee.

**What are your future plans? Where will you be in 10 years?**

I would like to have a bigger shop and work full-time at my business. I would like to offer many sports-related services such as fixing skates, changing blades and profiling skates. I could also fix other sport equipment such as sewing goalies' equipment, baseball gloves, etc...

**Business Hours:**

Tuesday, Wednesday & Thursday-6 p.m. to 8 p.m.  
Saturday & Sunday, by appointment - 743-3966