

# Milton Means Business

## Printing franchise owner says he's found town 'friendly' place to do business over the past year

By **STEPHANIE THIESSEN**  
The Champion

To say the past year has gone by in a whirlwind for Ted Webb seems to be a bit of an understatement.

But it's by no means been a breeze. Mr. Webb is owner of Milton's Minuteman Press, a company that observed its first anniversary last month. It was a time of celebration for Mr. Webb, but also reflection as to the many challenges and victories the company has experienced. "The year has just shot by. I couldn't believe we were coming up to the first year," Mr. Webb said.

Minuteman Press prides itself on being a full service print centre serving Milton's small and medium-sized businesses, as well as some larger companies. From letterhead to business forms to brochures, Mr. Webb said Minuteman Press does it all.

### One-stop printing

Since the company employs a qualified graphics designer, Vicky Drabik, Mr. Webb said Minuteman can take care of its clients every step of the way — from designing materials to printing and binding them.

The company employs four people at its 1,600-square-foot facility at 348 Bronte St. S., unit 16.

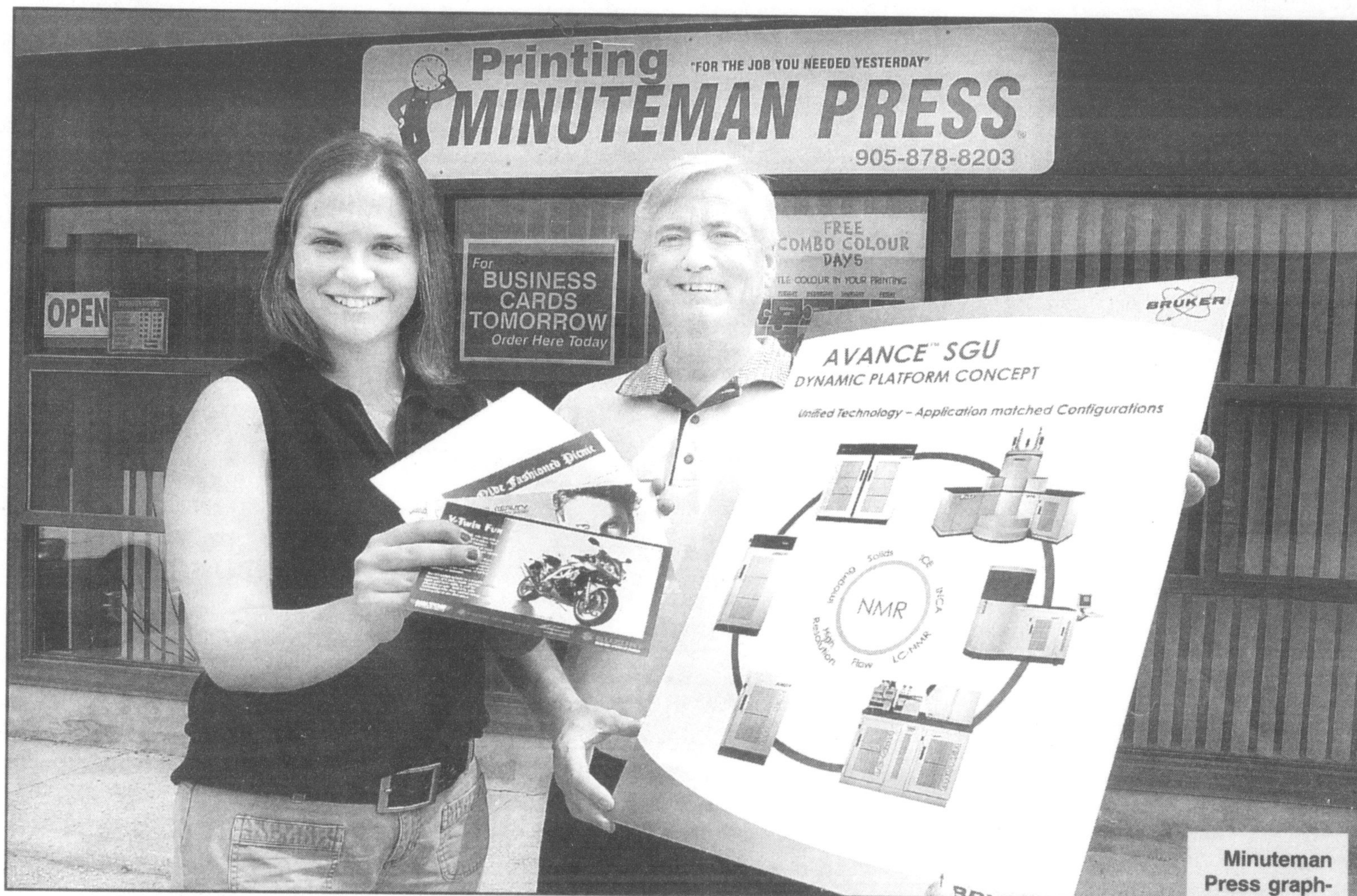
Speediness is the name of the game where printing's concerned, said Mr. Webb — hence the name of the company. Since Minuteman is a franchise, Mr. Webb said it's able to provide even quicker and more reliable service to its clients than if it were independent.

"If there's a project that's too big and we can't do it in the back of the store, we can call upon our franchise (to help)," he said.

Mr. Webb said he attributes much of Minuteman's success to its customer service and personal touch.

When he first began, it was important to Mr. Webb to visit Milton's businesses and introduce himself. And as those businesses become clients, Mr. Webb said he continues that personal service.

"I pick up their artwork and deliver their



Minuteman Press graphic designer Vicky Drabik (left) and owner Ted Webb hold up a few samples of their printing work outside their Bronte Street storefront.

Photo by GRAHAM PAINE

product. I don't expect them to simply come see us," he said.

The biggest challenge in the company's first few months was getting known, Mr. Webb said. He said he hasn't done much newspaper advertising, but began sending monthly flyers to Milton's businesses. That, combined with his personal visits to businesses, garnered the company many clients, he said.

"We've been received very well. Milton is very friendly — that's one of the reasons we came here. It's growing and it's a place I enjoy doing business," he said.

Mr. Webb currently lives in Kitchener and is looking to soon move to Milton or a

surrounding community.

He didn't always work in the printing industry. For 28 years, Mr. Webb said he had a career in information technology for large companies. One of the tasks he managed was internal print functions.

"That's how I was introduced to the print service."

After nearly three decades working in information technology, Mr. Webb said he needed a change. "I could do consulting or something different. So I decided to get into the print business."

Mr. Webb said the idea of "controlling my own destiny" was initially an attraction. He said he was also drawn to the fact

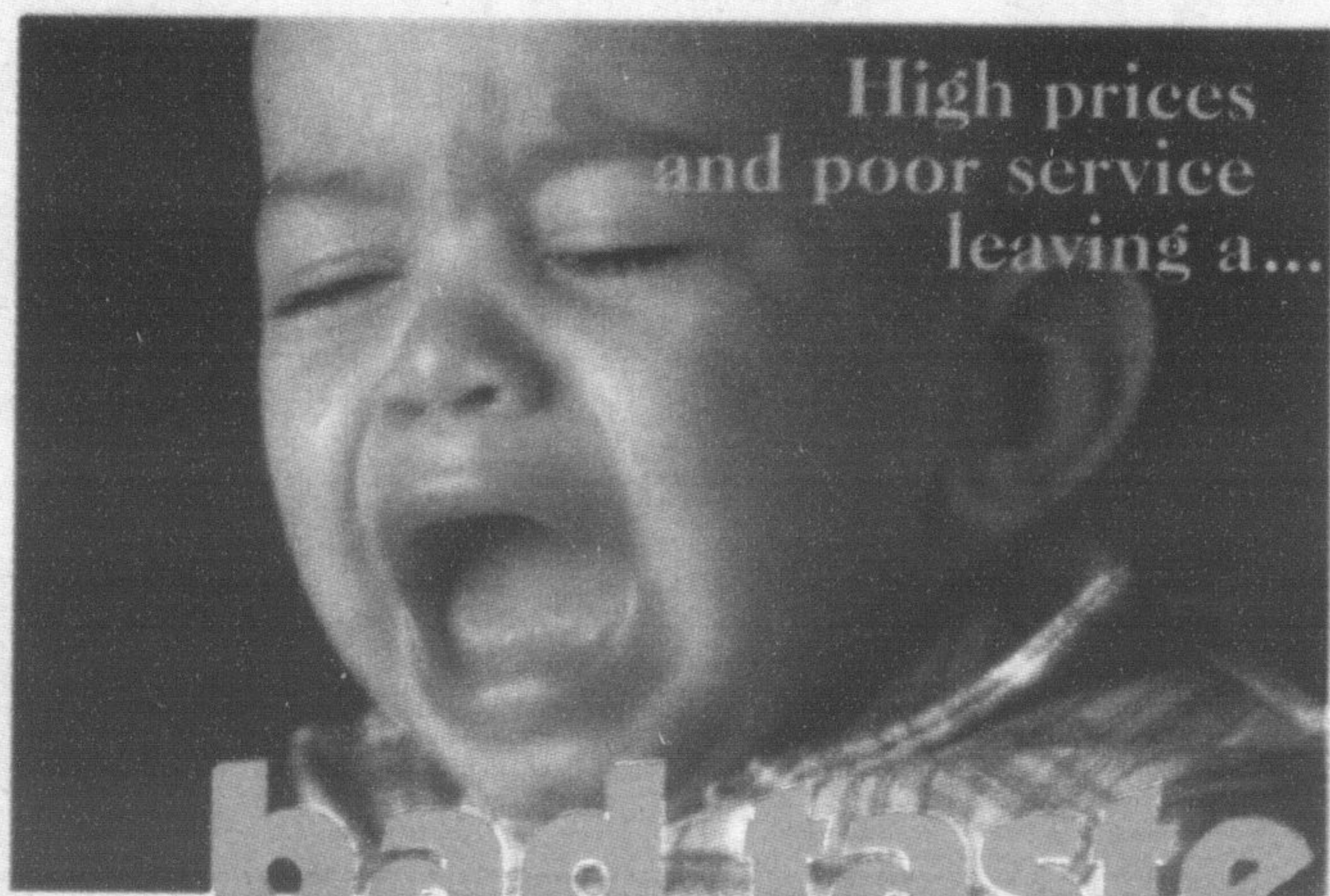
that he could be involved with all aspects of the business — from sales to marketing to production.

"Also, I wanted to work in a smaller environment," he said. "I had a lot of people reporting to me (before). It was satisfying, but I needed something different."

Mr. Webb said he'd like to thank Milton businesses for their support over the past year.

"They've been responsive and friendly. And people have been friendly and accepting when I've interrupted their days to introduce myself."

Stephanie Thiessen can be reached at [sthiessen@miltoncanadianchampion.com](mailto:sthiessen@miltoncanadianchampion.com).



Our **competitive prices & unsurpassed service** will make it sweeter!



Business Forms  
Business Cards  
Letterhead  
Envelopes  
Brochures  
Flyers

Graphic Design  
Free Pickup & Delivery  
Full Colour Printing Services  
Photocopying  
Finishing  
and much more!

Printing for the job you needed yesterday  
**MINUTEMAN PRESS®**  
348 Bronte Street South, Unit #16  
905-878-8203