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# Fast 50



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## Imperial Bag & Paper Co.

**Company:** Imperial Bag & Paper Co.**Website:** [imperialbag.com](http://imperialbag.com)**Twitter handle:** None**CEO:** Robert Tillis**Headquarters:** Bayonne, N.J.**3-year growth rate:** 45%**2011 revenue:** \$208.1 million**Profitable?** Yes**Local employees:** 384**Global employees:** 384**What it does:** Distributor of paper products, packaging, food services items, cleaning supplies and janitorial equipment**How it grew:** Since Robert Tillis bought 80-year-old Imperial Bag & Paper in 2007, it has become a one-stop shop for plastic products and janitorial supplies.

The company boasts 90 trucks delivering products to more than 6,000 clients. That's more than double the number of trucks it had when Mr. Tillis first took over, and more than two times the number of customers.

The firm makes 1,500 deliveries daily. Major brands such as Modell's Sporting Goods, Fairway Market, Zabar's and Party City rely on the family-run business for their supply needs. The firm guarantees next-day and door-to-door delivery in Manhattan and other parts of the New York metro area.

"Our customers forced us to expand," said Jason Tillis, president, and Robert's son.

When one New York City customer recently began servicing Washington D.C., Imperial Bag & Paper followed.

"We go as far as our customers go and give them whatever they need," Jason Tillis said.

Some of Imperial Bag & Paper's growth is also due to four acquisitions. Last year, it expanded its janitorial supplies business by snapping up Burke Supply, a private company with \$80 million in revenue.

"We are always looking for strategic acquisitions," said Jason Tillis.

—Amanda Fung

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