



**ADVANTAGE WAYPOINT (AWP) ACQUIRES BARD ENTERPRISES INC. AND  
FRAIN-BOVASSO ASSOCIATES INC. EXPANDING ITS PRESENCE IN THE JAN  
SAN AND FOODSERVICE EQUIPMENT AND SUPPLIES SEGMENTS**

July 7, 2014 – Tampa, FL – Advantage Waypoint has announced the acquisition of both Bard Enterprises, Inc. (Bard) and Frain-Bovasso Associates, Inc. (Frain-Bovasso), continuing to strengthen its presence from the Carolinas through the Northeast. These acquisitions further AWP’s strategy of national coverage and underscore its commitment to the Jan-San and Foodservice Equipment and Supplies segments.

Bard and Frain-Bovasso have been industry leaders in their respective markets for more than two decades. They currently represent major janitorial, sanitation, and foodservice equipment and supplies lines in North and South Carolina, New Jersey, Virginia, Tennessee, and New York.

Paul Bard and Ken Frain, along with their respective teams, will be an integral part of the Advantage Waypoint organization. “With these acquisitions, Advantage Waypoint has further increased its ability to serve the Jan-San and Equipment and Supplies segments,” said Kevin O’Beirne, President of Advantage Waypoint. “We lead the industry by defining a forward-looking service model that is based on our clients’ needs and the changing industry dynamics.”

Advantage Waypoint is now the leading non-food agency in the nation, bringing its valuable experience, systems, processes, customer focus, segment strategy, and technology to both clients and customers. As the long-standing leader in foodservice, the company welcomes the opportunity to serve its growing Jan-San client base in all 50 states with over 150 specialists. The company is committed to the Jan-San and Equipment and Supplies segments, adding and delivering value to the evolving industry and all of its channel participants.

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