STATE OF CALIFORNIA

BUSINESS, CONSUMER SERVICES AND HOUSING AGENCY DEPARTMENT OF BUSINESS OVERSIGHT

TO: Pauline Daskalakis, CFO, Manager Chris M. Daskalakis, CEO Mr. Oil Saver, LLC Mr. Fire Safety, LLC 475 S. Shell Road, Suite C1 Debary, FL 32713

DESIST AND REFRAIN ORDER

(For violations of section 31110 of the Corporations Code)

The California Commissioner of Business Oversight finds that:

- 1. At all relevant times, Pauline Daskalakis (hereinafter "Pauline"), was CFO and/or Manager of Mr. Oil Saver, LLC (hereinafter "Mr. Oil Saver"), a Florida limited liability company with a principal business address of 475 S. Shell Road, Suite C-1, Debary, Florida and a web address over the Internet at www.MrOilSaver.com.
 - 2. At all relevant times, Chris M. Daskalakis (hereinafter "Chris") was CEO of Mr. Oil Saver.
- 3. At all relevant times, Chris and Pauline both were Managers of Mr. Fire Safety, LLC (hereinafter "Mr. Fire Safety"), a Florida limited liability company using the same address as Mr. Oil Saver of 475 S. Shell Road, Suite C-1, Debary, Florida as its principal place of business.
- 4. Beginning in or about April, 2012, Pauline, Chris, and Mr. Oil Saver sold at least one "distributorship" for \$30,000.00 by entering into at least one "Mr. Oil Saver Distributor Agreement" (hereinafter "Agreement") in California for the operation of a "Mr. OIL-SAVER Cooking Oil Filtration Machine Rental Service" and offered at least one "Mr. Fire Safety franchise". The terms of that Agreement "appoint" the distributor to distribute certain "Products & Services", which includes goods, accessories and/or renting or selling of the "Oil Saver cooking oil filtration machine of Mr. Oil Saver to eating establishments."

- 5. Under the Agreement, a distributor has a right of first refusal for up to one year from the purchase of its distributorship to also purchase for its territory a Mr. Fire Safety franchise for exhaust hood cleaning and fire extinguisher services offered by Mr. Fire Safety for an additional \$20,000 which includes all the tools and equipment for one crew to perform those services, including "a 4,000 psi hot water pressure washer and all other tools necessary for performing kitchen exhaust hood cleaning." Distributors are told that marketing and training similar to Mr. Oil Saver would be provided for the Mr. Fire Safety franchise.
 - 6. The Agreement also provides for the following:
- a. Continuous phone support provided by Mr. Oil Saver to the distributor, and weekly leads of new restaurants within the territory for the life of the distributorship, as well as appointment setting with restaurant owners for giving demos of the cooking oil filtration machine for up to three months (depending on which plan the distributor purchases) or for \$20 a lead for any additional appointment setting leads. Marketing and a Starter Package are also provided to a distributor and include ten Mr. Oil-Saver Cooking oil filtration machines, one 6x6 box trailer with ramp door and side door with company logos, appointment setting with restaurants up to one month or until starter units are rented, business cards, post cards for mailing, truck magnets, polo shirts with logo and flex fit caps with logos.
- b. The distributor may advertise and hold itself out as an authorized distributor of the Products & Services of Mr. Oil Saver and may use the "Mr. Oil Saver" name with Mr. Oil Saver's permission as well as the trademarks in advertisements and other activities by distributor to promote the sale of the Products & Services.
- c. The distributor is required to promote the Products & Services and develop the market within its territory, as well as give demonstrations to restaurants, provide customer service to the restaurant client, collect and fax to Mr. Oil Saver deposits and signed invoices with copies of a void check from the restaurant, deliver the Oil-Saver machine, pick up and ship to Mr. Oil Saver any machines that require repair and pay for half the shipping fees, purchase all product, equipment and marketing material from Mr. Oil Saver and to not purchase any products or marketing material from other sources. The distributor cannot rent or sell the cooking oil filtration machine at any price other

than the price plan by Mr. Oil Saver.

d. All cooking oil filtration machines are for rent only, may not be sold, and are the property of Mr. Oil Saver which are leased to the distributor for as long as the distributor is in good standing. The distributor is entitled to 60% of all monthly rental fees collected from the "Cooking Oil Filtration" in its territory and Mr. Oil Saver retains 40%. All rental fees and deposits are collected via ACH automatic bank by Mr. Oil Saver unless written permission is given otherwise. Mr. Oil Saver then pays the distributor its commissions each month. If Mr. Oil Saver decides to sell any machines to clients instead of renting, the distributor will receive 25% commissions from the gross sale of each machine.

- e. The distributor is required to conduct a minimum yearly business of bringing in at least 25 new accounts after 12 months, or Mr. Oil Saver retains the right to place additional distributors or corporate sales people in the territory with no commissions paid to the distributor. The distributor's territory is exclusive only so long as it works within the guidelines of its Agreement and is in good standing with Mr. Oil Saver. If the distributor violates the territory by taking customers that they do not own, Mr. Oil Saver may fine or back charge the distributor an amount equal to that business, or the distributor may risk looking its distributorship.
- f. Mr. Oil Saver provides a three-day training to the distributor on how to operate its business, perform demonstrations, perform marketing and grow its business and prepares all marketing material for the distributor. The distributor is responsible for its own hotel, food and travel associated with the training.
- g. Facilities and sales personnel may be maintained by the distributor at a price "acceptable" to Mr. Oil Saver. The distributor may sell its business, subject to a right of first refusal by Mr. Oil Saver, however, a 30-day written notice is required for a new buyer, plus an additional transfer fee of \$5,000 and a re-training fee of \$1,000. The distributor and all of its employees, partners, associates or affiliates must sign a Mr. Oil Saver Non-Circumvent & Non-Compete Agreement and agree to not circumvent or compete with Mr. Oil Saver's products or services and related franchises like Mr. Fire Safety at any time during the Agreement and for three years after its termination or will be subject in part to fines and liquidated damages of \$100,000. The distributor also may not purchase or lease any

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other cooking oil filtration machines from any other manufacturers.

- 7. The Agreement is for a ten year term, at the end of which the distributor has the option to renew for a fee of three months-worth of average commissions paid to Mr. Oil Saver on the last year of the 10 year cycle and withholding commissions due to the distributor over a four month period.
- 8. The offer of franchises by Pauline, Chris, and Mr. Oil Saver in California has not been registered under the Franchise Investment Law and is not exempted under Chapter 1, beginning with Corporations Code section 31100, of that law.

Based upon the foregoing findings, the California Commissioner of Business Oversight is of the opinion that the Mr. Oil Saver Distributor Agreement and Mr. Fire Safety franchise constitutes offers and/or sale(s) of franchises. Further, the California Commissioner of Business Oversight is of the opinion that Pauline, Chris and Mr. Oil Saver have offered and/or sold franchises in California that were subject to registration under the Franchise Investment Law without first being registered, in violation of Corporations Code section 31110. Pursuant to section 31402 of the Corporations Code, Pauline Daskalakis, Chris M. Daskalakis and Mr. Oil Saver, LLC are hereby ordered to desist and refrain from the further offer or sale of Mr. Oil Saver franchises, or distributorship agreements for the Mr. Oil-Saver Cooking Oil Filtration Machine Rental Services, as well as Mr. Fire Safety franchises unless and until the offers have been duly registered under the Franchise Investment Law.

This Order is necessary, in the public interest, for the protection of investors and consistent with the purposes, policies and provisions of the Franchise Investment Law.

Dated: July 7, 2014

Sacramento, California

JAN LYNN OWEN California Commissioner of Business Oversight

 $By_{\underline{\ }}$ MARY ANN SMITH **Deputy Commissioner** Enforcement Division