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9			
10	BEFORE THE DEPARTMENT OF CORPORATIONS		
11		IE STATE OF CALIFORNIA	
12	In the Matter of THE CALIFORNIA CORPORATIONS COMMISSIONER,) Case Nos.: 995-3723, 995-3844	
13) 1) STATEMENT IN SUPPORT OF STOP	
1.4	Complainant,	ORDER REVOKING EFFECTIVENESS	
14) OF FRANCHISE REGISTRATION AND	
15	VS.	ORDER REVOKING EFFECTIVENESSOF FRANCHISE REGISTRATION	
16	YAKETY YAK WIRELESS, INC.,) Of TRAINCHISE REGISTRATION	
10) 2) STATEMENT IN SUPPORT OF STOP	
17	Respondent.	ORDER DENYING EFFECTIVENESS OF	
18) FRANCHISE REGISTRATION	
) APPLICATION AND ORDER DENYING	
19) EFFECTIVENESS OF FRANCHISE) REGISTRATION APPLICATION	
20) REGISTRATION ATTEICATION	
21) 3) CITATIONS	
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22) 4) DESIST AND REFRAIN ORDER	
23)) 5) ANCILLARY RELIEF	
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I.

INTRODUCTION

The California Corporations Commissioner (hereafter referred to as "Complainant" or 'Commissioner") is informed and believes, and based upon such information and belief, finds that Yakety Yak Wireless, Inc. (hereafter referred to as "Respondent" or "Yakety Yak") has violated multiple provisions of the California Franchise Investment Law ("Franchise Investment Law").

II.

FACTS

At all relevant times, Yakety Yak¹ was an Arizona corporation engaged in business activities relating to the franchising of retail outlets offering telecommunications provider services under the trade name "Yakety Yak Wireless." Yakety Yak's principal business address is 3400 Irvine Avenue, Suite 118, Newport Beach, CA 92660. Yakety Yak's parent company is San Clemente Capital ("San Clemente"), an Arizona limited liability company also doing business at the same address.

Yakety Yak offers and sells franchises in California as well as other states. Unit franchisees are sold the right to operate Yakety Yak retail stores and/or outlets. Area developer or "master" franchisees purchase the right to develop Yakety Yak retail stores in a specific franchise territory.

On September 9, 2005, Yakety Yak filed its initial Uniform Franchise Registration Applications with the California Department of Corporations ("Department") seeking to register its franchise enterprise in this state in compliance with California Corporations Code section 31111 (all section references hereafter are to the California Corporations Code).

The franchise registration applications that Yakety Yak submitted for the unit and area developer franchises were each accompanied by a Uniform Franchise Offering Circular ("UFOC")² containing the material information set forth in the application, as required by section 31114.

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corporations.

Yakety Yak Holdings, Inc. was registered with the California Secretary of State on October 29, 2001, and Yakety Yak Wireless, Inc. on September 28, 2005. Thomas C. Bozarth is presently listed as the agent for service of process for both

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² The UFOC was replaced by the Uniform Franchise Disclosure Document ("UFDD") which was adopted by the North American Securities Administrators Association, Inc. on June 22, 2007 and became effective July 1, 2007.

As a pre-condition to franchise registration, the Commissioner required Yakety Yak to issue a Notice of Violation on December 23, 2005 because the franchisor had engaged in the offering and selling of unregistered franchises in California in violation of section 31110. The Department thereafter issued an order on January 26, 2006, approving Yakety Yak's franchise registration. In 2007 and 2008, Yakety Yak's franchise registration was renewed.

Item 2 of the UFOC that Yakety Yak filed with its initial application in September 2005 listed the principal corporate officers as: Chief Executive Officer and President, Yuvi Shmul ("Shmul"); Chief Marketing Officer and Co-Chairman, James F. Kindred ("Kindred"); and Chief Operating Officer and Co-Chairman, Jared Turner ("Turner").

The UFOC that Yakety Yak filed on March 20, 2007 disclosed that Thomas C. Bozarth ("Bozarth") took over as President of Yakety Yak, although Shmul remained on the Board as a Director. Additionally, the 2007 UFOC listed Philip Stooksbury ("Stooksbury") as the Secretary and Controller of Yakety Yak.

Play N Trade Franchise, Inc. ("Play N Trade") offers franchises to own and operate retail outlets selling new and used video games and consoles. In May 2006, Play N Trade filed its first franchise registration application to offer and sell both area developer and unit franchises in California.

At all relevant times, both the Yakety Yak and Play N Trade franchises were managed from the same Newport Beach location by T-Street Management, Inc. ("T-Street Management"). However, Yakety Yak did not disclose its affiliation with Play N Trade in Item 1 of the UFOC until it filed the 2008 franchise renewal application, and only after the issue was raised by the Department.

On March 30, 2009, Yakety Yak again filed an application to renew the registration of the franchise.

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³ T-Street Management, Inc. was registered with the California Secretary of State on May 9, 2006. Thomas C. Bozarth is presently listed as its agent for service of process.

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III.

CALIFORNIA FRANCHISE INVESTMENT LAW VIOLATIONS

The Commissioner finds that Yakety Yak has committed multiple violations of the California Franchise Investment Law, including, but not limited to, the following:

A. <u>UNREGISTERED</u>, NON-EXEMPT OFFERS TO SELL A FRANCHISE IN VIOLATION OF SECTION 31110.

Section 31110 prohibits the offer or sale of any franchise in this state unless the offer has been registered with the Department or exempted from registration pursuant to the provisions of the Franchise Investment Law. Section 310.100.2 of Title 10 of the California Code of Regulations (sections of Title 10 of the California Code of Regulations hereafter referred to as "CCR") exempts from registration certain franchise offerings made with terms different than those of the registered offer. In order for a franchise offer to be exempt from registration in California, CCR 310.100.2(a) requires that all of the following conditions be met:

- (1) When the prospective franchisee receives the offering circular, he or she also receives copies of all Notices of Negotiated Sale of Franchise filed with the Commissioner within the last 12 months, if any.
- (2) Before selling another franchise, the franchisor amends its registered offer to disclose: "The terms of Item(s) _____ of this Offering Circular have been negotiated with other franchisees. A copy of all Negotiated Sales Notices filed in California in the last twelve months is attached as Exhibit _____." This disclosure should be made in the UFOC Item that was negotiated or in an appendix to the UFOC. This disclosure must be made if the negotiated sale occurred within twelve months of the offering being made. An amendment making only this disclosure is effective when filed.
- (3) The Notice of Negotiated Sale of Franchise in the form set forth in subsection (b) is filed with the Commissioner within 15 business days after the negotiated sale is consummated.
- (4) The franchisor certifies or declares in an appendix to its application for renewal that all notices have been filed with the Commissioner as required by paragraph (a)(4) (see Section 310.122 of these rules).

UNIT FRANCHISE VIOLATIONS 1.

On August 31, 2006, Yakety Yak sold a unit franchise store in Stockton, California for the price of \$12,500. Item 5 of the UFOC in effect at the time of purchase disclosed that the minimum purchase price for one unit store was \$15,000. At no time within 15 business days after consummating the sale of the Stockton franchise did Yakety Yak file a Notice of Negotiated Sale

with the Commissioner as required by subdivision (3) of CCR 310.100.2(a).

Additionally, on May 4, 2007, Yakety Yak entered into a unit franchise contract with a Huntington Beach franchisee for the price of \$15,000. Item 5 of the UFOC in effect at the time of purchase disclosed that the minimum purchase price for a unit franchise was \$20,000. At no time within 15 business days after consummating the sale of the Huntington Beach franchise did Yakety Yak file a Notice of Negotiated Sale with the Commissioner as required by subdivision (3) of CCR 310.100.2(a).

Yakety Yak's negotiated offers to sell unit franchise stores for reduced fees does not fall within the exemption under CCR 310.100.2, and thus were non-exempt, unregistered offers.

Accordingly, failing to file notice that Yakety Yak had negotiated different sales terms with a franchisee within the past 12 months was a direct violation of section 31110.

2. AREA DEVELOPER FRANCHISE VIOLATIONS

On or about September 9, 2005, Yakety Yak filed with the Department a UFOC setting the area developer fee at \$100,000. Item 5 of the UFOC stated: "The initial master franchise fee may be modified due to various subjective factors. . . [b]ut the master franchise fee under this circular will not exceed \$100,000 unless the territory is larger than 4,000,000 people."

On or about February 28, 2006, Yakety Yak executed a master franchise agreement with an initial franchise fee of \$130,000 for a territory including the counties of Santa Clara, Alameda, Contra Costa, Solano, and Napa. This same agreement provided for a term of ten years although Item 17 of the registered UFOC only allowed for a term of five years.

On or about March 2, 2006, Yakety Yak executed an area developer franchise agreement for San Diego and Imperial counties with a discounted initial franchise fee of \$60,000. Additionally, Yakety Yak reduced the amount of the monthly franchise fee that the master franchisee was required to pay pursuant to the "Minimum Performance" clause to only a third of the amount of fees disclosed in the registered franchise agreement (e.g., from \$90,000 to \$30,000). This same agreement provided for a contract term of fifteen years although Item 17 of the registered UFOC disclosed a maximum term of five years.

At no time within 15 business days after consummating the sale of any of these franchises did

Yakety Yak file a Notice of Negotiated Sale with the Commissioner as required by subdivision (3) of CCR 310.100.2(a). The offers that Yakety Yak negotiated on different terms do not fall within the exemption under CCR 310.100.2, and thus were non-exempt, unregistered offers. A prospective franchisee considering whether to purchase a Yakety Yak franchise would reasonably consider the franchisor's willingness to negotiate discounted franchise fees and longer contract terms with other franchisees within the prior 12 months to be material information. Accordingly, failing to file notice that Yakety Yak had negotiated different sales terms with a franchisee within the past 12 months was a direct violation of section 31110.

Yakety Yak has negotiated several franchise contracts on multiple terms without registering the negotiated offers with the Commissioner as required by CCR 310.100.2(a)(3). These negotiated sales were not isolated incidents. Yakety Yak's conduct demonstrates a willful pattern and practice of disregard for fundamental disclosure requirements of the Franchise Investment Law and constitutes a violation of section 31110.

B. MATERIAL MISSTATEMENTS OR OMISSIONS IN A FRANCHISE REGISTRATION APPLICATION FILED WITH THE COMMISSIONER IN VIOLATION OF SECTION 31200.

Corporations Code section 31200 provides:

It is unlawful for any person willfully to make any untrue statement of a material fact in any application, notice or report filed with the commissioner under this law, or willfully to omit to state in any such application, notice or report any material fact which is required to be stated therein, or fail to notify the commissioner of any material change as required by Section 31123.

Yakety Yak violated section 31200 by filing franchise applications with the Commissioner which failed to disclose: (1) the identity of the franchisor's affiliate; (2) non-exempt negotiated sales; and, (3) litigation alleging material violations of a franchise law.

1. FRANCHISOR AFFILIATES

When Yakety Yak filed its franchise registration renewal application on March 20, 2007, the Department's *Guidelines for Franchise Registration* contained instructions for disclosing the identity of the franchisor, its predecessors, and affiliates in Item 1 of the UFOC:

Affiliate in Item 1 means a person (other than a natural person) controlled by, controlling, or under common control with the franchisor, which is offering franchises in any line of business or is providing products or services to the franchisees of the franchisor.

The UFOC that Yakety Yak filed with the Commissioner in 2007 failed to disclose in Item 1 that Play N Trade was an affiliate company. The only "affiliate" disclosed in Item 1 was T-Street Management, whose role was described as follows:

On May 9, 2006, YYW's affiliate, T-Street Management, Inc. ("TSM") was formed as a California Corporation. TSM shares facilities with YYW . . . and is a management organization that provides general office administrative support, accounting and bookkeeping services, and franchise marketing and support services to YYW in exchange for reimbursement of related direct expenses of TSM to do so.

In Item 2 of the 2007 UFOC, which is the section containing information about the prior five-year business experience of the franchisor's principal officers, it was disclosed that Bozarth, Turner, Kindred, and Stooksbury all held executive positions on the board of T-Street Management. There was no reference to the fact that both Bozarth and Shmul would be concurrently acting as Co-Chief Executive Officers of Play N Trade. Item 2 further disclosed that Stooksbury was the Corporate Secretary of T-Street Management but failed to inform that he was also named the Secretary of Play N Trade in May 2006.

The Commissioner finds that Play N Trade should have been disclosed as an affiliate of Yakety Yak in the franchise registration application filed in 2007 because both franchisors were controlled by, or under the common control of, the same principals. At least five of Yakety Yak's executive officers – Shmul, Bozarth, Turner, Kindred, and Stooksbury – either concurrently or subsequently held executive positions with Play N Trade. Further evidencing a commonality of control between the two franchisors, Yakety Yak and Play N Trade were located in the same office building and managed by the same management company, T-Street Management. Yakety Yak and Play N Trade conducted the training of their franchisees at the same facility in Newport Beach, using shared personnel and resources. As early as June 2006, Shmul sent official correspondence to franchisees identifying himself as the "Chief Executive Officer" of both Yakety Yak and Play N Trade. Finally, Shmul often referred to Play N Trade as Yakety Yak's "sister company" and

negotiated franchise contracts on behalf of both franchisors.

Yakety Yak and Play N Trade are clearly affiliates that were at all relevant times under the common control of Shmul, Bozarth, and/or T-Street Management. The identity of an affiliate is material information required to be disclosed in the UFOC. By failing to disclose Play N Trade as an affiliate in Item 1 of the 2007 UFOC, Yakety Yak willfully made an untrue statement of material fact in the franchise registration application filed with the Commissioner, in violation of section 31200.

2. NEGOTIATED SALES

The franchise renewal application that Yakety Yak submitted to the Commissioner on March 20, 2007 failed to disclose that negotiated sales, including but not limited to the August 2006 sale of the Stockton franchise, had occurred during the previous 12 months. Despite this willful misrepresentation or omission, Yakety Yak's president at the time, Bozarth, executed the declaration to the application averring under penalty of law that the statements made in the franchise renewal application and exhibits attached thereto were true and correct, in violation of section 31200.

3. LITIGATION

On November 14, 2007, a civil complaint alleging breach of contract was filed in Orange County Superior Court (Case No. 07CC11930) against Yakety Yak, Play N Trade, San Clemente, Shmul, Bozarth, and several other affiliates. The plaintiff alleged he was wrongfully terminated from his position as the former Vice President of Marketing for Yakety Yak's affiliate, Play N Trade. In September 2008, the lawsuit was dismissed with prejudice pursuant to a confidential out-of-court settlement agreement between the parties.

Item 3 of the UFOC requires, in relevant part, disclosure of whether the franchisor or an affiliate offering franchises under the franchisor's principal trademark has a civil action pending against that person which is not merely incidental to business but makes material allegations such as a violation of a franchise, antitrust or securities law, fraud, unfair or deceptive practices, or comparable allegations. Disclosure is required of any action that is significant in the context of the number of franchisees and the size, nature or financial condition of the franchise system or its business operations.

The civil suit alleged, among other things, that the principals of Yakety Yak and Play N Trade

had structured the corporate entities with the intent to insulate themselves from liability and thereby "defraud potential creditors," including franchisees. The complaint further alleged that the two companies were a "house of cards" and that the officers had "committed blatant violations of franchise laws" and tax fraud.

In the franchise renewal application it filed on April 17, 2008, Yakety Yak failed to disclose the Orange County lawsuit in Item 3 of the UFOC. Any prospective Yakety Yak franchisee would certainly be interested in investigating the merits of the claims that the franchisor was undercapitalized and had "committed blatant violations of franchise laws."

Yakety Yak violated section 31200 by willfully misstating, or omitting to state, material facts when filing its franchise renewal applications with the Commissioner. Yakety Yak knew, or should have known, that representations made in the renewal applications were in fact false and misleading, and the omissions material.

C. FAILURE TO NOTIFY THE COMMISSIONER OF MATERIAL CHANGES MADE TO TERMS OF REGISTERED FRANCHISE OFFER IN VIOLATION OF SECTION 31123.

Corporations Code section 31123 provides in pertinent part:

A franchisor shall promptly notify the commissioner in writing, by an application to amend the registration, of any material change in the information contained in the application as originally submitted, amended or renewed. . . .

As established by the foregoing facts, on multiple occasions throughout 2006 and 2007, Yakety Yak materially modified the terms of its registered franchise offer without filing an amendment with the Commissioner as required under section 31125. Yakety Yak's failure to notify the Commissioner in writing of the material changes made in the terms of its registered franchise offer was a violation of section 31123.

D. PATTERN AND PRACTICE OF FAILURE TO COMPLY WITH THE FRANCHISE INVESTMENT LAW.

Corporations Code section 31115 provides in pertinent part:

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The commissioner may summarily issue a stop order denying the effectiveness of or suspending or revoking effectiveness of any registration if the commissioner finds:

- (a) That there has been a failure to comply with any of the provisions of this law or the rules of the commissioner pertaining thereto.
- (b) That the offer or sale of the franchise would constitute misrepresentation to, or deceit or fraud of the purchasers. . . .

In addition to the violations of the Franchise Investment Law committed by Yakety Yak, Shmul, and Bozarth, as specified herein, the Commissioner has also found that multiple violations of the Franchise Investment Law have been committed by Shmul and Bozarth in affiliation with Yakety Yak's "sister company" Play N Trade, including but not limited to violations of sections 31110, 31200, and 31123. Accordingly, the Commissioner is of the opinion that the offer or sale of the Yakety Yak franchise would constitute misrepresentation to, or deceit or fraud of the purchasers in violation of subdivision (b) of section 31115.

IV.

STOP ORDER REVOKING EFFECTIVENESS OF FRANCHISE REGISTRATION

Pursuant to Corporations Code section 31115, and based on the foregoing evidence of a willful pattern and practice of conducting business in violation of the California Franchise Investment Law, the registration of the offer and sale of franchises filed by Yakety Yak Wireless, Inc. on April 17, 2008, and ordered effective through April 20, 2009, is hereby revoked.

V.

STOP ORDER DENYING EFFECTIVENESS OF FRANCHISE REGISTRATION APPLICATION

Pursuant to Corporations Code section 31115, and based on the foregoing evidence of a willful pattern and practice of conducting business in violation of the California Franchise Investment Law, the franchise registration renewal application of Yakety Yak Wireless, Inc., filed on March 30, 2009, is hereby denied.

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VI.

CITATIONS

Corporations Code section 31406 states:

- (a) If, upon inspection or investigation, based upon a complaint or otherwise, the commissioner has cause to believe that a person is violating any provision of this division or any rule or order promulgated pursuant to this division, the commissioner may issue a citation to that person in writing describing with particularity the basis of the citation. Each citation may contain an order to desist and refrain and an assessment of an administrative penalty not to exceed two thousand five hundred dollars (\$2,500.00) per violation and shall contain reference to this section, including the provisions of subdivision (c). All penalties collected under this section shall be deposited in the State Corporations Fund.
- (b) The sanctions authorized under this section shall be separate from, and in addition to, all other administrative, civil, or criminal remedies.
- (c) If within 60 days from the receipt of the citation, the person cited fails to notify the commissioner that the person intends to request a hearing as described in subdivision (d), the citation shall be deemed final.
- (d) Any hearing under this section shall be conducted in accordance with Chapter 5 (commencing with Section 11500) of Part I of Division 3 of Title 2 of the Government Code.
- (e) After the exhaustion of the review procedures provided for this section, the commissioner may apply to the appropriate superior court for a judgment in the amount of the administrative penalty and order compelling the cited person to comply with the order of the commissioner. The application shall include a certified copy of the final order of the commissioner and shall constitute a sufficient showing to warrant the issuance of the judgment and order.

The foregoing facts establish that Yakety Yak Wireless, Inc. has committed multiple violations of the California Franchise Investment Law in the course of conducting business with no less than 30 California franchisees since the date of its initial franchise registration in California.

Pursuant to section 31406, Yakety Yak Wireless, Inc. is hereby ordered to pay the Commissioner 30 citations of \$2,500 each in the total sum of seventy-five thousand dollars (\$75,000), or according to proof. All citation payments are due and payable by 30 days after this order becomes final.

VII.

DESIST AND REFRAIN ORDER

The Commissioner finds that beginning as early as January 1, 2006, Yakety Yak Wireless, Inc., Yuvi Shmul, and Thomas C. Bozarth violated multiple provisions of the California Franchise Investment Law, including but not limited to Corporations Code sections 31110, 31200, and 31123,

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as set forth in greater detail herein. Pursuant to section 31406 of the Corporations Code, Yakety Yak 1 2 Wireless, Inc., Yuvi Shmul, and Thomas C. Bozarth are hereby ordered to desist and refrain from: 3 (a) Making unregistered, non-exempt offers to sell a franchise in violation of section 31110; 4 (b) Making material misstatements or omissions in a franchise registration application filed 5 with the Commissioner in violation of section 31200; and, (c) Failing to notify the Commissioner of material changes made to the terms of the registered 6 7 franchise offer in violation of section 31123. 8

VIII.

ANCILLARY RELIEF

Corporations Code section 31408 provides:

(a) If the commissioner determines it is in the public interest, the commissioner may include in any administrative action brought under this division, including a stop order, a claim for ancillary relief, including, but not limited to, a claim for rescission, restitution or disgorgement or damages on behalf of the persons injured by the act or practice constituting the subject matter of the action, and the administrative law judge shall have jurisdiction to award additional relief. The person affected may be required to attend remedial education, as directed by the commissioner.

RESCISSION ORDER

Due to the Commissioner's finding that Yakety Yak Wireless, Inc. has committed multiple violations of the California Franchise Investment Law, all Yakety Yak franchisees shall be afforded the right to rescind any contract for the purchase of a California franchise.

RESTITUTION ORDER

Yakety Yak Wireless, Inc. is hereby ordered to pay restitution to every California franchisee in the amount of the full or partial franchise fee that it collected from each franchisee.

IX.

CONCLUSION

Based upon the foregoing findings, the California Corporations Commissioner is of the opinion that Yakety Yak Wireless, Inc. has failed to comply with multiple provisions of the California Franchise Investment Law within the meaning of sections 31110, 31200, 31123, and 31115(a).

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WHEREFORE, the California Corporations Commissioner hereby issues the following orders and seeks such additional relief as follows:

- 1. An order issued to revoke the effectiveness of the Yakety Yak Wireless, Inc. franchise registration pursuant to Corporations Code section 31115(a);
- 2. An order issued to deny the effectiveness of the pending Yakety Yak Wireless, Inc. franchise registration renewal application pursuant to Corporations Code section 31115(a);
- 3. An order issued to pay citations in the amount of \$75,000 to the State Corporations Fund within 30 days of the date this order becomes final;
- 4. Yakety Yak Wireless, Inc., Yuvi Shmul, and Thomas C. Bozarth are hereby ordered to desist and refrain from further violations of the California Franchise Investment Law, including but not limited to violations of Corporations Code sections 31110, 31200, and 31123, as specified above;
- 5. All franchisees of Yakety Yak Wireless, Inc. shall have the right to rescind any contract for the purchase of a California franchise;
- 6. It is further ordered that Yakety Yak Wireless, Inc. pay restitution in the amount of the franchise fee to each California franchisee to which it sold a franchise.
- 7. For the Complainant's costs and reasonable attorneys fees, according to proof;
- 8. And, for such other and further relief as the nature of the case may require and the court deems proper.

Based on the foregoing facts establishing multiple violations of the California Franchise
Investment Law by Yakety Yak Wireless, Inc., Yuvi Shmul, and Thomas C. Bozarth, the issuance of
the aforementioned citations and orders, and provision of ancillary relief, is necessary, in the public

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1	interest, for the protection of investors, and consistent with the purposes, policies, and provisions o	
2	the California Franchise Investment Law.	
3		
4	Dated: April 14, 2009	
5	Los Angeles, California	
6	PRESTON DUFAUCHARD	
7	California Corporations Commissioner	
8	By:	
9	ALAN S WEINGER	
10	Acting Deputy Commissioner Enforcement Division	
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