

# FRANCHISE DISCLOSURE DOCUMENT

**Tank Rangers LLC**  
A Florida Corporation  
DBA



**8001 CR 674**  
**Bushnell, FL 33513**  
**206.661.3557**  
[www.tankrangers.com](http://www.tankrangers.com)

8001 CR 674 Bushnell, FL 33513

You will operate a business selling recreational vehicle tank cleaning services. You will provide these tank cleaning services to recreational vehicle owners, operating under the Marks and using the System.

The total investment necessary to begin the operation of a Tank Rangers RV Tank Service franchise is \$23,280. This includes \$19,700 that must be paid to the franchisor or affiliate.

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English. Read this disclosure document and all accompanying agreements carefully. You must receive this disclosure document at least 14 calendar days before you sign a binding agreement with, or make any payment to, the franchisor or an affiliate in connection with the proposed franchise sale. **Note, however, that no government agency has verified the information contained in this document.**

You may wish to receive your disclosure document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact Gregory Sipe at 694 51<sup>st</sup> Street Washougal, WA 98671 206-661-3557d.

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read all of your contracts carefully. Show your contract and this disclosure document to an advisor, like a lawyer or an accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising, such as "[A Consumer's Guide to Buying a Franchise](#)," which can help you understand how to use this disclosure document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, DC 20580. You can also visit the FTC's home page at [www.ftc.gov](http://www.ftc.gov) for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.

ISSUANCE DATE: DATE OF EMAIL CONTAINING FDD

## STATE COVER PAGE

### How to Use This Franchise Disclosure Document

Here are some questions you may be asking about buying a franchise and tips on how to find more information:

QUESTION	WHERE TO FIND INFORMATION
<b>How much can I earn?</b>	Item 19 may give you information about outlet sales, costs, profits or losses. You should also try to obtain this information from others, like current and former franchisees. You can find their names and contact information in Item 20 or EXHIBIT C-1.
<b>How much will I need to invest?</b>	Items 5 and 6 list fees you will be paying to the franchisor or at the franchisor's direction. Item 7 lists the initial investment to open. Item 8 describes the suppliers you must use.
<b>Does the franchisor have the financial ability to provide support to my business?</b>	Item 21 or EXHIBIT A-1 includes financial statements. Review these statements carefully.
<b>Is the franchise system stable, growing, or shrinking?</b>	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
<b>Will my business be the only Tank Rangers RV Tank Service business in my area?</b>	Item 12 and the "territory" provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
<b>Does the franchisor have a troubled legal history?</b>	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
<b>What's it like to be Tank Rangres RV Tank Service franchisee?</b>	Item 20 or EXHIBIT C-1 lists current and former franchisees. You can contact them to ask about their experiences.

**What else should I know?**

These questions are only a few things you should look for. Review all 23 Items and all Exhibits in this disclosure document to better understand this franchise opportunity. See the table of contents.

## **What You Need To Know About Franchising *Generally***

**Continuing responsibility to pay fees.** You may have to pay royalties and other fees even if you are losing money.

**Business model can change.** The franchise agreement may allow the franchisor to change its manuals and business model without your consent. These changes may require you to make additional investments in your franchise business or may harm your franchise business.

**Supplier restrictions.** You may have to buy or lease items from the franchisor or a limited group of suppliers the franchisor designates. These items may be more expensive than similar items you could buy on your own.

**Operating restrictions.** The franchise agreement may prohibit you from operating a similar business during the term of the franchise. There are usually other restrictions. Some examples may include controlling your location, your access to customers, what you sell, how you market, and your hours of operation.

**Competition from franchisor.** Even if the franchise agreement grants you a territory, the franchisor may have the right to compete with you in your territory.

**Renewal.** Your franchise agreement may not permit you to renew. Even if it does, you may have to sign a new agreement with different terms and conditions in order to continue to operate your franchise business.

**When your franchise ends.** The franchise agreement may prohibit you from operating a similar business after your franchise ends even if you still have obligations to your landlord or other creditors.

### **Some States Require Registration**

Your state may have a franchise law, or other law, that requires franchisors to register before offering or selling franchises in the state. Registration does not mean that the state recommends the franchise or has verified the information in this document. To find out if your state has a registration requirement, or to contact your state, use the agency information in EXHIBIT E-1.

Your state also may have laws that require special disclosures or amendments be made to your franchise agreement. If so, you should check the State Specific Addenda. See the Table of Contents for the location of the State Specific Addenda.

## Special Risks to Consider About *This* Franchise

Certain states require that the following risk(s) be highlighted:

1. **Out-of-State Dispute Resolution**. The franchise agreement requires you to resolve disputes with the franchisor by mediation, arbitration and/or litigation only in Florida. Out-of-state mediation, arbitration, or litigation may force you to accept a less favorable settlement for disputes. It may also cost more to mediate, arbitrate, or litigate with the franchisor in Florida than in your own state.

Certain states may require other risks to be highlighted. Check the “State Specific Addenda” (if any) to see whether your state requires other risks to be highlighted.

# Table of Contents

ITEM 1. THE FRANCHISOR, AND ANY PARENTS, PREDECESSORS AND AFFILIATES.....	8
ITEM 2. BUSINESS EXPERIENCE .....	9
ITEM 3. LITIGATION.....	9
ITEM 4. BANKRUPTCY .....	9
ITEM 5. INITIAL FEES .....	9
ITEM 6. INITIAL AND OTHER FEES.....	10
ITEM 7. ESTIMATED INITIAL INVESTMENT .....	12
ITEM 8. RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES .....	14
ITEM 9. FRANCHISEE'S OBLIGATIONS .....	15
ITEM 10. FINANCING .....	17
ITEM 11. FRANCHISOR'S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS AND TRAINING.....	17
ITEM 12. TERRITORY .....	21
ITEM 13. TRADEMARKS.....	22
ITEM 14. PATENTS, COPYRIGHTS AND PROPRIETARY INFORMATION.....	22
ITEM 16. RESTRICTIONS ON WHAT THE FRANCHISEE MAY SELL.....	24
ITEM 17. RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION .....	25
ITEM 18. PUBLIC FIGURES.....	30
ITEM 19. FINANCIAL PERFORMANCE REPRESENTATIONS .....	30
ITEM 20. OUTLETS AND FRANCHISEE INFORMATION .....	30
ITEM 21. FINANCIAL STATEMENTS .....	33
ITEM 22. CONTRACTS.....	33
ITEM 23. RECEIPT.....	33

## Attachments:

A. Financial Statements .....	A-1
B. Franchise Agreement .....	B-1
C. List of Current and Former Franchisees .....	C-1
D. Manual Table of Contents.....	D-1
E. Our Agents for Service of Process .....	E-1
F. State Agencies .....	F-1
G. State Law Addendum.....	G-1
H. Effective Dates .....	H-1

# Item 1. THE FRANCHISOR, AND ANY PARENTS, PREDECESSORS AND AFFILIATES

## Definitions.

To simplify this Franchise Disclosure Document, "We" means Tank Rangers LLC, d.b.a. Tank Rangers LLC, the franchisor. Sometimes "Our" or "Us" refers to Tank Rangers, when appropriate. "You" means the person who buys the franchise. If You are a legal entity, "You" includes all owners of any equity interest in the entity. "Licensed Business" means the business You will operate under the Franchise Agreement, offering and selling RV Tank cleaning services operating under Our Marks and following Our System.

## Our Predecessors, Parents and Affiliates

Two Travel Techs LLC, with a principal address of 401 Broadway Suite 100 PMB 96725 Tacoma, WA 98402 is our predecessor.

## Our Names.

We do business under our corporate name, Tank Rangers, LLC the name "Tank Rangers RV Tank Service", and the name "Tank Rangers". We do not do business under any other name.

## Our Address and Agent for Service.

Our principal business address is 8001 CR 674 Bushnell, FL 33513. Our agents for service of process are disclosed in Attachment E. The principal business address of our affiliate and of our predecessor is 401 Broadway Suite 100 PMB 96725 Tacoma, WA 98402. Our Business Form.

We are a Florida LLC corporation, organized September 5, 2023.

## Our Business and Franchises Offered.

Under the franchise we offer, You will operate a business selling and providing recreational vehicle, hereinafter referred to as RV(s), tank cleaning services and tank treatments for the removal of sewage and waste water from what is commonly known as black and grey tanks. Offsite removal of sewage and waste water is not required and is further explained in the Operating Agreement and Operating Manual. Tank Rangers LLC cleaning system utilizes full hookups so during the cleaning process sewage and/or waste water is expelled through traditional hook up and tank dumping procedures. We offer the franchises under the form of a franchise agreement attached to this disclosure document (the "Franchise Agreement")

The market for Your products is primarily the general public who own RVs, RV Dealerships and RV campgrounds. RVs include but are not limited to the following types. Class A, Class B, Travel Trailers and Conversion Vans. You will compete with other national, regional, and local businesses that provide RV Tank Cleaning Services. Your Licensed Business may operate in close proximity to major competitors. Some competitors will offer many goods and services that are the same as or similar to those You offer. The cleaning and treatment of RV holding tanks.

## Prior Business Experience

Our affiliate (and predecessor), Two Travel Techs LLC, has operated a business similar to the business you will be operating since October, 2022. Over the past 1.5 years, we have successfully operated Tank Rangers LLC, delivering exceptional RV tank cleaning and maintenance services. During this time,

our company has experienced remarkable growth, expanding to 20 franchise locations across the country. This nationwide presence is a testament to our proven business model, commitment to quality service, and the strong demand for our specialized expertise in the RV industry. By focusing on innovation, customer satisfaction, and operational excellence, Tank Rangers LLC has established itself as a trusted leader in the market, paving the way for continued growth and success.

## Laws Affecting Your Licensed Business

In most states, you will not have to obtain and maintain a general contractor's license. Although qualifications for such licenses vary from state to state, you may have to pass a knowledge test and background test and obtain insurance and a bond.

There are many federal, state and local regulations specific to the operation of an RV Tank Cleaning business. You will also be subject to state and local licensing laws, codes and regulations, particularly as they relate to the operation of a RV Tank Cleaning business. For certain Services, such as RV Tank Cleaning, you are subject to federal, state, and local contractor license laws and requirements. There may be other laws applicable to the business and we urge you to make further inquiries about these laws. The nature and amount of regulation could change rapidly relating to this business. You should consult a lawyer with experience dealing with RV Tank Cleaning issues to be sure you are familiar with the current statutes and regulations that might apply within your territory.

There are, of course, statutes and regulations that are common to all businesses, including those governing health and labor issues, zoning, and safety. You should obtain a complete copy of the relevant statutes and regulations of the Federal government and of Your state and discuss them with Your attorney. You should also investigate applicable county and city ordinances and regulations.

## Item 2. Business Experience

Mr. Gabe Munoz  
Director, President and CEO  
Tank Rangers LLC

Gabriel Munoz is a multifaceted professional with a diverse background encompassing military service, law enforcement, retail management, and specialized expertise in RV tank cleaning. With a foundation forged in the Marines and further honed as a K9 handler, Gabriel embodies unwavering dedication, integrity, and leadership.

During his time in the Marines, Gabriel distinguished himself through his exemplary service and demonstrated a strong commitment to excellence in all endeavors. As a K9 handler, he developed a keen understanding of teamwork and effective communication, working closely with his canine partners to achieve mission success.

Transitioning to civilian life, Gabriel applied his leadership skills and operational acumen to excel in retail management. His strategic approach to store operations, inventory management, and customer service consistently led to improved performance and elevated customer satisfaction.

In addition to his military and retail experience, Gabriel possesses specialized expertise in RV tank cleaning. Leveraging his attention to detail and problem-solving abilities, he has effectively tackled the unique challenges associated with maintaining and cleaning RV tanks, ensuring optimal performance and safety for recreational vehicle owners.

Gabriel's diverse skill set, coupled with his proven track record of success, positions him as a versatile professional capable of thriving in dynamic environments. With a passion for continuous improvement and a steadfast commitment to excellence, he remains dedicated to making a positive impact in the RV Industry.

Mr. Gregory Sipe  
Director, Vice President and COO  
Tank Rangers LLC

With over two decades of dynamic experience spanning corporate America and law enforcement, Greg has cultivated a rich expertise across diverse sectors, including pharmaceuticals, technology, and public service. Throughout his career, Greg has been deeply engaged in driving operational excellence, refining communication strategies, orchestrating impactful marketing campaigns, and harnessing the power of technology to propel business growth.

Greg's journey in law enforcement instilled in him a strong sense of discipline, integrity, and dedication to serving the community. It provided invaluable leadership skills, crisis management abilities, and a deep understanding of organizational dynamics. Transitioning into corporate America, Greg brought with him a unique perspective and a commitment to upholding the highest standards of ethics and professionalism.

In the realm of operations, Greg spearheaded initiatives to optimize processes, streamline workflows, and enhance efficiency, ensuring that organizations operate at peak performance levels. His strategic approach to communications has enabled Greg to craft compelling narratives, foster meaningful connections, and navigate complex stakeholder landscapes with finesse.

In the ever-evolving landscape of marketing, Greg has thrived on the forefront of change, leveraging cutting-edge techniques and insights to deliver impactful campaigns that resonate with audiences and drive measurable results. His passion for technology has been a driving force behind the ability to harness emerging tools and platforms to drive digital transformation and unlock new opportunities for business advancement.

Looking ahead, Greg is eager to continue leveraging his diverse skill set and extensive experience to make a meaningful impact for Tank Rangers, driving innovation, fostering collaboration, and shaping the future at the intersection of the RV Industry.

### Item 3. Litigation

No litigation is required to be disclosed in this item.

### Item 4. Bankruptcy

No bankruptcy information is required to be disclosed in this Item.

### Item 5. Initial Fees

Initial Fee.

The Initial Fees for the **Tank Rangers RV Tank Service** franchises are \$19,700. The initial franchise fee is uniformly charged for all franchises currently being offered. You must pay the initial franchise fee in full when you sign the franchise agreement. The initial franchise fee is considered fully earned and is nonrefundable.

### Item 6. Initial and Other Fees

Name of Fee	Amount	Due Date	Remarks
Initial Fee	\$19,700	Upon signing of franchise agreement	Includes Vehicle signage graphics, initial supply of marketing materials as determined by Tank Rangers to include but not limited to: Business Cards, Flyers, A Frame Sign, Banner and Table Runner.
Royalty Fee <sup>1</sup>	\$750 / \$450*	Payable Monthly by Electronic Funds Transfer or Invoice. Funds must be in Your designated bank account in time so that We can obtain them by Tuesday of the week following the end of the month. You pay the Royalty Fee.	*Mobile Monthly Franchise Royalty
Equipment	\$1380	Upon signing of franchise agreement	A detailed list of equipment for you to purchase will be included in the Franchise Agreement.
Business Deleopment Support	\$0	Weekly	Business development support is included in the Royalty fee at the discretion of Tank Rangers LLC or it's affiliates. Typically 1-2 hours per week will be provided to you to discuss business development and marketing strategies to grow your business.
National Marketing Fee <sup>1</sup>	\$0	N/A	At the discretion of Tank Rangers LLC, National Marketing Campaigns will be conducted in support of the brand referring all business in your territory that comes from a National Marketing campaign back to you.
Local & Cooperative Marketing / Business Development	\$0	Monthly	Local and Cooperative Marketing is included in the Royalty Fee along with Marketing support and business development activities to help support and grow your business. The local and cooperative marketing spend will generally be between 10 – 20 % of the Royalty Fee depending on multi channel national, local and cooperative marketing strategies. You play an active role in determining local marketing efforts to grow your business. Tank Rangers LLC will be there to support you.
Additional Training <sup>1</sup>	TBD	TBD	From time to time additional training opportunities to strengthen your business position may arise. At the discretion of Tank Rangers LLC (The Franchisor) we may suggest such training and pay costs associated with said training as agreed upon by you.
Transfer <sup>1</sup>	\$3500	Before completing trfansfer	Payable only if You sell Your franchise or any part of Your business.
Audit <sup>1</sup>	N/A	N/A	Since our Royalty Fee is a flat fee regardless of your Gross Revenue there is no need to have an Audit requirement.

Name of Fee	Amount	Due Date	Remarks
Profits on supplies or equipment	Variable	When You purchase items from Us or Our affiliate(s)	Some items (for example, those bearing the Marks) may be available only from Us or an affiliate. We or the affiliate would expect to realize a profit on any such sales. You may elect to purchase other items from or through Us or an affiliate, in which case We or Our affiliate will generally realize a profit on the sale.

1. These fees are imposed by and are payable to Us. All fees are non-refundable. All fees are nonrefundable and uniformly imposed on all new franchisees.

### Notes Regarding Other Fees:

#### Note A. Royalty Fees

You will pay a monthly Royalty Fee. You will pay by electronic funds transfer. We may, upon 30 days prior written notice, require You to pay Royalties by check, pre-authorized check, electronic funds transfer or similar mechanism. We may, upon notice, require You to pay Your Royalty Fees on a different periodic basis.

#### Note B. National, Regional and Local Marketing Fees

You will not pay a National Marketing Fee. You may at the discretion of Us be asked to voluntarily participate in a regional or local co-marketing campaign to promote your business. Such campaigns are in addition to any marketing support as previously outlined in Item 6 above.

#### Note C. Training Expense.

Initially, You must have one full time person working the business, which must be you. One must be responsible for business operations and management and a Certified **Tank Rangers RV Cleaning Technician**. We will decide whether You successfully complete the initial training program based upon knowledge test results and Our observations of Your ability to use the knowledge effectively.

During your franchise term, We will provide initial training to You as part of your Initial Fee. You must bear the cost of training additional **employees** or managers. In all cases, You are solely responsible for all salaries, compensation, benefits, travel and related expenses for trainees.

We may require You or your employees to attend additional training at a location We determine. Generally, You must pay Our usual fee(s) for mandatory training. In any event, You are solely responsible for all salaries, compensation, benefits and travel related expenses of trainees.

We may provide or make available training materials and equipment for You or Your employees and may charge a fee. All training materials are Trade Secrets. You must require any of Your employees to successfully complete any training program(s) if We designate them as mandatory.

## Item 7. Estimated Initial Investment

### YOUR ESTIMATED INITIAL INVESTMENT

TYPE OF EXPENDITURE	Amount		METHOD OF PAYMENT	WHEN DUE	TO WHOM PAYMENT IS MADE
Initial Fee (Note A)	\$19,700	\$19,700	Lump Sum	Upon signing of Franchise Agreement	Us
Equipment (Note B)	\$1380	\$3000	As Incurred	As Arranged	Vendors, Leasing Cos or Lender
Marketing & Marketing Fee (2 months) (Note C)	\$0	\$0	As Arranged	As Arranged	Us, Advertising Media Vendors
Insurance (Note D)	\$1200	\$1800	As Arranged	As Arranged	Insurance Companies
Legal Business Formation (Note E)	\$500	\$1000	As Incurred	As Incurred	Your Lawyer
Miscellaneous Opening Costs (Note F)	\$500	\$500	As Incurred	As Incurred	Vendors, Suppliers, Utilities, Tradesmen, Deposits etc.
Total	\$23,280	\$26,000			

Notes Regarding Initial Investment:

**Note A: Initial Fee.**

The Initial Fees for the Tank Rangers LLC franchise are \$19,700. The initial franchise fee is uniformly charged for all franchises currently being offered. You must pay the initial franchise fee in full when you sign the franchise agreement. The initial franchise fee is considered fully earned and is nonrefundable.

**Note B: Equipment.**

If You are buying a Franchise from Us the cost of mandatory equipment will be within this range. If You purchase from another franchisee or if you elect to acquire Your mandatory equipment from other sources, it may cost more. We are not obligated to offer your business on a fully equipped basis.

The cost of equipment could vary widely depending primarily upon Your circumstances. Some new franchisees will have existing businesses and will already have some of the equipment they will need. This may or may not be Your situation. However, even if You have an existing **RV Tank Cleaning** business that is fully equipped, You may need additional or different equipment if You are expanding Your operations or to comply with Our standards. There are factors beyond Our control that could cause You to invest more in equipment.

If You lease the equipment, that may increase Your monthly fixed expenses. If You borrow money to purchase the equipment, that may increase Your monthly fixed expenses. Factors determining whether furniture, fixtures and equipment are refundable typically include the condition of the items, level of use, length of time of possession and other variables. You should inquire about the return policy of the suppliers at or before the time of purchasing or leasing.

### Note C: Marketing.

If you are in a marketing area that contains two or more franchisees, you must participate in a marketing cooperative. This scenario would only occur if you work together with a traveling Tank Rangers LLC franchisee.

### Note D: Insurance.

We require You to purchase and maintain, at Your expense, throughout the term of this Agreement commercial general liability insurance, including bodily injury, property damage, personal injury, advertising injury, non-owned automobile, loss of business income, and broad form contractual coverage for liability assumed under this Agreement. Such insurance shall be on an occurrence basis and shall consist of combined single limit coverage of at least one million dollars per occurrence/two million dollars annual aggregate. You must purchase and maintain worker's compensation and employer's liability insurance with a reputable insurer acceptable to Us or with a state agency if you have employees. You must provide Us with one or more certificates of insurance evidencing such coverages and naming Us as an additional insured as to each applicable policy. Such certificate(s) of insurance shall provide that the coverages under the respective policy(ies) may not be modified (except to increase coverage) or canceled until at least thirty (30) days prior written notice of such cancellation or modification has been given to Us. Upon Our request You must provide Us with a true copy of any insurance policy, including all endorsements. Every insurance policy must provide that coverage is primary/non-contributory. Every insurance policy must be with an insurance company that meets Our criteria as set forth in the Manual.

Keeping in mind that the price of insurance has varied widely in recent years, You should obtain a price quotation from Your insurance agent or broker and not rely solely upon Our estimate in planning to purchase the Franchise. Workers Compensation and employers liability insurance are extra and You should obtain prices from Your state agencies or Your insurance agent or broker. The amounts you pay for insurance are typically non-refundable.

### Note E: Legal.

Because of the variability of attorney's fees, this is, at best, an estimate. You should check with Your attorney or with several knowledgeable attorneys to determine the actual range of fees before signing the Franchise Agreement. You may need an attorney to assist and advise You in setting up Your business organization and reviewing contract documents. This estimate does not include any ongoing needs for legal services in connection with relationships with customers or vendors. Depending upon Your experience and staffing, You may also need accounting services, which might be extra. You should consult Your accountant for an estimate of fees. This estimate does not include accounting or consulting services. These fees are typically non-refundable. You should inquire about the refund policy of the attorney, accountant, or consultant at or before the time of hiring.

### Note F. Miscellaneous Costs.

This estimate is for a reserve to cover incidental unexpected costs. You may want to reserve more.

### Going Concern Value Not Included.

If You purchase an existing operating **Tank Rangers LLC** business from Us or from another franchisee, You should expect to pay, in addition to the estimated initial investment, an amount representing the fair market going concern value of the business. That value might exceed the estimated initial investment. Any purchase of existing business assets and goodwill would be under a separate agreement negotiated between You and the seller.

## Services by Affiliate and others.

We may provide certain services to You under the Franchise Agreement by sub-contracting with others, including our Affiliate, to provide them. These arrangements will not result in increased costs to you for the services.

## No Financing.

We do not offer financing for any items. Should We establish relationships with sources of possible financing, We will make the information available to You. Financing availability and qualification requirements would probably change and vary widely. If We make financing available to You, We or Our affiliate(s) would expect to make a profit from it. We do not require You to obtain financing from Us or Our affiliate(s).

## Item 8. Restrictions on Sources of Products and Services

You must purchase from Us or a supplier We approve certain equipment, supplies and inventory necessary to start or operate the Licensed Business. As to other equipment, supplies and inventory, You may purchase them from the vendor(s) of Your choice, but the item(s) must meet Our specifications. We issue specifications in writing and incorporate them in the Manual. These specifications include quality, accuracy, preparation, installation, application, delivery, performance, design and appearance. In some instances, You must purchase items that comply with Our reasonable subjective determination of whether they meet the standards and comport with the **Tank Rangers LLC** image. If We have not provided specifications, You may purchase any items that reasonably meet the requirements of the Licensed Business.

In some locations, We will offer franchised **Tank Rangers LLC** businesses on a fully equipped basis only. In that case, You must purchase the equipment and the initial inventory from Us or an affiliate or approved vendor. Your cost of equipment and initial inventory will be not more than Our cost for the items on a delivered and installed basis plus a reasonable margin of profit.

You must purchase from Us or a vendor We approve all items used to start or operate Your business that contain or bear the Marks. We are the only approved vendors for the initial equipment package. We or our designated vendor(s) will make a wholesale profit consistent with industry standards. All items that You purchase from approved suppliers must meet Our specifications. This includes advertising and marketing materials, forms, and promotional items. In addition, You must purchase the signs used to identify the Licensed Business(s) and Premises from a vendor We approve.

We publish a list of approved vendors and order procedures in the Manual. We may approve other vendors if You request it in writing or if a vendor requests it and if the vendor demonstrates to Our satisfaction that it is financially stable and can provide product(s) or service(s) that meet Our specifications and that are consistent with Our image. We may charge a reasonable fee to cover Our costs in evaluating a proposed vendor. We will give you a good faith estimate of our cost of evaluating a proposed vendor within a reasonable time after you make the request, but before we begin the evaluation process. We will normally make Our decision within sixty days. We reserve the right to disapprove any previously approved vendor whose performance falls below Our standards. We will make any approvals of new vendors or revoke approval of vendors in writing and will incorporate Our decision in the Manual.

During the fiscal year covered by Our Audited Financial Statements (Attachment A), neither We nor our affiliate derived any revenue from vendors based on required purchases or leases by franchisees made in accordance with Our specifications. Because of common industry practices, we expect to receive rebates, discounts and allowances from some vendors with whom you do business. We will place such monies in either the National Marketing Fund or in a separate fund to cover the cost of franchisee conferences and conventions and franchisee incentive programs. We will make a reasonable attempt to administer the funds in a way that is fair and equitable. We anticipate that such rebates, discounts and allowances may range from zero percent to as high as fifteen percent of the amount of your purchase of

certain items. We expect the amount and availability to vary from time to time based upon factors outside our control. We will prepare an annual unaudited accounting of the amount of monies received and their application by general category and will provide You with a copy upon written request.

Because this is the first time We have offered franchises, Our historic information about how much You will spend on equipment, supplies and inventory from Us or approved vendors is an estimate based upon historic spending for one similar business operated by our affiliate. Thus, We have almost no historic information about how much You will spend on equipment, supplies and inventory that must meet Our specifications.

Current, we have negotiated an agreement with supplier to provide a discount to Tank Rangers LLC franchisees for the purchase/lease of CamSpray products or services. We may negotiate other purchase arrangements with suppliers for Your benefit in the future. Except as described in this Item, We do not currently provide any material benefits to You based upon Your use of designated or approved sources except that You know that We have confidence that the designated or approved vendor can perform to Our specifications.

Your employees and manager(s) must complete certain training programs at Your expense. We have no historic information about how much You will spend on mandatory training programs.

We estimate that Your purchases of goods and services in accordance with specifications will represent approximately 90 to 100% of Your total purchases in connection with establishing Your Licensed Business and approximately 90 to 100% of Your total purchases in connection with operating Your Licensed Business.

Neither Tank Rangers LLC nor its affiliates derived any revenue, rebates, or other material consideration from required purchases and leases to Tank Rangers LLC franchisees or suppliers in the calendar year 2023.

None other Tank Rangers officers, directors, or managers have an interest in any of the Tank Rangers LLC approved or designated vendors.

You are required to purchase all equipment from suppliers and vendors that we designate or approve.

## Item 9. Franchisee's Obligations

This table lists your principal obligations under the franchise and other agreements. It will help you find more detailed information about your obligations under these agreements and in other items of this disclosure document.

Obligation	Section in Franchise Agreement	Item in Disclosure Document
a. Site selection and acquisition/lease	Articles 1, 6, 9, 12, 15, 17, Exhibits A, B, & E Exhibit H (if applicable)	Items 5, 8, 9, 11, 12, & 17 Attachment B, Exhibits A, B & E Attachment B, Exhibit H (if applicable)
b. Pre-opening purchases/leases	Articles 1, 6, 7, & 8 Exhibits A, B, C & D Exhibit H (if applicable)	Items 5, 6, 7, 8, 9 & 17 Attachment B, Exhibits A, B, C & D Attachment B, Exhibit H (if applicable)
c. Site development and other pre-opening requirements	Articles 1, 2, 4, 6, 7, 8, 11, 15 & 17, Exhibits A, B, C & D Exhibit H (if applicable)	Items 5, 6, 9, 11, 12 & 17 Attachment B, Exhibits A, B, C & D Attachment B, Exhibit H (if applicable)
d. Initial and ongoing training	Articles 1, 4, 5, 6, 7, 9, 11, 12, 13, 15 & 20	Items 5, 6, 7, 8, 9, 11, 14, 15 & 17
e. Opening	Articles 1, 2, 4, 6, 7, 8, 11, 12, 19, Exhibits A, B, C, D, E, F, G, H (if applicable), I & K	Items 5, 6, 7, 8, 9, 11, 12, 16, 17, 22, Attachment B, Exhibits A, B, C, D, E, F, G, H (if applicable) I & K
f. Fees	Articles 2, 3, 4, 5, 7, 9, 11, 12, 17, 18, 20 & Exhibit G; Exhibit L (if applicable)	Items 5, 6, 7, 8, 9, 10, 17, Attachment B, Exhibit G; Attachment B, Exhibit L (if applicable)
g. Compliance with standards and policies/Operating Manual	Articles 1, 2, 3, 4, 5, 6, 7, 11, 12, 13 & 15 & Exhibits C & D	Items 8, 9, 12, 13, 16, 17, Attachment B, Exhibits C & D
h. Trademarks and proprietary information	Articles 1, 2, 5, 6, 7, 11, 15, 16, 17, 18 (if applicable) & Exhibits A, B, D, F, G, I & L (if applicable)	Items 1, 2, 8, 9, 11, 12, 13, 14, 16, 17, Attachment B, Exhibits A, B, D, F, G, I & L (if applicable)
i. Restrictions on products/services	Articles 1 & 7 & Exhibit D	Items 1, 8, 9, 12, 13, 14, 16 & 17 & Attachment B, Exhibit D
j. Warranty and customer service requirements	Articles 1, 2, 3, 4, 5, 7, 8 & 15,	Items 1, 8, 9, 12, 13, 14, 15, 16 & 17
k. Territorial development and sales quotas	Not Applicable	Not Applicable
l. Ongoing product/service purchases	Articles 4, 5, 7 & 15, Exhibits C & D	Items 6, 8, 9, 16, & 17, Attachment B, Exhibits C & D

Obligation	Section in Franchise Agreement	Item in Disclosure Document
m. Maintenance, appearance and remodeling requirements	Articles 1, 6, 7, 9, 11, 12, 15, 16 & 17, Exhibits A, C & D	Items 6, 7, 9, 13, 15, 16 & 17, Attachment B, Exhibits A, C & D
n. Insurance	Articles 8 & 15	Items 7, 9 & 17
o. Marketing	Articles 1, 2, 3, 6, 7, & 15	Items 7, 8, 9, 13, 14, 16, 17 & 18
p. Indemnification	Articles 8, 11 & 15	Items 7, 9 & 17
q. Owner's participation/management/staffing	Articles 4, 5, 7, 11, 13, 15 & 17, Exhibits G & I	Items 7, 8, 9, 12, 13, 15, 16, & 17, Attachment B, Exhibits G & I
r. Records/reports	Articles 3, 7, 8, 12 & 15	Items 8, 9, 15 & 17
s. Inspections/audits	Articles 3, 7, & 15	Items 6, 8, 9, 16 & 17
t. Transfer	Articles 1, 6, 7, 11, 12, 13, 14, 15, 16, 17 & 18 (if applicable)	Items 6, 9, 13, 14 & 17
u. Renewal	Articles 9, 10 & 15	Items 6, 9 & 17
v. Post-termination obligations	Articles 5, 8, 10, 13, 14, 15, 16, 17 & 18 (if applicable)	Items 6, 9, 13, 14 & 17
w. Non-competition covenants	Articles 1, 5, 7, 11, 15, 16 17 & 18 (if applicable)	Items 9, 13, 14 & 17
x. Dispute resolution	Article 19	Items 9 & 17

## Item 10. Financing

We do not offer any direct or indirect financing. We do not guarantee your note, lease, or obligation.

## Item 11. Franchisor's Assistance, Advertising, Computer Systems and Training

### Pre-opening Obligations.

**Except as listed below, we are not required to provide you with any assistance.**

Before You open Your Licensed Business, We will::

1. License you to use our Marks and System in connection with your Licensed Business (Franchise Agreement - Article 1);
2. Designate Your Territory (Franchise Agreement - Article 1);
3. Loan You one or more operations manuals ("the Manual") (Franchise Agreement - Article 1); and

4. We do not select or hire your employees. Provide initial training for You , if applicable, as follows:

### TRAINING PROGRAM

Subject	Hours of Classroom Training	Hours of On-the-Job Training	Location
Field Training		20-40	In the Field
Marketing	4		Online / Live
Business Formation & Development	4		Online / Live
Accounting	4		Online / Live
Customer Service / Reviews	4		Online / Live
<b>Total</b>	<b>16 Hours</b>	<b>20-40 Hours</b>	

\* All times are approximate, and We may adjust them based upon Your experience and rate of learning. Although the person(s) indicated will coordinate and be responsible for training, they may bring in other appropriate persons to actually conduct the training or some portion of it.

We do not charge for the initial training for You which includes any necessary travel expenses if needed, but You must pay the travel and living expenses for Your employee(s). All training occurs at a location determined by Us such as a RV Rally, Customer location or RV Service Center at the sole discretion of Us. We will decide whether You successfully complete the initial training program based upon knowledge test results and Our observations of Your ability to use the knowledge effectively.

Instructional materials may include manuals, videos, scripts, and PowerPoint presentations. Training is not scheduled regularly but will be offered to you before the opening of your Franchised Business. Training is not scheduled regularly but will be offered to you before the opening of your Franchised Business. Instructor for Initial Franchise Training are:

Gabriel Munoz, our President, who has 2 years of experience in RV Tank Cleaning.

We may change, add to, or make substitutions for the subjects and instructors listed in the above tables as necessary or appropriate. All instructors and substitute instructors will have a minimum of one year of experience in the Tank Rangers RV Tank Cleaning System or the subject matter for which they provide training and instruction.

**Obligations after opening, We will:**

1. Take any actions We deem appropriate to protect or defend the Marks or System (Franchise Agreement - Article 1);
2. Loan You one or more operations manuals ("the Manual"), which contains specifications and mandatory and suggested standards and procedures. This manual is confidential and remains Our property. We will modify this manual, but the modifications will not alter Your status and rights under the Franchise Agreement. (Franchise Agreement - Article 1). Attachment D includes a copy of the Manual's table of contents . The Manual currently contains approximately 20 pages.
3. Manage any National Marketing Fees. We will provide a periodic accounting, but only as to the aggregate amount of any National Marketing Fees collected and how We used them by general category. (Franchise Agreement – Article 2)
4. Manage all aspects of the marketing program using any National Marketing Fees collected (Franchise Agreement - Article 2);
5. Collect and manage funds received as rebates, discounts and allowances from vendors you do business with (Franchise Agreement – Article 2); and
6. Provide a periodic training program for Your manager(s) and for certain other employees, at Our regular charge for the training (Franchise Agreement - Articles 4 & 5).

After You open the Licensed Business, We expect to be in regular contact with You to discuss Your operation of the Licensed Business and to generally be of assistance. We plan to provide additional on-going training for You and Your manager(s) and employees at no cost to you aside from agreed upon travel expenses. The Agreement does not obligate Us to provide such services, however.

We plan to provide a marketing program at no additional cost to you. We expect to focus all marketing using our National Marketing budget in areas where We have one or more franchisees, although the Agreement does not require Us to benefit You with every marketing program. We may charge Our marketing research, development and production expenses against the marketing funds. You must conduct marketing for Yourself directly or through a Regional Marketing Cooperative and You may use Your own marketing materials, but You must obtain Our approval of any such materials in advance. We are not obligated to collect a National Marketing Fee or to conduct a marketing program.

You may not engage in sales through alternative distribution channels or the Internet without Our prior written approval. We are not required to give You such approval. (Franchise Agreement – Article 1)

We currently do not have an advisory council. If We form or approve an advisory council, You must participate. Any advisory council would not have decision-making power. It would be advisory only. We have the right to form, change or dissolve any advisory council.

**Advertising**

If at any time there are two or more **Tank Rangers LLC** franchisees within a marketing area You must form a local marketing cooperative and You must participate. This participation would not have mandatory additional marketing fees, however to support the local marketing cooperative you may be asked to participate financially but is not required. Your participation however is required and would include activities like attending RV focused events, visiting RV Parks and the distribution of marketing materials. We will decide and may modify the size and location of any marketing area. For each Tank Rangers RV Tank Cleaning business operated by us or our affiliates in a geographical area for which a Cooperative has

been established, we will make a Cooperative Contribution on the same basis as assessments required of comparable franchises that are members of the same Cooperative. If outlets owned by us have the controlling voting power, Cooperative Contribution will not exceed five percent of Gross Revenues. You do not have the right to form, change, dissolve, or merge any Regional Advertising Cooperative. We shall administer the Regional Advertising Cooperative. There are currently no Regional Advertising Cooperatives or governing documents available for your review. A local marketing cooperative, by a majority vote, may assess additional National Marketing Fees and You must pay them. A local marketing cooperative may not assess National Marketing Fees in an amount greater than five percent of Gross Revenues unless all members of the cooperative agree. Except for these guidelines, and subject to any rules or recommendations We may adopt, each local marketing cooperative will be autonomous, making its own rules and procedures and administering its own funds. We will collect regional cooperative marketing fees for voluntary marketing cooperatives, if applicable.

Contributions to the Tank Rangers, LLC National Advertising Fund may be used for in-house, national or regional agencies to maintain, administer, research, direct, and prepare advertising and/or promotional activities, including, without limitation, the costs of preparing and conducting advertising campaigns, which may be local, regional or national, in various media; direct mail and outdoor billboard advertising; marketing surveys and other public relations activities; employing advertising agencies to assist therein; product development; and developing and providing promotional and other marketing materials for franchisees in the System. We may be reimbursed for any labor or services we provide to the fund and for any costs we incur for or on behalf of the National Advertising Fund for any labor or services that we provide to the fund and for any costs that we incur for or on behalf of the National Advertising Fund. We may loan the National Advertising Fund additional funds if needed. For each company-owned location (if any), we will contribute to the National Advertising Fund on the same basis as assessments required of comparable franchises within the System. Franchisees who contribute to the fund may obtain a copy of the fund's unaudited financial statements after April 30th of each year upon your written request. Except as disclosed above, neither we nor any affiliate of ours will receive any payment from the fund. We do not use National Advertising Fund dollars to solicit new franchise sales.

Because We are new, We have no basis for providing information about how We spent any marketing funds during the last year. Any marketing funds not used during any one year remain in the marketing fund(s) for the next year. We are not obligated to conduct advertising or spend any money on advertising in your Territory or area except as provided above. We are not obligated to conduct local, regional, or national advertising except as provided above.

### **Time To Open**

The typical length of time between when You sign the Agreement or pay the initial franchise fee and the time when Your Licensed Business opens will generally be 30 days. The factors affecting this length of time include the time necessary for You to obtain Premises and equipment, schedule Your initial training, and hire and train any necessary employees. There may be unusual circumstances in which, because of delays and other events beyond Our control it takes longer than 30 days. On the other hand, it could be less than 30 days.

If you do not open your business within 30 days of signing the Franchise Agreement we may terminate your Franchise Agreement and retain all monies that you have paid us or our affiliates.

### **Training**

Before opening Your Licensed Business, You must successfully complete Our initial training program. We will decide whether You successfully complete the initial training program based upon knowledge test results and Our observations of Your ability to use the knowledge effectively. We will ordinarily schedule the initial training program so that You will complete the pre-opening portions no more than 60 days before the scheduled opening of Your Licensed Business. You are responsible for all salaries, compensation and travel related expenses of persons receiving training, both initial training and on-going training. For further information regarding expenses related to the initial training.

Because there is always uncertainty about if and when You will locate and develop acceptable franchise Premises, how long it will take to open Your Licensed Business and about whether You will

successfully complete training, You should not terminate employment or cease other income producing activity until after these events have occurred.

### **Computer Software**

We do not require You to use certain computer equipment and software. You may select any computer hardware that meets or exceeds Our current minimum requirements. You are responsible to maintain and repair Your hardware and to update or upgrade Your software. We may recommend or require additional hardware. We may require You to purchase specified point of sale or register equipment and software and/or portable hand-held devices

## **Item 12. Territory**

You will receive an exclusive territory. You may face competition from competitive brands.

We will grant You a geographic territory ("Territory") which We will describe in Exhibit B to the Franchise Agreement. If You are not in breach of the Agreement, We will not locate or open a competitive business under the Marks and using the System in Your Territory, either company-owned or franchised, during the term of the Agreement. You are permitted to operate the Franchised Business only at one location and only within Your Territory unless otherwise agreed upon by you and Tank Rangers, LLC. There are no restrictions on where customers may come from. You may only engage in direct marketing within your Territory, except with our prior approval or through a Regional Marketing Cooperative.

The Agreement excludes the rights to RV Rallies from Your Territory, even though they may be located within the boundaries of Your Territory. Tank Rangers, LLC retains to the rights to these RV Rallies and will assign a Tank Rangers, LLC authorized franchisee the rights to these Rallies. In most cases, unless a specific Rally requests, if a Rally is within your territory you will be assigned. We, or a person We designate, may directly or indirectly sell and distribute goods and services at those locations, including the same goods and services You offer and may use the Marks, without paying You or any other franchisee.

The Agreement permits Us to modify the boundaries and size of Your Territory if the population of Your territory increases by fifty percent or more from the estimated population at the time You sign the Agreement. If a modification reduces the size of Your Territory, and You are in full compliance with the Agreement, You will have a sixty day first right of refusal to license and operate another **Tank Rangers, LLC** franchise in the newly created territory. If a modification reduces the size of the territory of more than one franchisee, the affected franchisees will have rights of refusal in the order of the amounts of population severed from each territory; but if more than one territory is reduced by approximately the same percentage, then the affected franchisees will receive rights of refusal in the order of their seniority as **Tank Rangers, LLC** franchisees in the affected territories.

In determining the original size and boundaries of Your Territory, We will consider demographic and other factors that We deem appropriate, including the number of people living within the logical market area, the number and size of competitors, traffic patterns, the competitive situation, natural determinants, and economic data. We will not necessarily give any single factor or combination of factors controlling weight. Your Territory will not be identical to that of any other franchise and You must make Your decision whether to purchase the franchise based upon Your knowledge of Your proposed Territory. You will have a say in the size of your territory based on number of miles you are willing to travel in a given day.

If you are in full compliance with the Agreement and with the Manual, we may permit you to acquire expansion territory. Expansion territory is adjacent territory that We have not assigned to another franchisee. This expansion territory will be agreed up and reflected in an addendum to the franchise agreement. There are no fees for expanding your territory but required Our approval.

Except as described above, We and Our affiliate(s) will not establish other franchised or company-owned **Tank Rangers, LLC** offices within Your Territory. Except as described above, We will not alter Your

Territory. Your continued Territory rights are not affected by your sales volume, market penetration or any other contingency.

Except as disclosed in Item 12, no other circumstances permit us to modify your territorial rights.

## Item 13. Trademarks

We give You the right to use the name “Tank Rangers” and other trade names, trademarks, service marks, trade dress and logos We currently use or which We may adopt or approve (the “Marks”) in the Licensed Business. You must follow Our rules when You use the Marks. You may only use the Marks exactly as We specify. You may not use any of the Marks in connection with the offer or sale of any unauthorized product or service.

We own the right to use the name and service mark “**Tank Rangers**”

*In addition to Our common law rights to the Mark*, our trademark application was filed electronically with the United States Patent and Trademark Office on June 11, 2024. **Serial No. 98594901**

There are no presently active determinations of the Patent Office, the Trade Mark Administrator of any state or any court, any pending interference, opposition or cancellation proceeding or any pending material litigation involving the Marks that is relevant to Your ability to use the Marks in connection with the Licensed Business.

We do not know of any prior rights that could materially affect the franchisee’s use of the principal trademark. There are no agreements that significantly limit Our rights to use or license You to use the Marks in any manner material to the Licensed Business.

You must inform Us if You become aware of any misuse or misappropriation of the Marks or anything confusingly similar. You may not start any litigation relating to the wrongful use of the Marks without Our prior written approval. We may take whatever action We deem appropriate to protect or defend the Marks or System, but We are not required action.

If a third party sues You claiming that You are infringing the trademark or trade name of the third party by using the Marks, You must inform Us immediately. We will indemnify You as to that claim only and have the right to control the litigation.

It may become necessary in Our sole discretion, because of trademark litigation, a decision of the Patent and Trademark Office, or otherwise, to change the Marks. In that event, You must immediately adopt the new or revised Marks and Our maximum liability, including for any purported goodwill, is to reimburse You for the actual out-of-pocket costs of changing the principal signs identifying Your Premises.

We do not know of any person claiming or having superior rights to any of the Marks or of any infringing uses of the Marks that could materially affect Your use of the Marks.

## Item 14. Patents, Copyrights and Proprietary Information

There are no patents or pending patent applications or registrations material to the franchise. We do not own any patents material to the franchise. We do not own any copyright registration material to the franchise. We have copyrighted and will continue to copyright the Manual and revisions of all Manuals and Handbooks and construction plans loaned to You, and all training materials We provide or sell to You and Your employees. We have not registered any copyrights, but may in the future.

The Manual(s), the contents of each, and certain other information We will provide to You, including certain recipes and annual reports on marketing funds expenditures, if required, are all confidential trade secrets. All information We provide to You or which You develop in the course of performing under the Franchise Agreement which is not generally available to the public and which a competitor might find valuable are trade secrets. If we designate something as a "Trade Secret", You must treat it as a Trade Secret whether or not it would otherwise meet any definition of "Trade Secret". You are responsible for protecting all trade secrets and You cannot transfer them or sell them to anyone at any time. You must require **all** employees who have access to Trade Secrets to comply with Your obligations under the Franchise Agreement to protect Our Trade Secrets.

You must promptly notify us of any infringement of the Tank Rangers RV Tank Cleaning Service copyright-protected materials, Operating Manual, advertising materials, and other proprietary documents by any person or legal entity or any litigation instituted by any person or legal entity against you or us involving the Tank Rangers RV Tank Cleaning Service copyright-protected materials, Operating Manual, advertising materials, or other proprietary documents. We will control any litigation or proceeding. We are not required to defend the Tank Rangers RV Tank Cleaning Service copyright-protected materials, Operating Manual, advertising materials, or other proprietary documents. If we undertake the defense, prosecution, or settlement of any litigation relating to the Tank Rangers RV Tank Cleaning Service copyright-protected materials, Operating Manual, advertising materials, or proprietary documents, you agree to assist as necessary to carry out such defense, prosecution, or settlement. We are not required to indemnify you for expenses or damages if you are a party to an administrative or judicial proceeding involving the Tank Rangers RV Tank Cleaning Service copyright-protected materials, Operating Manual, advertising materials, or other proprietary documents or if the proceeding is resolved unfavorably to you.

We retain the right to modify the Tank Rangers RV Tank Cleaning Service copyright-protected materials, Operating Manual, advertising materials, and other proprietary documents. Upon demand by us, you shall discontinue using Tank Rangers RV Tank Cleaning Service copyright-protected materials, Operating Manual, advertising materials, or other proprietary documents at your sole cost and expense, as directed by us. We are not required to reimburse or compensate you for any modification or discontinuation of the Tank Rangers RV Tank Cleaning Service copyright-protected materials, Operating Manual, advertising materials, or proprietary documents.

We have no actual knowledge of superior prior rights or infringing uses of the Tank Rangers RV Tank Cleaning Service copyright-protected materials, Operating Manual, advertising materials, or other proprietary documents that could materially affect your use of such copyrights or proprietary information. You will not acquire any interest in the Proprietary Information. All Proprietary Information must be returned to us immediately upon the termination of the Franchise Agreement for any reason. The Proprietary Information is disclosed to you solely on the condition that you (1) will not use it in any other business or capacity; (2) will maintain the absolute confidentiality of the information during and after the term of your Franchise Agreement; (3) will not make unauthorized copies of any portion of the Operating Manual or any other written communication from us; (4) will not disclose or duplicate any part of the Proprietary Information other than disclosure to an employee of the franchised business to the extent necessary to do his or her job; and (5) will adopt and implement all reasonable procedures we may require preventing unauthorized use or disclosure of the information, including restrictions on disclosure of the information to employees of the franchised business and the use of nondisclosure and non-competition clauses in employment agreements. All shareholders, officers, directors, partners, and members of the franchise are presumed to have access to Proprietary Information and must sign a Nondisclosure and Noncompetition Agreement to maintain the confidentiality of the Proprietary Information and conform to the noncompetition covenants.

You must inform us in writing if anyone breaches the Nondisclosure and Noncompetition Agreement or any other violation of the obligations regarding any of the Proprietary Information or if you learn about any improper use of any of it.

If we require you to modify or discontinue using the subject matter covered by the patent or copyright. In that case, we are not required to reimburse or compensate you for the modification or discontinuation.

## **Item 15. Obligation to Participate in the Operation of the Franchised Business**

You must either devote Your full time and effort to managing and operating the Licensed Business or delegate its management or operation to a responsible person. You must reserve and exercise ultimate authority and responsibility over operation and management of the Licensed Business. If You delegate management and operation to a manager, the manager must first successfully complete Our initial training program within sixty days after assuming the role of manager. If You are a corporation or other entity, each owner must personally guaranty the Agreement and the entity must designate a competent manager. We do not require the designated manager to be an equity owner of the franchised business. You must, at all times, employ at least one **Tank Rangers certified tank cleaning employee**. You must require each manager and employee to whom You disclose our trade secrets to be subject to the trade secrets section of the Franchise Agreement (Franchise Agreement – Article 5). You must require every manager and employee with access to trade secrets to sign a confidentiality agreement. The current form of confidentiality agreement is Exhibit I to the Franchise Agreement.

You are not required or obligated to participate personally in the direct operations of the Franchised Business; however, we strongly recommend that you do so. The manager need not have an ownership interest in the franchise. You and each shareholder, partner, member, and other equity owners of the franchise, and each individual shareholder, partner, member, and other equity owners of any shareholder, partner, member, and other equity owners that is itself a business entity, must personally guarantee all of the franchisee's obligations and performance under the Franchise Agreement.

## Item 16. Restrictions on What the Franchisee May Sell

You may offer for sale only products and services We approve. You must offer recreational vehicle tank cleaning services under Our Marks and following Our System and of a type, quality and variety consistent with the **Tank Rangers, LLC** image. We have sole discretion in determining what constitutes the **Tank Rangers** image. The image is constantly evolving as markets change and evolve.

We may change the System or any part of the System at any time, and as changed it will remain the System. We own any improvements or changes in the System whether We, You or other franchisees develop them and have the right to adopt and perfect such improvements or changes without compensating You. If We modify the System, You must, at Your own expense, adopt and use the modification(s) as if they were part of the System at the time You signed the Agreement. There are no restrictions on Our right to modify the types of goods and services You will offer except that We will remain primarily a seller of recreational vehicle tank cleaning services.

## Item 17. Renewal, Termination, Transfer and Dispute Resolution

This table lists certain important provisions of the franchise and related agreements. You should read these provisions in the agreements attached to this Franchise Disclosure Document.

	<b>Provision</b>	<b>Section in Franchise Agreement</b>	<b>Summary</b>
a.	Term of the Franchise	Article 1	5 years.
b.	Renewal or extension of the term	Article 9	If You are in good standing and We continue the franchise system in Your area, We may permit You to renew for another term under the then-current agreement, which may be materially different than the agreement We are now offering.
c.	Requirements for You to renew or extend	Article 9	Renew means upon the expiration of your Franchise Agreement, you may sign an agreement with materially different terms and conditions from the original franchise agreement for an additional term.

	<b>Provision</b>	<b>Section in Franchise Agreement</b>	<b>Summary</b>
d.	Termination by You	Article 18	At any time; upon 90 days notice; no cause required; sign agreement including general release; and pay fee depending upon whether You want Us to waive the post-term non-compete agreement. For a higher fee, We will agree to not compete with You for a period of time in any territory You had at the time of Termination. See Article 18 and Exhibit L to the Franchise Agreement.
e.	Termination by Franchisor without cause	None	
f.	Termination by Franchisor with cause	Article 15	We may terminate only for cause. We may, in lieu of terminating your franchise, terminate your territorial rights and leave your franchise in full force and effect; however, terminating Your territorial rights does not limit Our rights thereafter to terminate your franchise for the same or a different cause.
g.	"Cause" defined-- defaults which can be cured	Article 15	You have 72 hours to cure: failure to pay Us ;You become insolvent; failure to pay any taxes before delinquent; sublicensing of Marks; impasse among owners of Franchise; violation of any law or rule (including any health codes, rules or regulations); conviction of a felony; failure to operate properly using the Marks; unethical or dishonest business dealings; failure to maintain insurance; failure to timely deliver estoppel certificate; or termination of any other agreement between You and Us for cause. You have 30 days to cure any breach of the Agreement for which the Agreement does not specify a shorter period.
h.	"Cause" defined-- defaults which cannot be cured	Article 15	Non-curable defaults: repeated defaults, even if cured; You are adjudged bankrupt; assignment for benefit of creditors; abandonment of business; convicted or plead guilty to violating law relating to Licensed Business.

	<b>Provision</b>	<b>Section in Franchise Agreement</b>	<b>Summary</b>
i.	Your obligations on termination/nonrenewal	Articles 16 & 17	No further use of Marks, telephone numbers, telephone listings, computer software, trade secrets or the Manual; certain notification obligations; payment of sums due to Us; sign document(s) to transfer telephone numbers; customer databases. If We elect to assume Your territory and to operate a <b>Tank Rangers</b> business in your territory, You must cooperate in a changeover procedure, including and permitting Us to communicate directly with Your employees, vendors and customers in order to facilitate a smooth transition.
j.	Assignment of contract by Franchisor	Articles 12, 14 & 21	No restriction on Our right to assign except that if Our assignee assumes all of Our obligations to You then We are free of further liability to You.
k.	"Transfer" by You-- definition	Articles 11, 12, 13 & 14	Includes any assignment, transfer, sale, sublease or encumbrance of the Agreement, the Franchise, the assets of Your business, the Premises, or of any ownership interest in the Franchisee if You are a corporation, partnership or limited liability company or other form of Entity.
l.	Franchisor's approval of transfer by franchisee	Articles 11, 12, 13 & 14	Franchisor has the right to approve or disapprove all transfers.

	<b>Provision</b>	<b>Section in Franchise Agreement</b>	<b>Summary</b>
m.	Conditions for Franchisor's approval of transfer	Articles 11, 12, 13 & 14	You are current in all fees to Us; You are not in material breach of the Agreement; You have paid all debts of Your business; new Franchisee signs release of claims against Us for representations You made; You sign a mutual termination and release of the Agreement; We receive transfer fee (\$7500); new Franchisee signs the then-current form of Agreement (except preserving Your financial terms for balance of Your term); new Franchisee qualifies; new Franchisee successfully completes initial training program; new Franchisee obtains rights to Your Premises lease, if applicable; and We receive 30 day right of first refusal. The fee to transfer to an entity with identical ownership is \$500.
n.	Franchisor's right of first refusal to acquire Your business	Article 12 & 17	We may match any offer for Your business.
o.	Franchisor's option to purchase Your business	Article 17	On termination, We may purchase any part of Your business at the fair market value of the tangible personal property purchased.
p.	Your death or disability	Articles 12 & 13	Your heirs or personal representative must, within 90 days, either (i) request the right to continue to operate the business, subject to Article 13 of the Agreement except that no transfer fee will be payable, or (ii) sell the Licensed Business to a third party, subject to Article 13 of the Agreement. If We deny a request to continue to operate the business, the 90 days to sell begins on the date of Our denial. The same applies if You become disabled as defined in Article 14 of the Agreement.
q.	Non-competition covenants during the term of the franchise	Article 16	No involvement in any competing business anywhere.

	<b>Provision</b>	<b>Section in Franchise Agreement</b>	<b>Summary</b>
r.	Non-competition covenants after the franchise is terminated or expires	Articles 16 & 18 (if applicable)	For 24 months, You must not compete with Us in the United States, solicit or divert any of Our customers or vendors or customers or vendors of any other franchisee, disclose any trade secrets, or solicit or hire any of Our employees, former employees or franchisees. For 24 months, You will not be employed by or in business with any person or entity that does any of those things.
s.	Modification of the agreement	Article 21	Only by written agreement; We may modify Manual at any time.
t.	Integration/merger clause	Article 21	Only the terms of the Agreement are binding (subject to state law). Any other promises or agreements may not be enforceable.
u.	Dispute resolution by arbitration or mediation	Article 19	Except for actions for the sole purpose of collecting unpaid monies, including franchise fees, royalties or Marketing Fees or to enforce trademark or trade secret rights and covenants against competition, We will settle all disputes with You by Arbitration, which will only occur after the parties try informally to resolve the dispute and participate in mediation.
v.	Choice of forum	Articles 19 & 21	Litigation or arbitration must be in the state of <b>Florida</b> (subject to applicable state law). Notwithstanding the foregoing, nothing in any franchise agreement is intended to disclaim the express representation made in this Franchise Disclosure Document.
w.	Choice of law	Article 21	The law of the state where Your Licensed Business is located applies (subject to applicable state law).

## Item 18. Public Figures

We do not currently use any public figure to promote Our franchise.

## Item 19. Financial Performance Representations

The FTC's Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets if there is a reasonable basis for the information and if the information is included in the disclosure document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about a possible performance at a particular location or under particular circumstances.

We do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor's management by contacting Gregory Sipe at 694 51<sup>st</sup> Street Washougal, WA 98671 206-661-3557, the Federal Trade Commission, and the appropriate state regulatory agencies.

## Item 20. Outlets and Franchisee Information

Table No. 1  
Systemwide Outlet Summary  
For years 2024 to 2026

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2024	2	21	19
	2025	19	33	14
	2026			
Company-Owned	2024	2	2	2
	2025			
	2026			
Total Outlets		6	18	14


Table No. 2  
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)  
For years 2024 to 2026

State	Year	Number of Transfers
_____	2024	0
	2025	0
	2026	
_____	2024	
	2025	
	2026	
Total	2024	
	2025	
	2026	

Table No. 3  
Status of Franchised Outlets  
For Years 2024 to 2026

State	Year	Outlets at Start of Year	Outlets Opened	Terminated	Non-Renewals	Reacquired by Franchisor	Ceased Operations Other Reasons	Outlets at End of Year
_____	2024	2	19					21
	2025	19	15				2	33
	2026							
_____	2024							
	2025							
	2026							
Totals	2024							
	2025							
	2026							

Table No. 4  
Status of Company-Owned Outlets

For Years 2020 to 2022

State	Year	Outlets at Start of Year	Outlets Opened	Outlets Reacquired from Franchisee	Outlets Closed	Outlets Sold to Franchisee	Outlets at End of the Year
	2024	1					1
	2025	1					1
	2026						
	2024						
	2025						
	2026						
Totals	2024						
	2025						
	2026						

Table No. 5  
Projected Openings As of December 31, 2025

State	Franchise Agreements Signed But Outlet Not Opened	Projected New Franchised Outlet In The Next Fiscal Year	Projected New Company-Owned Outlet In The Next Fiscal Year
Texas		1	
Florida / Texas		1	
Utah		1	
South Dakota		2	
Arizona		2	
North Carolina		1	
Wisconsin		1	
California		2	
Total		11	

The number of new franchised locations projected to be opened in the next fiscal year, as presented in the table above, is an estimate based on the best information we have as of the date of this disclosure document. There is no assurance that the actual number of openings, or the states in which we projected the openings, will be the same as our estimates.

A list of the names, addresses, and telephone numbers of all Tank Rangers, LLC franchisees is attached to this disclosure document as Exhibit C-1. A list of the names, last known home addresses, and telephone numbers of every Tank Rangers, LLC franchise who has had their franchise terminated, canceled, not renewed, or otherwise voluntarily or involuntarily ceased to do business under the Franchise Agreement during the most recently completed fiscal year, or who has not communicated with us within 10 weeks of the date of this disclosure document, is attached to this disclosure document as Exhibit C-1. If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.

Our Franchise Advisory Council has not been established as of the date of this document.

As of the date of this disclosure document, there are no other trademark-specific franchisee organizations associated with the Tank Rangers, LLC franchise system that we have created, sponsored, or endorsed, and there are no independent trademark-specific franchisee organizations that have asked to be included in our disclosure document.

## Item 21. Financial Statements

We do not make any representations about a franchisee’s future financial performance or the past financial performance of company-owned or franchised outlets. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor’s management by contacting Gregory Sipe at 694 51<sup>st</sup> Street Washougal, WA 98671 206-661-3557, the Federal Trade Commission, and the appropriate state regulatory agencies.

### January 1-December 31, 2025

Distribution account	Total
Income	
Sales	11,736.73
Sales - AL	15,980.00
Sales - Alaska	2,250.00
Sales - AR	6,600.00
Sales - AZ	3,500.00
Sales - CO	18,900.00
Sales - FL	8,583.34
Sales - GA	18,700.00
Sales - IN	1,270.35
Sales - MI	19,125.00
Sales - MO	16,500.00
Sales - MS	11,250.00
Sales - MT	18,650.00
Sales - NC	2,660.21

Sales - NM	24,700.00
Sales - OR	2,788.11
Sales - SC	23,524.90
Sales - SD	2,700.00
Sales - TX	14,750.00
Sales - WA	7,156.01
<b>Total for Sales</b>	<b>\$231,324.65</b>
<b>Total for Income</b>	<b>\$231,324.65</b>
<b>Gross Profit</b>	<b>\$231,324.65</b>
Expenses	
Advertising & marketing	30,709.95
General business expenses	
Bank fees & service charges	298.18
Memberships & subscriptions	195.00
<b>Total for General business expenses</b>	<b>\$493.18</b>
Insurance	596.86
Interest paid	
Credit card interest	634.23
<b>Total for Interest paid</b>	<b>\$634.23</b>
Legal & accounting services	
Accounting fees	7,897.06
Legal fees	6,317.82
<b>Total for Legal &amp; accounting services</b>	<b>\$14,214.88</b>
Meals	
Meals with clients	74.06
<b>Total for Meals</b>	<b>\$74.06</b>
Not Assigned	1,488.06
Office expenses	
Merchant account fees	1,510.81
Office supplies	2,274.66
Shipping & postage	661.34
Small tools & equipment	249.55
Software & apps	9,145.79
<b>Total for Office expenses</b>	<b>\$14,038.22</b>
Payroll expenses	29.00
Referral Fees	1,277.50
Supplies	9,611.17
Taxes paid	856.18
Travel	
Airfare	3,711.84

Hotels	8,053.69
Taxis or shared rides	547.31
Vehicle rental	310.46
<b>Total for Travel</b>	<b>\$12,623.30</b>
Travel Meals	4,709.54
Utilities	
Phone service	764.74
<b>Total for Utilities</b>	<b>\$764.74</b>
<b>Total for Expenses</b>	<b>\$92,120.87</b>
<b>Net Operating Income</b>	<b>\$139,203.78</b>
Other Income	
Cash Back Rewards	118.86
Interest earned	0.03
<b>Total for Other Income</b>	<b>\$118.89</b>
Other Expenses	
Vehicle expenses	208.95
Parking & tolls	209.17
Vehicle gas & fuel	2,133.93
Vehicle repairs	1,593.54
<b>Total for Vehicle expenses</b>	<b>\$4,145.59</b>
<b>Total for Other Expenses</b>	<b>\$4,145.59</b>
<b>Net Other Income</b>	<b>-\$4,026.70</b>
<b>Net Income</b>	<b>\$135,177.08</b>

## Item 22. Contracts

The following exhibits to this disclosure document are the contracts used by us in offering franchises:

Attachment B - Franchise Agreement

with:

- Exhibit A, Location of Licensed Business;
- Exhibit B, Territory;
- Exhibit C, Required Equipment;
- Exhibit D, Items Pursuant to Specifications
- Exhibit E, Lease Conditional Assignment Agreement
- Exhibit F, Assignment of Telephone Numbers
- Exhibit G, Personal Guaranty
- Exhibit H, Master Lease (if applicable)
- Exhibit I, Trade Secrets and Confidentiality Agreement

Exhibit J, Mutual Termination and Release Agreement  
Exhibit K, Consent, Waiver and Release for Training  
Exhibit L, Release from Continuing Obligations  
Exhibit M, Confidentiality Agreement—Additional Information  
Exhibit N, Conversion Addendum

## Item 23. Receipt

The Receipt page is attached to the last page of this disclosure document. You must sign the receipt to acknowledge your receipt of this disclosure document.

FRANCHISE DISCLOSURE DOCUMENT

# ATTACHMENTS

## **Attachment A – Financial Statements**

**We do not make any representations about a franchisee’s future financial performance or the past financial performance of company-owned or franchised outlets. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor’s management by contacting [franchisor’s representative], the Federal Trade Commission, and the appropriate state regulatory agencies**

# Attachment B – Franchise Agreement



## Attachment C – List of Current and Former Franchisees

Robert & Tammy Shoemaker	TR Mobile #1	480-861-8042
Shane Krueger	TR Mobile #3	325-340-6323
Greg & Tammy Cash	Ambassador	256-668-0766
Gerald Ferguson	TR Mobile #4	360-708-3816
Shaun Ruschhaupt	TR Mobile #5	850-530-2211
Greg Sipe & Gabe Munoz	TR SW WA/ NW OR	206-661-3557
Kevin Fredinburg	TR Oregon	503-507-7212
Tina & Jeff Arnold	TR of East Florida	772-321-0294
Merrie Macdowell & Jerry Nott	TR of Western Florida	941-274-8035
Nick & Katrina Schaffer	TR of SW Florida	941-725-4419
Julius & Diane Baker	TR of Jacksonville	904-738-4307
Matthew & April Weitz	TR of Central Gulf Course AL	251-510-9248
Scott Robinson	AMB – TR of East Wisconsin	920-913-0320
Kevin Carlson(Lee)	TR of Minnesota	320-364-3448
Doug and Robin Burks	TR of Kansas City	816-699-1342
Steve and Stacey Lampe	TR of NW Arkansas	479-567-7435
Mark & Christy Olson	TR of Northern Alabama	256-508-6383
Ignacio Saucedo	TR of Houston Texas	713-906-9415
Tim Line	TR of Eastern Texas	903-952-9521
Tommy Bradley	TR of Central Texas	737-388-5134
John Michaels – All Pro	Ambassador- Arizona	N/A
John Robert – Eco Clean	Ambassador - CA	N/A
Rod & Pam Knepper	TR of Mid West Michigan	616-642-4124
Dennis Hageman	TR of SW Mississippi	419-551-1066
Stephen & Darlene	TR of Middle Tennessee	931-247-4795
Dale and Amy Hafer	TR Mobile #7	406-330-0093
Michael Matt	TR of SE Georgia	703-380-7598
Patrick Molina	TR of Albuquerque NM	505-259-6392

## Attachment C – List of Current and Former Franchisees

Tiweh White	TR of Denver CO	720-341-2818
Dean and Lori Andrews	TR Mobile #8	480-747-5025
Jim and Tami Soumas	TR of Central Montana	406-690-6598
Paul Mathias	TR mobile #9	413-575-1487
John Oney	TR mobile #10	920-428-0090

## **Attachment D – Manual Table of Contents**

**TANK RANGERS, LLC**

The Tank Rangers operating manual table of contents is over 45 pages in length. Provided upon request.

## Attachment E – Registered Agents

### Registered Agents

Franchisor's agents for service of process are as follows:

#### California

Commissioner of Corporations to Commissioner  
of Department of Financial Protection and  
Innovation  
2101 Arena Boulevard  
Sacramento, CA 95834

212-416-8285

#### North Dakota

Securities Commissioner  
5th Floor, 600 East Boulevard  
Bismarck, ND 58505-0510

#### Hawaii

Commissioner of Securities  
335 Merchant Street, Room 203  
Honolulu, HI 96813

#### Rhode Island

Dept. of Business Regulation  
Securities Division  
John O. Pastore Complex  
1511 Pontiac Avenue, Building 69-1  
Cranston, RI 02910

#### Illinois

Illinois Attorney General  
500 South Second Street  
Springfield, IL 62706

#### South Dakota

Division of Securities  
Dept. of Labor and Regulations  
124 S. Euclid Suite 104  
Pierre, SD 57501

#### Indiana

Administrative Office of the Secretary of State  
201 State House  
Indianapolis, IN 46204

#### Virginia

Clerk of the State Corporation Commission  
1300 East Main Street, 1st Floor  
Richmond, VA 23219

#### Maryland

Maryland Securities Commissioner  
200 St. Paul Place  
Baltimore, MD 21202-2020

#### Washington

Director of Dept. of Financial Institutions  
Security Division  
150 Israel Rd SW  
Tumwater WA 98501

#### Minnesota

Minnesota Commissioner of Commerce  
85 7th Place East, Suite 280  
St. Paul, MN 55101-2198

#### Wisconsin

Commissioner of Securities  
101 East Wilson Street  
Madison, WI 53703

#### New York

NYS Department of Law  
Investor Protection Bureau  
28 Liberty St. 21st Fl  
New York, NY 10005



# Attachment F – State Agencies

## State Agencies

### California

Department of Financial Protection and Innovation  
2101 Arena Boulevard  
Sacramento, CA 95834  
1-866-275-2677

### Connecticut

Securities & Business Investments Division  
Department of Banking  
260 Constitution Plaza  
Hartford, CT 06103-1800  
(860) 240-8230

### Florida

Dept. of Agriculture and Consumer Services  
Division of Consumer Services  
227 N. Burrough Street  
City Centre Building, 7th Floor  
Tallahassee, FL 32301  
(904) 922-2770

### Georgia

Governor's Office of Consumer Affairs  
2 Martin Luther King, Jr. Drive SE  
356 West Tower  
Atlanta, GA 30334-4600  
(404) 651-8600

### Hawaii

Dept. of Commerce & Consumer Affairs  
Business Registration Division  
1010 Richards Street  
Honolulu, HI 96813  
(808) 586-2722

### Illinois

Office of the Attorney General  
Franchise Division  
500 South Second Street  
Springfield, IL 62706  
(217) 782-4465

### Indiana

Indiana Securities Division  
302 West Washington Street  
Room E111  
Indianapolis, IN 46204  
(317) 232-6681

### Kentucky

Office of the Attorney General  
Consumer Protection Division  
P.O. Box 2000  
Frankfort, KY 40602-2000  
(502) 573-2200

### Louisiana

Office of the Attorney General  
Consumer Protection Section  
PO Box 94005  
Baton Rouge, LA 70804-9005  
(225) 326-6460

### Maryland

Office of the Attorney General  
Securities Division  
200 Saint Paul Place  
Baltimore, MD 21202-2020  
(410) 576-6360

### Michigan

Department of Attorney General  
Consumer Protection Division  
Antitrust and Franchise Unit  
670 Law Building  
Lansing, MI 48913  
(517) 373-7117

### Minnesota

Department of Commerce  
Registration Division  
85 7th Place East, Suite 280  
St. Paul, MN 55101-2198  
651-539-1600

### Nebraska

Dept. of Banking & Finance  
1200 N Street, Suite 311  
P.O. Box 95006  
Lincoln, NE 68509  
(402) 471-3445

### New York

NYS Department of Law  
Investor Protection Bureau  
28 Liberty St. 21st Fl  
New York, NY 10005  
212-416-8236

### North Carolina

Department of the Secretary of State  
Securities Division  
300 N. Salisbury Street  
Raleigh, NC 27603-5909  
(919) 733-3924

### North Dakota

North Dakota Securities Department  
State Capitol, Fifth Floor

# Attachment F – State Agencies

600 East Boulevard Avenue  
Bismarck, ND 58505-0510  
(701) 328-4712

345 West Washington Avenue, 4<sup>th</sup> Floor  
Madison, WI 53703  
(608)266-1

## **Rhode Island**

Department of Business Regulation  
Securities Division  
John O. Pastore Complex  
1511 Pontiac Avenue, Building 69-1  
Cranston, RI 02910  
(401) 462-9587

## **South Carolina**

Secretary of State  
1205 Pendleton Street  
525 Edger Brown Building  
Columbia, SC 29201  
(803) 734-1958

## **South Dakota**

Dept. of Labor and Regulations  
Division of Securities  
124 S. Euclid, Suite 104  
Pierre, SD 57501  
(605) 773-48233

## **Texas**

Secretary of State  
Statutory Document Section  
P.O. Box 13563  
Austin, TX 78711  
(513) 475-1769

## **Utah**

Department of Commerce  
Division of Consumer Protection  
160 East 300 South  
P.O. Box 45804  
Salt Lake City, UT 84145-0804  
(801) 530-6601

## **Virginia**

State Corporation Commission  
Division of Securities & Retail Franchising  
1300 East Main Street, 9<sup>th</sup> Floor  
Richmond, VA 23219  
(804) 371-9276

## **Washington**

Department of Financial Institutions  
Securities Division  
150 Israel Road, SW  
Tumwater, WA 98501  
(360) 902-8760

## **Wisconsin**

Department of Financial Institutions  
Division of Securities

## Attachment G – State Law

### Addendum for State-Specific Requirements

#### General

These states have statutes which may supersede the franchise agreement in your relationship with Us including the areas of termination and renewal of your franchise: ARKANSAS [Stat. Section 70-807], CALIFORNIA [Bus. & Prof. Code Sections 20000-20043], CONNECTICUT [Gen. Stat. Section 42-133e *et seq.*], DELAWARE [Code, Tit. 6, Chap. 25, Section 2551 *et seq.*], HAWAII [Rev. Stat. Section 482E-1], ILLINOIS [ILCS 705/1-44], INDIANA [Stat. Section 23-2-2.7], IOWA [Code Sections 523H.1 – 523H.17], MICHIGAN [Stat. Section 19.854(27)], MINNESOTA [Stat. Section 80C.14], MISSISSIPPI [Code Section 75-24-51], MISSOURI [Stat. Section 407.400], NEBRASKA [Rev. Stat. Section 87-401], NEW JERSEY [Stat. Section 56:10-1], SOUTH DAKOTA [Codified Laws Section 37-5A-51], VIRGINIA [Code 13.1-557-574-13.1-564], WASHINGTON [Code Section 19.100.180], WISCONSIN [Stat. Section 135.03]. These and other states may have court decisions that may supersede the franchise agreement in your relationship with Us including the areas of termination and renewal of your franchise.

Some states have statutes that limit Our ability to restrict your activity after the franchise agreement has ended. Other states have court decisions limiting Our ability to restrict your activity after the franchise agreement has ended.

A provision in the franchise agreement that terminates the franchise upon your bankruptcy may not be enforceable under Title 11, United States Code.

#### California Addendum

(Applies only to California franchisees)

California Business and Professions Code Sections 20000 through 20043 provide rights to the franchisee concerning termination and non-renewal of a franchise. If the Franchise Agreement contains a provision that is inconsistent with the law, the law will control.

SECTION 31125 OF THE CALIFORNIA CORPORATIONS CODE REQUIRES US TO GIVE YOU A DISCLOSURE DOCUMENT APPROVED BY THE COMMISSIONER, BEFORE WE ASK YOU TO CONSIDER A MATERIAL MODIFICATION OF YOUR FRANCHISE AGREEMENT. THE CALIFORNIA FRANCHISE INVESTMENT LAW REQUIRES THAT A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE SALE OF THE FRANCHISE BE DELIVERED TOGETHER WITH THE FRANCHISE DISCLOSURE DOCUMENT.

Neither We nor any person identified in Item 2 is subject to any currently effective order of any national securities association or national securities exchange, as defined in the Securities Exchange Act of 1934, 15 U.S.C.A. 78a *et seq.*, suspending or expelling the persons from membership in that association or exchange.

YOU MUST SIGN A GENERAL RELEASE OF CLAIMS IF YOU TRANSFER YOUR FRANCHISE. CALIFORNIA CORPORATIONS CODE §31512 VOIDS A WAIVER BY THE PERSON ACQUIRING A FRANCHISE OF CERTAIN RIGHTS UNDER THE FRANCHISE INVESTMENT LAW (CALIFORNIA CORPORATIONS CODE §§31000 THROUGH 31516). BUSINESS AND PROFESSIONS CODE §20010 VOIDS A WAIVER OF CERTAIN RIGHTS UNDER THE FRANCHISE RELATIONS ACT (BUSINESS AND PROFESSIONS CODE §§20000 THROUGH 20043).

The franchise agreement provides for termination upon bankruptcy. This provision may not be enforceable under federal bankruptcy law (11 U.S.C.A. Sec. 101 *et seq.*)

## Attachment G – State Law

The franchise agreement contains a covenant not to compete that extends beyond the termination of the franchise. This provision may not be enforceable under California law.

The franchise contains a liquidated damages clause. Under California Civil Code Section 1671, certain liquidated damages clauses are unenforceable.

You must resolve disputes through binding arbitration. The arbitration will occur at Wayne, New Jersey, USA, with the costs of arbitration being borne equally by the parties. Each party will bear its own expenses, including attorney's fees. Prospective franchisees are encouraged to consult private legal counsel to determine the applicability of California and federal laws (such as Business and Professions Code Section 20040.5, Code of Civil Procedure Section 1281, and the Federal Arbitration Act) to any provisions of a franchise agreement restricting venue to a forum outside the State of California.

The Antitrust Law Section of the Office of the California Attorney General views maximum price agreements as per se violations of the Cartwright Act. As long as this represents the law of the State of California, We will not interpret the Franchise Agreement as permitting or requiring maximum price limits.

If your Licensed Business will be in California, You will not pay your Initial Fee to Us until your business is open and we have completed all of Our material pre-opening obligations to you. Item 5 of the Franchise Disclosure Document and Article 2 of the Franchise Agreement are amended accordingly. Please review Item 11 for our pre-opening obligations. You must have your bank verify that you have sufficient funds available at the time We sign the Agreement. The only condition on your obligation to pay the Initial Fee is that We must complete all of Our material pre-opening obligations to you.

### Hawaii Addendum

(Applies only to Hawaii franchisees)

If your Licensed Business will be in Hawaii, You will not pay your Initial Fee to Us until your business is open and we have completed all of Our material pre-opening obligations to you. Item 5 of the Franchise Disclosure Document and Article 2 of the Franchise Agreement are amended accordingly. Please review Item 11 for our pre-opening obligations. You must have your bank verify that you have sufficient funds available at the time We sign the Agreement. The only condition on your obligation to pay the Initial Fee is that We must complete all of Our material pre-opening obligations to you.

### Illinois Addendum

(Applies only to Illinois franchisees)

The receipt and the Franchise Agreement are both amended to provide that We must provide the Franchise Disclosure Document to You at least fourteen calendar days before You sign any binding contract or give us any money.

The Illinois Franchise Disclosure Act, Section 4, prohibits any agreement that specifies jurisdiction or venue of any lawsuit in a place outside of the state of Illinois. The Act does permit agreements to require you to arbitrate outside the state of Illinois. The Act prohibits choice of law provisions that would require the application of any laws except the laws of the state of Illinois (Section 41). You cannot waive any of your rights given to you by the Illinois Franchise Disclosure Act (Section 41). You may have other rights under the Illinois Franchise Disclosure Act or other laws of the state of Illinois. To the extent that the Franchise Agreement is inconsistent with Illinois law, the inconsistent terms of the Franchise Agreement will not be enforced and the terms of the applicable Illinois law shall apply.

## Attachment G – State Law

### Indiana Addendum

(Applies only to Indiana franchisees)

Indiana law prohibits requiring you to prospectively agree to a release or waiver which purports to relieve any person from liability imposed by the Indiana Franchise Practices Act (IC 23-2-2.7(5)). The Franchise Agreement shall be deemed amended to the extent necessary to comply with IC 23-2-2.7(5).

Indiana law limits the parties agreement to resolve disputes in any jurisdiction outside of Indiana (IC 23-2-2.7(10)). Subject to the Federal Arbitration Act, the Franchise Agreement shall be deemed amended and the forum for any court proceedings shall be in Indiana.

### Maryland Addendum

(Applies only to Maryland franchisees)

The Maryland Franchise Registration and Disclosure Law, COMAR 02.02.08.16L, provides that, as a condition of the sale of a franchise, We may not require you to agree to a release, assignment, novation, waiver, or estoppel that would relieve a person from liability under the Franchise Registration and Disclosure Law. Item 17 of the Franchise Disclosure Document is amended by adding: any general release required as a condition of sale and/or assignment/transfer shall not apply to any liability under the Maryland Franchise Registration and Disclosure Law.

The Franchise Agreement and Franchise Disclosure Document shall be deemed amended so that no release, assignment, novation, waiver or estoppel is required if it would violate the Maryland Franchise Registration and Disclosure Law. Nothing in the franchise agreement, including any acknowledgments or representations, shall be deemed a release or waiver of any right or obligation under the Maryland Franchise Registration and Disclosure Law.

Item 17 of the Franchise Disclosure Document is amended by adding the following: The provision in the Franchise Agreement that provides for termination upon bankruptcy of the franchisee may not be enforceable under federal bankruptcy law (11 U.S.C. Section 101, et. seq.).

If you are a resident of Maryland or your Licensed Business will be in Maryland, You will not pay your Initial Fee or any other money to Us until your business is open and we have completed all of Our material pre-opening obligations to you. Item 5 of the Franchise Disclosure Document and Article 2 of the Franchise Agreement are amended accordingly. Please review Item 11 for our pre-opening obligations. You must have your bank verify that you have sufficient funds available at the time We sign the Agreement. The only condition on your obligation to pay the Initial Fee is that We must complete all of Our material pre-opening obligations to you.

Item 17 of the Franchise Disclosure Document and Article 19 of the Franchise Agreement are amended by adding: any claims arising under the Maryland Franchise Registration and Disclosure Law must be brought within 3 years after the grant of the franchise.

Article 19 of the Franchise Agreement is amended to provide as follows: Any lawsuit permitted under this Article shall be brought in the federal or state courts located in the State of Maryland. Item 17 is hereby amended by adding the identical language in the “summary” column of line v.

## Attachment G – State Law

### Minnesota Addendum

(Applies only to Minnesota franchisees)

Minn. Stat. §80C.21 and Minn. Rule 2860.4400J prohibit us from requiring litigation to be conducted outside Minnesota. In addition, nothing in the Franchise Disclosure Document or agreement can abrogate or reduce any of your rights as provided for in Minnesota Statutes, Chapter 80C, or your rights to any procedure, forum, or remedies provided for by the laws of the jurisdiction.

With respect to franchises governed by Minnesota law, the franchisor will comply with Minn. Stat. §80C.214, Subds. 3, 4, and 5 which require, except in certain specified cases, that We give you 90 days notice of termination (with 60 days to cure) and 180 days notice of non-renewal of the franchise agreement.

We will protect your right to use the trademarks, service marks, trade names, logotypes or other commercial symbols or indemnify you from any loss, costs or expenses arising out of any claim, suit or demand regarding the use of the name, to the extent required by Minn. Stat. §80C.12, Subd. 1(g).

To the extent governed by Minn. Rule 2860.4400J, you shall not be deemed to have waived any rights under Minnesota law. You shall not be deemed to have consented to Us obtaining injunctive relief, although We may seek injunctive relief. A Court or the arbitrators shall determine whether to require a bond as a condition of injunctive relief.

If your Licensed Business will be in Minnesota, You will not pay your Initial Fee to Us until your business is open and we have completed all of Our material pre-opening obligations to you. Item 5 of the Franchise Disclosure Document and Article 2 of the Franchise Agreement are amended accordingly. Please review Item 11 for our pre-opening obligations. You must have your bank verify that you have sufficient funds available at the time We sign the Agreement. The only condition on your obligation to pay the Initial Fee is that We must complete all of Our material pre-opening obligations to you.

### New York Addendum

(Applies only to New York franchisees)

Item 3 is amended to read as follows:

Neither We nor any person identified in Item 2 above have any administrative, criminal or material civil action (or a significant number of civil actions irrespective of materiality) pending against us alleging a violation of any franchise law, antitrust or securities law, fraud, embezzlement, fraudulent conversion, restraint of trade, unfair or deceptive practices, misappropriation of property or comparable allegations.

Neither We nor any person identified in Item 2 above have been convicted of a felony or pleaded *nolo contendere* to any felony charge or during the 10 year period immediately preceding the date of this Franchise Disclosure Document, been convicted of or pleaded *nolo contendere* to a misdemeanor charge been held liable in any other civil action by final judgment or been the subject of any other material complaint or other legal proceeding where such felony, misdemeanor civil action, complaint or other legal proceeding involved violation of any franchise law, antifraud or securities law, fraud, embezzlement, fraudulent conversion, restraint of trade, unfair or deceptive practices, misappropriation of property or comparable allegations.

Neither We nor any person identified in Item 2 above is subject to any currently effective injunctive or restrictive order or decree relating to the franchise or under any federal, state or Canadian franchise, securities, antitrust, trade regulation or trade practice law as a result of a concluded or pending action or proceeding brought by a public agency, or is subject to any currently effective order of any national securities association or national securities exchange as defined by the Securities and Exchange Act of 1934,

## Attachment G – State Law

suspending or expelling such person from membership in such association or exchange, or is subject to a currently effective injunctive or restrictive order relating to any other business activity as a result of an action brought by a public agency or department.

Item 4 is amended to read as follows:

During the 10 year period immediately preceding the date of the Franchise Disclosure Document neither We nor any predecessor, affiliate, current officer or general partner of Us has been the subject of a bankruptcy proceeding, been adjudged bankrupt or reorganized due to insolvency or been a principal officer of a company or a general partner of a partnership at or within one year of the time that such company or partnership became the subject of a bankruptcy proceeding or was adjudged bankrupt or reorganized due to insolvency or is subject to any such pending bankruptcy or reorganization proceeding.

Item 5 is amended by adding the following: We will use the Initial Fee for the purposes of covering the costs of selling the franchise and other franchises, for your initial training, for general overhead and for profit.

Item 12 is amended by adding the following: Although We will consider many factors in determining the boundaries of your Marketing Area, it will contain a population of not less than 25,000 people.

Item 17 is amended by changing the caption and preliminary statement to read as follows:

Item 17: RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION

THIS TABLE LISTS CERTAIN IMPORTANT PROVISIONS OF THE FRANCHISE AND RELATED AGREEMENTS PERTAINING TO RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION. YOU SHOULD READ THESE PROVISIONS IN THE AGREEMENTS ATTACHED TO THIS FRANCHISE DISCLOSURE DOCUMENT.

Item 17 D is amended by adding the following: You may terminate the agreement on any grounds available by law.

Item 17 J is amended by adding the following: We will only assign to an assignee who in Our good faith judgment is willing and able to assume Our obligations.

### North Dakota Addendum

(Applies only to North Dakota franchisees)

Under North Dakota law, no modification or change We make to the Manual or method of operation may materially affect your status, rights or obligations under the Franchise Agreement.

Covenants not to compete are considered unenforceable in the State of North Dakota.

Under North Dakota law, a requirement that you consent to liquidated damages or termination penalties in the event of termination of the franchise agreement is considered unenforceable.

The North Dakota Franchise Investment Law (Section 51-19-09) requires that the laws of North Dakota, which laws will prevail, will govern the Franchise Agreement. Further, North Dakota law requires that all issues or disagreements relating to the Franchise Agreement will be arbitrated, tried, heard and decided within the jurisdiction of courts in the state of North Dakota.

Under the North Dakota Franchise Investment Law (Section 51-19-09), a North Dakota franchisee may not be required to execute a general release upon renewal of the Franchise Agreement.

## Attachment G – State Law

### Rhode Island Addendum

(Applies only to Rhode Island franchisees)

Item 17 is amended by adding the following: Section 19-28.1-14 of the Rhode Island Franchise Investment Act provides that a provision in a franchise agreement restricting jurisdiction or venue to a forum outside this state or requiring the application of the laws of another state is void with respect to a claim otherwise enforceable under this Act.

If your Licensed Business will be in Rhode Island, You will not pay your Initial Fee to Us until your business is open and we have completed all of Our material pre-opening obligations to you. Item 5 of the Franchise Disclosure Document and Article 2 of the Franchise Agreement are amended accordingly. Please review Item 11 for our pre-opening obligations. You must have your bank verify that you have sufficient funds available at the time We sign the Agreement. The only condition on your obligation to pay the Initial Fee is that We must complete all of Our material pre-opening obligations to you.

### South Dakota Addendum

(Applies only to South Dakota franchisees)

Covenants not to compete upon termination or expiration of a franchise agreement are generally unenforceable in South Dakota, except in certain instances as provided by law.

In the event that either party shall make demand for arbitration, such arbitration shall be conducted in a mutually agreed upon site in accordance with Section 11 of the Commercial Arbitration Rules of the American Arbitration Association.

The law regarding franchise registration, employment, covenants not to compete, and other matters of local concern will be governed by the laws of the State of South Dakota; but as to contractual and all other matters, this agreement and all provisions of this instrument will be and remain subject to the application, construction, enforcement and interpretation under the governing law of the state where the franchise is located.

Any provision of the franchise agreement which requires you to agree to jurisdiction and venue outside of South Dakota is void with respect to any cause of action which is otherwise enforceable in South Dakota.

Notwithstanding any term of the franchise agreement, We not terminate the franchise agreement upon default without first affording you thirty (30) days notice with an opportunity to cure the default within that time.

To the extent required by South Dakota law, all provisions giving any party a right to liquidated damages are hereby deleted from the franchise agreement and the parties shall be entitled to their actual damages instead.

### Virginia Addendum

(Applies only to Virginia franchisees)

Item 17 of the Franchise Disclosure Document is amended by adding the following: The provision in the Franchise Agreement that provides for termination upon your bankruptcy may not be enforceable under federal bankruptcy law (11 U.S.C. Section 101, et. seq.).

## **Attachment G – State Law**

### Washington Addendum

(Applies only to Washington franchisees)

If any of the provisions in the Franchise Disclosure Document or franchise agreement are inconsistent with the relationship provisions of RCW 19.100.180 or other requirements of the Washington Franchise Investment Protection Act, the provisions of the Act will prevail over the inconsistent provisions of the Franchise Disclosure Document and franchise agreement with regard to any franchise sold in Washington. In any arbitration involving a franchise purchased in Washington, the arbitration site shall be either in Washington or in a place as mutually agreed upon at the time of the arbitration, or as determined by the arbitrator.

Initial Fees of new Washington franchisees are held in an escrow account until the franchisee's business is open.

The state law addendum, above, if applicable, is a part of the Franchise Agreement and supersedes any inconsistent term(s) of the Franchise Agreement



**Attachment H – Effective Dates**

### **State Effective Dates**

The following states have franchise laws that require that the Franchise Disclosure Document be registered or filed with the state, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin.

This document is effective and may be used in the following states, where the document is filed, registered, or exempt from registration, as of the Effective Date stated below:

State	Effective Date
California	
Hawaii	
Illinois	
Indiana	
Maryland	
Michigan	
Minnesota	
New York	
North Dakota	
Rhode Island	
South Dakota	
Virginia	
Washington	
Wisconsin	

Other states may require registration, filing, or exemption of a franchise under other laws, such as those that regulate the offer and sale of business opportunities or seller-assisted marketing plans.

## RECEIPT

This disclosure document summarizes certain provisions of the franchise agreement and other information in plain language. Read this disclosure document and all Exhibits carefully.

If Tank Rangers, LLC offers you a franchise, it must provide this disclosure document to you 14 calendar-days before you sign a binding agreement with, or make a payment to, the franchisor or an affiliate in connection with the proposed franchise sale.

If Tank Rangers, LLC does not deliver this disclosure document on time or if it contains a false or misleading statement, or a material omission, a violation of federal law and state law may have occurred and should be reported to the Federal Trade Commission, Washington, C.C. 20580 and [state agency].

Tank Rangers, LLC sales agent for this offering is Gregory Sipe or Gabriel Munoz at 694 51<sup>st</sup> Street Washougal, WA 98671. 206-661-3557.

Issuance Date: \_\_\_\_\_

I have received a Franchise Disclosure Document, date \_\_\_\_\_. This disclosure document includes the following Attachments:

- A. Financial Statements
- B. Franchise Agreement
- C. List of Current and Former Franchisees
- D. Manual Table of Contents
- E. Agents For Service of Process
- F. State Agencies
- G. State Law Addendum
- H. Effective Dates

Date: \_\_\_\_\_

\_\_\_\_\_  
Signature

Print Name: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

KEEP THIS COPY FOR YOUR RECORDS

**RECEIPT**

This disclosure document summarizes certain provisions of the franchise agreement and other information in plain language. Read this disclosure document and all Exhibits carefully.

If Tank Rangers, LLC offers you a franchise, it must provide this disclosure document to you 14 calendar-days before you sign a binding agreement with, or make a payment to, the franchisor or an affiliate in connection with the proposed franchise sale.

If Tank Rangers, LLC does not deliver this disclosure document on time or if it contains a false or misleading statement, or a material omission, a violation of federal law and state law may have occurred and should be reported to the Federal Trade Commission, Washington, C.C. 20580 and [state agency].

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- G. State Law Addendum
- H. Effective Dates

Date: \_\_\_\_\_

\_\_\_\_\_  
Signature

Print Name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

**RETURN TO: Tank Ranger, LLC at 694 51<sup>st</sup> Street Washougal, WA 98671**