

TRANSCRIPT BY THE CENTER FOR MEDICAL PROGRESS

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Speakers:

-Sandy Fulkerson, *Training & Education Coordinator, National Abortion Federation* (“**NAF**”)

-Jennifer Hart, *Director of Training & Education, National Abortion Federation* (“**NAF**”)

-Two actors posing as Fetal Tissue Procurement Company (“**Buyer**”)

Frame counts are approximate

NAF: Hello!

Buyer: Hi, I was at your um, so my assistant showed up tonight. I’m late because she just came in. Brianna.

NAF: Hi! Nice to meet you, Brianna. This is Sandy.

Buyer: It was a wonderful session today.

NAF: Not to embarrass you. I love your scarf, you look different!

Buyer: I changed my blazer.

Buyer: I didn’t recognize you!

NAF: Well, you can’t be stale. You gotta switch it up. [Laughter]

Buyer: So I was telling her a lot about it on the ride from the airport, it was very very good, I really enjoyed it.

NAF: Well thank you. I’m glad, we just were hoping people would get a little tool set out of there, so.

Buyer: Yes, lots of tool sets. Especially, with what I’ve been doing, but I’m really transitioning into, because, she’s my niece too—

NAF: Oh, ok!

Buyer: --besides my assistant, brings the science part to it, but just, we’re in the procurement--

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NAF: I'm sorry what?

Buyer: I'm opening up BioMax, I'm founding, I have founded this start-up.

NAF: Mhm.

Buyer: And what I've found is that, what Brianna brings to this is the research that's being done with fetal tissue.

NAF: Oh.

Buyer: And what I've found is it takes that stigma away, that's what I'm really focused on is the stigma that's attached to it, I'm really glad you addressed that. But that they're, the research that's out there for, so, well you're probably familiar with the research they're doing with fetal tissue, are you aware?

NAF: I'm not, no.

Buyer: Oh, ok, so I'm sorry.

NAF: No, it's okay, I'm really fascinated now. [giggles]

Buyer: It's amazing.

NAF: Yeah?

Buyer: They like, use these things called SCID rats, and they basically use stem cells, fetal stem cells, to grow like a nervous system--

NAF: Mmm.

Buyer: --or an immune system, a human one, inside the rat. It's crazy!

NAF: Wow. Is like, is this similar, I've seen the rats with an ear. Like, growing the new tissue--

Buyer: Yeah.

NAF: --of like an ear on their back, and then, shave it off and pop in on. Right? [Laughs] Probably not that simplistic, but! [Laughter]

Buyer: It's more like, basically they put the stem cells in, the stem cells make connections between neurons for, in the nervous system,

NAF: Yeah.

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Buyer: And then when they take, so it's like a damaged nervous system, and then when they take the stem cells back out, the system that's left is better.

NAF: Wow.

Buyer: It's crazy cool.

NAF: Wow. That's amazing. So the idea is if someone has a termination, they can donate the fetal tissue to this research?

Buyer: Well, what we're trying to do is, I would really like to meet medical directors of clinics here to just let 'em know about the business.

NAF: Mhm.

Buyer: We have the researchers that want it, she's at USC.

NAF: Mhm.

Buyer: And so they're looking looking looking for tissue—

NAF: Ahhh.

Buyer: --and it's just not available in the quantities--

NAF: We know somewhere where it's available, right?! Hahaha.

Buyer: Well that's exactly it.

NAF: Yeah.

Buyer: I mean, back in the '80s, when I was working in a clinic, it's just thrown away, thrown away. So it's just such a--

NAF: Yeah.

Buyer: --and then, so for women to know that, that oh, look what's being done—

NAF: Yeah.

Buyer: --for other people.

NAF: Yeah.

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Buyer: So.

NAF: Well, do y'all know about our organization, National Abortion Federation? Past what we say. We're the professional organization of abortion providers in the U.S., Canada, and Mexico City, so we have a conference as well. And so, if you're interested—

Buyer: Yes.

NAF: --that would be a really great place to meet. I mean, ARHP is a really great place to meet our, a lot of the same people come, but our conference is just bigger, and its--

Buyer: Where is it? Is it held at the same place?

NAF: No, this April, it's gonna be in San Francisco.

Buyer: Oh ok.

NAF: Let me give you my card.

Buyer: I'd love that.

NAF: And I want you to meet, so, Jen is the director of training and education, obviously you've met her.

Buyer: Oh, yes.

NAF: So, our department puts on the meeting.

Buyer: Ok.

NAF: So, we have an exhibit hall and then we also have the general conference. But I mean, this is a very great way to talk to our members. We have a group purchasing program through our membership, and I'm just thinking of how we have disposal, like bio disposal companies that work with us—

Buyer: Mhmm.

NAF: --so it seems like this would be a really great option to be able to offer our members as well.

Buyer: Yes. And, um

Buyer: And maybe we could get a booth there.

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Buyer: Right, we tried to get a booth here but we were just a little too late. So when is it in--

NAF: April. April in San Francisco.

Buyer: Ok, Ok. So maybe you could give a card so that if I call you you'll have my number—

NAF: Oh yeah.

Buyer: --do you have a card?

NAF: Yeah, we'll be putting out the exhibitor prospectus hopefully soon---

Buyer: --oh here, yeah.

NAF: [Laughter]

Buyer: Ok, so, so do you work with or do you know medical directors that that--

NAF: I mean, our members are administrators, medical directors, absolutely, you know.

Buyer: Okay. So they would be people that would be interested.

NAF: Yeah.

Buyer: We do donate the fees that we get from our researchers, we give--a portion--give back to the clinics as just a thank you for letting us come in and--

NAF: Ah. Yeah, it definitely sounds like something some our members would be really interested in. Especially, there's been a lot of problems with finding disposal services that will work with them because of the stigmatization so some of the big names in the industry won't touch them because of what they do, and it's like, please whatever, like you're picking up disposal services for the exact same same thing at the hospital down the street for miscarriage-management or for elective termination but, because it's a free-standing abortion clinic, they're being discriminated against as stigmatizing, so.

Buyer: Oh.

NAF: I didn't even realize that was a problem.

NAF: It's one of those absurd trickle-down vendor issues that it's like, yeah, I mean they have the same problems with you know, oh I want to hire, like we want to have a phone company- oh this phone company doesn't want to work

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with us. Like just these stupid little vendor relationships that are really difficult for our clinics because they're, many of them are free-standing abortion clinics, it's, you know, their bread and butter and what they do.

Buyer: Well this is a perfect fit then. And they would, I mean we could make it profitable,

NAF: Mhm.

Buyer: Or not profitable, but you know just

NAF: Well it's problem-solving. and, yeah, yeah.

Buyer: Yes, that they could see a good fit for it. Well wonderful thank you so much!

NAF: Yeah, absolutely! Actually let me see if I can find-

Buyer: Yeah.

NAF: I want to introduce you. So this is Susan and--

Buyer: Yes. My niece and assistant, Brianna.

NAF: Your niece and assistant? Okay.

Buyer: Yes, well what I'm doing is I've started a new company, and we're a procurement service for fetal tissue.

NAF: Oh, wow.

Buyer: And so she brought- I'm working with women are that stigmatized because that's what it is. So I'm working with women all these years since the '80s and Brianna came over, and said you know, we just can't get enough material, we can't get enough fetal tissue for the researchers to work with, so it just sort of started clicking and thinking, what a way to bring a more positive message to women,

NAF: Mhm.

Buyer: that are making a difficult decision,

NAF: Mhm.

Buyer: That we could, of course, well, I'm getting ahead of myself, just, I'm just really excited about it.

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NAF: Yeah!

Buyer: I'm getting way ahead- so anyway, we're trying to find medical directors that are in clinics that would be willing to

NAF: Mhm.

Buyer: Let us procure the fetal tissues.

NAF: Wow. So I was thinking on the fact that so many of our independent clinics have issues with working with the normal waste management vendors, not tissue management- sorry, tissue disposal- I can't think of the official term in my brain, but and you know, just see the discrimination that they face and, I don't know we've seen that. We've had like a whole session on this in our last conference of how to work around being discriminated against by your local waste management pickup, yeah.

Buyer: Mhm.

NAF: So she was saying, hmm, this would be a really good fit to introduce her to Rob, who's our group purchasing director,

NAF: To exhibit?

NAF: Exhibit, yeah.

Buyer: Mhm, mhm.

NAF: That sounds great!

Buyer: And the fees that we charge, a portion of that we give back to the clinics, so it's-

NAF: Oh, win-win.

Buyer: Mhm.

NAF: Yeah.

Buyer: Win-win for clinics, win-win for research, win-win- but I'm looking at, because I'm coming out of is the women, and being able to talk to them about-

NAF: Mhm.

Buyer: Do you know what, kind of, down the road, what could come from this?

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NAF: Yeah, and even if it's not as intense of giving somebody like a personal one on one conversation about it?

Buyer: Mhm.

NAF: I'm imagining something up in like the recovery room that says like, "Did you know? All of our tissue remains are donated to science. Are used in research".

Buyer: Exactly.

NAF: I mean that's something that, I think if I was a patient I would love to see, like wow! That's really cool, you know?

Buyer: Yes, yes.

NAF: This is not just, you know,

Buyer: Rather than, what we talked about in the session today, those huge billboards of-

NAF: Right, right.

Buyer: that bring the negative to it.

NAF: Yeah.

Buyer: It's not mine, I don't know. So, thank you so much, and did I get your card too?

NAF: ???

Buyer: And I forgot my little- I did get yours.

NAF: Oh they shouldn't have let you in! Goodness, right?

Buyer: You know what?

NAF: No security!

Buyer: We walked by someone upstairs, and I realized, oh, I didn't have it, and they said, and I knew, yeah, they said don't worry about it.

NAF: Yeah.

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Buyer: So, good talking to you.

NAF: Yeah! Good talking to you too. Stay in touch because our exhibitor prospectus comes out at the end of the year.

Buyer: Okay.

NAF: And I can put you in touch with Rob, who's our Group Purchasing Director.

Buyer: Oh okay.

NAF: And so, and he oversees the exhibit hall.

Buyer: Okay.

NAF: We work very closely together.

Buyer: What is Rob's last name?

NAF: Borger

Buyer: Borger

NAF: B-O-R-G-E-R

Buyer: Okay.

NAF: And is this nationwide as well, or?

Buyer: Well right now it's in California- Southern California, but I want to expand to-

NAF: Yeah.

Buyer: ever state.

NAF: Our April meeting's in San Francisco.

Buyer: Okay.

NAF: Coming up, so it may be a really not too expensive place for you to go-

Buyer: Yes.

NAF: that's kind of local to you, to kind of-

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Buyer: Right.

NAF: Yeah, get a feel for membership and-

Buyer: Okay. So I'll- if I have anymore questions, I can-

NAF: Please do, yeah, anytime.

Buyer: Okay, thank you so much.

NAF: So good to meet you! You're welcome. Are you here for the whole conference?

Buyer: Yeah, yeah we are.

NAF: Sweet! Well, we'll see you soon.

Buyer: Great, thanks.

NAF: Bye.