

TRANSCRIPT BY THE CENTER FOR MEDICAL PROGRESS

21 September 2013

Speakers:

-Katharine Sheehan, MD, *Medical Director Emerita, Planned Parenthood Pacific Southwest* (“PP”)

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

frame counts are approximate

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Buyer: Hi, I don't want to interrupt.

PP: Oh no, it's alright!

Buyer: [Name]. I was just talking to Mary, and she said you're the lady I need to talk to. So I'll just take a couple minutes. And [Name] is my assistant.

PP: Hi! Oh you're warm, I want to hang on to you. [laughter]

Buyer: So I was talking to Mary about what I'm trying to offer to clinics, is a procurement service, and she says you know all about this.

PP: Well we have already a relationship with ABR [Advanced Bioscience Resources].

Buyer: Oh okay, so.

PP: So is that the sort of thing you're doing?

Buyer: It's a start up.

PP: Uhuh.

Buyer: And I'm, I want to get in every state, that's my goal.

PP: Yeah, yeah.

Buyer: And I want to connect with medical directors of either private, you know smaller clinics—

PP: Mhm, yes.

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Buyer: Obviously, a higher volume would be good for the fetal tissue, for researchers—

PP: Mhm.

Buyer: She's the science end, she knows I'm just—

PP: That's your role? Good.

Buyer: Yes, that's her role.

PP: Uhuh.

Buyer: So that's, she's more specific about—

[Dr. Sheehan coordinates travel with Dr. Scott Spear]

Buyer: So there's already a service there? So I'm thinking with my business—

PP: We've been using them for over 10 years, really a long time, so, we just kind of renegotiated their contract, they're doing the collection for government -evel collections and things like that.

Buyer: Okay.

PP: So I'm trying to think of other providers in town, there—

Buyer: So, I don't want to sound like a salesman here, but I'm going to.

PP: Uhuh. Haha!

Buyer: So, we return a portion of our fees to the clinics—

PP: Oh!

Buyer: Just, as a way to say thank you for this—

PP: Uhuh.

Buyer: Just trying to establish—

PP: Right, get a toe in and make it, make it work. Alright, well—

Buyer: Do you have a card?

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PP: Yeah I think it would be a good idea, you know, I am not the medical director anymore, and so what I can do is take your information back, Dr. Kelly Culwell has just taken over, I'm about 36 hours into my retirement.

Buyer: I'm not going to do this to you! No, I don't—I'm taking your time anyway. What is her name?

PP: Kelly Culwell. C-U-L-W-E-L-L.

Buyer: Okay, so she'd be the—

PP: The medical director at the Planned Parenthood there in San Diego, which is called Planned Parenthood of the Pacific Southwest. And I have been carrying around cards in my big bag, but not in my little bag.

Buyer: Okay. Can you remember that? You want to write it down? Let's write it down. I do things the old fashioned way, that's why I have an assistant.

PP: She's putting it in her phone.

Buyer: Yes. So we'll have it doubled, that's good. Kelly—

PP: Culwell. C-U-L-W-E-L-L. And it's Planned Parenthood of the Pacific Southwest. Email would be cculwell—or kculwell, sorry, at planned—dot org, and her phone number is 619-881-4527.

Buyer: And then would you mind writing your name just so I can introduce—

PP: Like a referral?

Buyer: So I can introduce myself as, I spoke to you.

PP: That's me.

Buyer: Alright. Thank you so much for your time. Thank you, nice talking to you.

PP: I'm glad to meet you, it's important work, and I'd like to be able to support you, I don't have any prediction of what will happen. But I think it's worth talking to them.

Buyer: Okay. Thank you very much.