

In the Matter Of:

MID SOUTH BIOLOGICS vs

MIMEDX GROUP

2:17-cv-02028-JTF-tmp



JUDD GRISANTI

November 01, 2017



1st in Reporting, 1st in Service, 1st in Technology

We Bridge the State and Cover the Nation!

www.alphareporting.com

800-556-8974

EXHIBIT 4

Judd Grisanti - November 01, 2017

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

IN THE UNITED STATES DISTRICT COURT
FOR THE WESTERN DISTRICT OF TENNESSEE
WESTERN DIVISION

MID SOUTH)
BIOLOGICS, LLC,)
)
Plaintiff,)
)
VS.)
)
MIMEDX GROUP, INC.,)
)
Defendant.)

NO. :
2:17-cv-02028-JTF-tmp

DEPOSITION
OF
JUDD GRISANTI
NOVEMBER 1, 2017

ALPHA REPORTING CORPORATION
Cora J. Lewis, LCR
236 Adams Avenue
Memphis, Tennessee 38103
901.523.8974
www.alphareporting.com

Judd Grisanti - November 01, 2017

1 The deposition of JUDD GRISANTI is
2 taken on this day, Wednesday, November 1, 2017, on
3 behalf of the Defendant, pursuant to notice and
4 consent of counsel, beginning at approximately
5 9:00 a.m., in the offices of Adams & Reese, LLP,
6 located at 6075 Poplar Avenue - Crescent Center,
7 Suite 700, Memphis, Tennessee 38119.

8 This deposition is taken pursuant to
9 the terms and provisions of the Tennessee Rules of
10 Civil Procedure.

11 All forms and formalities are
12 waived. Objections are reserved, except as to
13 form of the question, to be disposed of at or
14 before the hearing.

15 The signature of the witness is
16 waived.

17
18
19
20
21
22
23
24
25

Judd Grisanti - November 01, 2017

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

A P P E A R A N C E S

FOR THE PLAINTIFF:

MR. PAUL C. PEEL
Attorney at Law
FARRIS BOBANGO BRANAN, PLC
999 South Shady Grove, Suite 500
Memphis, Tennessee 38120
901.259.7100
ppeel@farris-law.com

FOR THE DEFENDANT:

MR. CLARENCE WILBON
Attorney at Law
ADAMS & REESE, LLP
6075 Poplar Avenue, Suite 700
Memphis, Tennessee 38119
901.525.3234
clarence.wilbon@arlaw.com

ALSO PRESENT: MR. NORMAN LaCHAPELLE

COURT REPORTING FIRM:

ALPHA REPORTING CORPORATION
Cora J. Lewis, LCR
236 Adams Avenue
Memphis, Tennessee 38103
Phone: 901.523.8974

Judd Grisanti - November 01, 2017

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

INDEX

NAME:	JUDD GRISANTI	PAGE NO.
Examination by Clarence Wilbon		5

EXHIBITS

NO.	DESCRIPTION	PAGE NO.:
Exhibit 1	Consulting Agreement	56
Exhibit 2	E-Mail Chain	58
Exhibit 3	AvKARE EpiFix E-Mail Chain	62
Exhibit 4	MSB VA Hospitals E-Mail Chain	66
Exhibit 5	Revision E-Mail	67
Exhibit 6	Atlanta Meeting E-Mail	73
Exhibit 7	Consulting Agreement E-Mail	76
Exhibit 8	Agreement Attached E-Mail	82
Exhibit 9	MSB Contract E-mail	86
Exhibit 10	Contract and MSB Letter E-mail	88
Exhibit 11	08/05/2013 E-Mail	92
Exhibit 12	05/15/14 Letter	94
Exhibit 13	End of Quarter E-Mail Chain	100
Exhibit 14	Account Balance E-Mail	106
Exhibit 15	AvKARE Stock Options E-Mail	114
Exhibit 16	MSB MiMedx Agreement E-Mail	116
Exhibit 17	Complaint	127
Exhibit 18	Plaintiff's Interrogatories	128
Exhibit 19	01/16/12 Letter	133

Judd Grisanti - November 01, 2017

5

1 JUDD GRISANTI,
2 having been first duly sworn, was examined and
3 testified as follows:

4 EXAMINATION

5 BY MR. WILBON:

6 Q. Good morning, Mr. Grisanti.

7 A. Good morning.

8 Q. As you know, I'm Clarence Wilbon. I'm
9 counsel for MiMedx in this lawsuit that was
10 brought against MiMedx by Mid South Biologics.
11 Have you ever given a deposition before?

12 A. Yeah, it's been many years ago.

13 Q. What I call the housekeeping rules haven't
14 changed. Ms. Lewis is taking down all the
15 questions that I ask and the responses that you
16 provide. So as a courtesy to her and to make
17 certain that we have a clean record, we can't talk
18 at the same time. So if I'm asking a question,
19 I'll ask that you allow me to finish the question
20 before giving your answer and if you're answering,
21 I'll try to give you the same courtesy and not
22 interrupt you while you're speaking.

23 I don't make any promises, but I'm going
24 to do my very best to try not to do that. If at
25 any point you need to take a break, you just, you

Judd Grisanti - November 01, 2017

6

1 know, stop and say, I need to take a break and we
2 can do that. The only caveat being is that if
3 I've got a question on the table, I want you to
4 completely answer before we take that break.

5 Throughout this deposition there'll be
6 some questions that I ask that may not be
7 comprehensible or just don't make sense. If they
8 do, just stop me and say, I don't understand the
9 question or the question doesn't make sense and
10 I'll do my best to rephrase it in a way that does
11 make sense or that you can comprehend it. Okay?

12 A. Certainly.

13 Q. Mr. Peel represents Mid South Biologics.
14 He may have some questions for you at the end of
15 the deposition or when I'm done asking questions.
16 And he may have some objections throughout the
17 deposition. But after those objections are
18 addressed, I'll look to you to answer the question
19 that's been put on the table.

20 I don't want you to speculate or guess
21 about something. So it's fair that if you don't
22 know or don't recall, that's a fair response. I
23 don't want you to just guess. I would rather have
24 an accurate record than a record full of
25 speculation, if that makes sense.

Judd Grisanti - November 01, 2017

7

1 A. Sure.

2 Q. Now, are you under the influence of any
3 drugs or alcohol or anything else that would keep
4 you from being able to comprehend my questions and
5 testify truthfully here today?

6 A. No, sir.

7 Q. Can you state your full name for the
8 record for me?

9 A. Judd Douglas Grisanti.

10 Q. Where do you reside, Mr. Grisanti?

11 A. 10 Darden West, Myrtle, Mississippi.

12 Q. How long have you been at the address in
13 Myrtle, Mississippi?

14 A. As a true residence only two years, but
15 off and on for five, you know, going back and
16 forth from Memphis to there.

17 Q. Do you have any plans as we sit here today
18 to move within the next year or two?

19 A. No.

20 Q. What is your date of birth?

21 A. January 15, 1967.

22 Q. What's your education level?

23 A. College, culinary arts.

24 Q. What year was that?

25 A. I graduated culinary school -- college in

Judd Grisanti - November 01, 2017

8

1 '90.

2 Q. Here in Memphis?

3 A. In New York.

4 Q. What's your current occupation?

5 A. I'm a restaurateur, you might say.

6 Q. What restaurant is that, that you are
7 running today?

8 A. Grisanti's Restaurant out in Collierville,
9 Tennessee?

10 Q. You've been in the restaurant business all
11 of your adult life; isn't that right?

12 A. Yes, sir, pretty much for a certain extent
13 of time. I was out for about seven years.

14 Q. What were you doing during that time
15 period?

16 A. Somewhat retired and then also was in the
17 medical industry for a short period of time, a
18 couple of years, and then was just trying to enjoy
19 life.

20 Q. What years are we talking for that seven
21 years, beginning and end?

22 A. I guess, I was out of Spindini somewhere
23 around '10, 2010 and then just here recently got
24 back into the business in 2017.

25 Q. Now, are you married?

Judd Grisanti - November 01, 2017

9

1 A. No.

2 Q. Divorced or?

3 A. Been divorced for 14 years, I think it
4 was.

5 Q. Do you have any children?

6 A. Yes, two.

7 Q. Adults?

8 A. Adults, yes, sir.

9 Q. What are their names?

10 A. Reynaldo William Grisanti, who is 24 and
11 Catherine Isabella Grisanti, who is 19.

12 Q. Do they reside in Memphis?

13 A. They're back and forth. One just got a
14 professional job that started here this week so
15 he's moving back to Memphis from Mississippi.

16 And my daughter lives in Collierville, but
17 she attends the University of Mississippi in
18 Oxford.

19 Q. Do you know a gentleman by the name of
20 Norm LaChapelle?

21 A. Yes.

22 Q. Who is Norm LaChapelle?

23 A. Norm is a longtime friend. Then we
24 became, you might say business partners in some
25 medical ventures.

Judd Grisanti - November 01, 2017

10

1 Q. Have you ever been convicted of a felony?

2 A. No, sir.

3 Q. Have you ever been charged with a felony?

4 A. No, sir.

5 Q. So when did you first meet Mr. LaChapelle,
6 if you recall?

7 A. One of the restaurants years ago. I knew
8 his father very well. Maybe back in college,
9 maybe. So I knew him back in college, we knew
10 each other, but didn't really become friends until
11 later on.

12 Q. So you knew him as he, I guess, he was a
13 patron of the restaurant?

14 A. Yes, sir.

15 Q. And then y'all became friends?

16 A. Yes, sir.

17 Q. And at some point, did you become business
18 partners with Mr. LaChapelle?

19 A. Business associates, I guess.

20 Q. Tell me about that.

21 A. He was in the human tissue business and at
22 the time it was very interesting to me what was
23 going on in that industry. I was dating a young
24 lady that was also in the medical field and she
25 kept telling me that I needed to maybe look at the

Judd Grisanti - November 01, 2017

11

1 medical industry, to get involved.

2 Q. Who was that young lady?

3 A. Her name was Tinley Everett.

4 Q. Here in Memphis?

5 A. Yeah. She was part of the company called
6 MediSys, Inc. You know, just the amount of
7 business and the opportunities out there in the
8 medical field was what's intriguing because in the
9 restaurant business we, you know, it's a full-time
10 job. I mean, it's not a lifestyle. It's not a
11 job really. It's a -- I mean, it's a lifestyle
12 not a job. It's full-time whether you own or not.

13 She only worked nine to five. And I
14 thought -- and Norm was off on weekends. I
15 thought, hey, you know, it's very attractive.

16 Q. Do you recall what year that was?

17 A. The year that?

18 Q. She was telling you to get involved in the
19 medical field.

20 A. Around 2010.

21 Q. So Ms. Everett is telling you about the
22 medical field and you see it's a potential
23 opportunity. So what do you do next to act on
24 this interest that you had?

25 A. Well, Norm and I would always talk. I

Judd Grisanti - November 01, 2017

12

1 mean, we were friends, you know, and we would, you
2 know, talk about fishing and whatnot. And so we
3 eventually just got into conversations about the
4 medical industry and what he had going on. You
5 know, a lot of times in the medical industry,
6 it's, you know, also as well as who you know, door
7 opening opportunities and where you can get into a
8 doctor and if you know him well, they'll listen to
9 you. And so we went from there.

10 Q. Now, are you and Mr. LaChapelle still
11 friends?

12 A. Yes, sir. Yes, sir.

13 Q. Do you still hang out together at all?

14 A. I don't -- I wish I -- I don't. I live in
15 Mississippi and it's an hour away so we talk, but
16 I don't get to hang out per se anymore at all with
17 anybody.

18 Q. When was the last time you talked to Mr.
19 LaChapelle prior? I know you called this morning,
20 but before today?

21 A. We talk periodically, you know. I mean,
22 we've always been friends. I don't know when the
23 last time exactly was.

24 Q. Did you-all talk about this case at all?

25 A. We've always talked about this case. I

Judd Grisanti - November 01, 2017

13

1 mean, we've always talked about, I guess, you're
2 speaking of the case with the lawsuit against
3 MiMedx. Yeah, we've always spoke about that. I
4 would also call him and say, you know, hey, what's
5 the latest news?

6 Q. And what was the most recent conversation
7 you had with him about the lawsuit?

8 A. That I was going to get a deposition or
9 served with papers for a deposition.

10 Q. And did you do anything in preparation for
11 this deposition today?

12 A. As you see over the past since this has
13 taken place I prepared myself regardless, you
14 know.

15 Q. Now, are you represented by counsel in
16 this?

17 A. Right here today?

18 Q. Uh-huh. (Affirmative response.)

19 A. No, sir.

20 Q. When you were talking to Norm in 2010,
21 where did that go? Did you ultimately become a
22 partner in the business or what happened next in
23 that process?

24 MR. PEEL: I would object to the form
25 of the question. You're asking somewhat of a

Judd Grisanti - November 01, 2017

14

1 legal question.

2 BY MR. WILBON:

3 Q. You can answer.

4 What happened next in the process?

5 A. We talked about partnership. It just
6 never came to a 100 percent partnership. It was
7 just pretty much an agreement with each other
8 that, you know, we would just treat each other
9 right and we would make money, we would split
10 everything that we made.

11 Q. Now, what kind of business was Mr.
12 LaChapelle running at that time?

13 A. From what I understand and saw was a human
14 tissue, like a human tissue bank.

15 Q. Was that called Mid South Biologics?

16 A. At that time I ain't 100 percent. I want
17 to say it was, yes.

18 Q. So you and Mr. LaChapelle start to discuss
19 working together in some capacity?

20 A. Exactly, yes.

21 Q. Affiliating with one another
22 professionally in some capacity?

23 A. Yes.

24 Q. And then what happens after that?

25 I'm trying to understand sequentially

Judd Grisanti - November 01, 2017

15

1 what. So you started discussing it. So when I
2 say what happened next? I want you to walk me
3 through. Do you form your own company or where
4 does this process go?

5 A. It started off real slow, I mean, with
6 each other, you know. He had things going on that
7 he was doing that he was busy with that he already
8 had, I guess, business-wise. At the same time I
9 was pursuing other ventures as well to see what,
10 you know, what I wanted, you know, I was just kind
11 of dabbling in it, maybe, you might say, and then
12 pursuing other ventures. I think after that
13 actually opened up another restaurant called Judd
14 Grisanti's on Poplar. And actually, I was opening
15 it up hoping that my father would come back and to
16 go into business because he had retired.

17 Q. Now, that's where your dad's original
18 restaurant was?

19 A. Exactly. We had it, then my little
20 brother closed it, and I tried to reopen it for my
21 father. So it's kind of, you know, a little bit
22 of medical maybe, every, you know, once a month at
23 the time and then a lot of restaurant, and then
24 solely moved towards the medical industry.

25 Q. Then did you start to devote more

Judd Grisanti - November 01, 2017

16

1 attention or focus more on the medical side at any
2 point?

3 A. Yes, because my father did come back to
4 Grisanti's and I was there maybe six months and he
5 came back there to Grisanti's and ran it for
6 another year.

7 Q. So that freed you up to do --

8 A. It freed me up to go pursue more in the
9 medical industry, yes.

10 Q. This is what's taken us to maybe 2011
11 sometime?

12 A. Late 2010. Maybe first of '11, yes, sir.

13 Q. Now, at this point do you decide to or at
14 any point did it open up or set up your own, say,
15 LLC or any business or did you just operate as a
16 sole proprietor of, you know, Judd Grisanti?

17 A. Sole proprietor, but a little bit under
18 Norm's umbrella with what was going on. He was
19 kind of teaching me the ropes about the industry
20 as well as a good friend of mine was.

21 Q. Who was that?

22 A. Tinley Everett.

23 Q. So what did your role become at that
24 point? We're in late 2010. Did you start selling
25 medical products, meeting doctors? Tell me what

Judd Grisanti - November 01, 2017

17

1 you started to do.

2 A. At that point with what I -- let's see
3 here. I can't remember the exact date, Clarence.
4 I would have to go back and look at my notes real
5 quick. But maybe early 2011, I would go with Norm
6 on some calls that he would make just to kind of
7 see it up front, you know. You might say just
8 kind of in his shadows of how he visits doctors
9 and what all took place and what it would take.
10 So I would do that.

11 Q. And then did you, I guess I'll kind of say
12 it loosely, develop a knack for it where you
13 started making a rapport or having a relationship
14 with some of these doctors?

15 A. Yeah, I think I got more comfortable with
16 interacting with the doctors and as I learned some
17 more medical terms that they use as well as some
18 of the products, I got much more comfortable with
19 visiting them and calling on doctors.

20 Q. Did you start making any actual sales?

21 A. I think we made some sales together, we
22 did as a joint, kind of a tag team, double team.
23 Then we would go in the doctor's office and, you
24 know, I would follow his lead.

25 Q. Do you recall at that time what product

Judd Grisanti - November 01, 2017

18

1 you-all were selling?

2 A. At that time -- well, actually, I think at
3 that time the first product was when we took on
4 EpiFix with MiMedx.

5 Q. That was the first product you recall
6 being involved in?

7 A. Well, yeah, but I knew of an old product
8 that he had called Bio-D and I kind of learned
9 from the matrix or the science of that one and
10 then Norm would say, this is a good time, good
11 opportunity. We're actually switching from one
12 product to a new product and I can start from a
13 ground basis up with learning from it as well as
14 he did with the new technology and whatnot.

15 Q. And the EpiFix was a MiMedx product?

16 A. EpiFix, yes, was a MiMedx product.

17 Q. When you started to learn about the EpiFix
18 from Norm, was that your first dealings or the
19 first time you had ever heard of MiMedx?

20 A. Well, we actual both, he and I both went
21 on an interview to meet Mike Carlton.

22 Q. Do you remember when that was?

23 A. Clarence, it was sometime, I believe, I
24 want to say somewhere around 2011. Maybe mid or
25 late 2011. I remember it being somewhat cold, I

Judd Grisanti - November 01, 2017

19

1 think. I can't remember. Somewhere around there.

2 Q. Was Mike Carlton the first person that you
3 met from MiMedx that you recall? If you know. If
4 you don't...

5 A. I believe so, yes. We met him, it was
6 somewhere in Alabama. We went to meet up with him
7 and everybody did kind of an introduction. I
8 think there had been a bunch of phone
9 conversations prior to that and then we met Mike
10 Carlton somewhere in a little town in Alabama. It
11 would have been off of 78 or 20 going towards
12 Georgia.

13 Q. Do you recall if that was at an
14 O'Charley's?

15 A. Yes, I think it was actually.

16 Q. What was the purpose of the meeting with
17 Mike Carlton?

18 A. Well, I think it was -- first of all, I
19 think he wanted to meet us in person as well as we
20 did them. I think they were a new company. I
21 think everybody was just kind of feeling each
22 other out. Of course, Norm took the lead on all
23 of that because he knew the products at that time
24 as I didn't probably fully understand all of its
25 potential. And so we met each other and

Judd Grisanti - November 01, 2017

20

1 everybody's personality seemed to, you know, we
2 all seemed to, you know, think the same way. You
3 know, it was a new product. We had to get it out
4 there and get into the marketplace.

5 Q. And what happened next?

6 A. Next being, I guess, we got accepted by
7 MiMedx or Norm did, got accepted by MiMedx being a
8 distributor. They, you know, he let me know what
9 the territory was and we could go out and start
10 selling it. So that was the game plan. That's
11 what we had started.

12 Q. Now, Mid South Biologics was the
13 distributor, the actual distributor as you would
14 call it or Norm was?

15 A. Yeah, they were. Oh, yeah, they were
16 actually the distributor, yes.

17 Q. Do you recall what the territory that you
18 were authorized to work in? And I say you, I
19 mean, Mid South. I know you may not have been a
20 direct owner, but you were affiliated with it and
21 working with Norm. So I would say you, what
22 territory were you-all granted if you recall?

23 A. At the time it was a brand-new product
24 coming from the marketplace and I don't think they
25 had distributors everywhere so it was pretty much

Judd Grisanti - November 01, 2017

21

1 like the wild, wild west. We could go anywhere
2 and do anything if we could sell it, if we thought
3 we could sell it. And the restrictions came much
4 later, you know, as time progressed, as we went
5 along with the product. And I guess as more
6 product got to the marketplace, our territory
7 shrank a little bit.

8 They didn't want it to overlap, you know,
9 with other distributors that they were solely
10 bringing on.

11 Q. Ultimately, was your territory Tennessee
12 and areas outside of Tennessee or just solely
13 Tennessee; if you know?

14 A. It was Tennessee and outside of Tennessee.

15 Q. Like parts of Alabama?

16 A. Yes, sir.

17 Q. Do you know what other areas at the time?

18 A. Mississippi, North Mississippi, Arkansas,
19 Kentucky. I mean, they pretty much said, you
20 know, if we could still sell them, if we knew a
21 doctor and we had relationships with them. At
22 that time it really wasn't so much design -- I
23 mean, from what I understand there was a definite
24 line. But if we had a doctor, say, at another
25 town that we could get authorization to go and

Judd Grisanti - November 01, 2017

22

1 visit, it was okay if we could sell it.

2 Q. If you had a relationship with them?

3 A. Right. Right. The medical industry, it's
4 all about relationships, you know. Who people
5 trust, who people like, who's got a good product.
6 So that's a big key door opener is relationships.

7 Q. Did you know a gentleman by the name of
8 Bill Cochran at that time?

9 A. Not at that time, I didn't, no.

10 Q. You hadn't ever heard that name at that
11 time?

12 A. If I did it didn't mean anything at the
13 time. Now, I can tell you when I first remember
14 hearing his name that I recognized.

15 Q. When was that?

16 A. Norm would be on the phone with some guys
17 out of Texas. CPM, I think, was their name.
18 MiMedx would say, if you guys can't meet, I think
19 what we needed in inventory dollar-wise call CPM
20 and you can always get the product from them.

21 And those guys were like very eager to
22 work with us. They also had MiMedx products. And
23 I can't remember if it was one label or two labels
24 or what it was, but you know MiMedx had it or were
25 trying to put it under different labels as well.

Judd Grisanti - November 01, 2017

23

1 But Bill Cochran was with their group and he
2 was -- Bill and I guess Norm, they would talk and
3 that's when I first started hearing his name. You
4 know, we'll get it from them.

5 Q. So when you say, they couldn't meet the
6 dollar-wise, so as a distributor were you-all
7 required to meet certain dollar thresholds?

8 A. You know, and I say that, but I say it
9 loosely because sometimes they would okay it and
10 sometimes if we just needed one or two grafts.
11 Maybe we didn't have them that size, they would
12 say, you know, get it from CPM, you know.

13 Q. Did you ever see the distributorship
14 agreement?

15 A. Did I ever --

16 Q. The distributorship agreement between Norm
17 or Norm's company and MiMedx at that time; did you
18 ever review it?

19 A. Oh, yes, sir. Yeah, certainly, I did.
20 Yeah. Yeah. I wanted to make sure we were
21 always, you know, in compliance or, you know. I'm
22 just an intuitive kind of person. I just wanted
23 to know what was going on and make sure that, you
24 know where we stood at all times.

25 Q. Now, did you actually sign off on that

Judd Grisanti - November 01, 2017

24

1 agreement? Were you a signatory to that?

2 A. No. No, sir.

3 Q. But you operated under it?

4 A. Yeah. Right. Exactly.

5 Q. You're aware -- well, to your knowledge is
6 this distributorship agreement an issue in this
7 lawsuit? Was there a problem?

8 A. Oh, there was always an issue. These
9 guys, Clarence, when I tell you everyday was a new
10 day. And that's one thing I learned about the
11 medical industry as well. That everybody seems to
12 run black and white, cut and dry, but that wasn't
13 the case because the next day they changed the
14 rules on you, you know, the medical industry.

15 Q. That's custom in industry.

16 A. Obviously, it is because I've heard it
17 more than once, you know, from people out there.
18 You work by a contract that you're given and hope
19 it works the best for you. But then again, you
20 could get a call the next day where, you know,
21 guess what guys, you know, maybe you can't go
22 there. Now, you were going there yesterday, but
23 your contract reads that you can. Who knows?

24 It's kind of funny, you know, it's kind of
25 like people like to change the rule of the games

Judd Grisanti - November 01, 2017

25

1 that they play, you know, to best suit them.

2 That's what I kind of learned about that industry.

3 Q. At that time what kind of company was
4 MiMedx to your knowledge?

5 A. Oh, they were just starting off. They
6 were brand-new, no sales. I mean very, very
7 little sales because when we were out selling the
8 product, the first thing the doctor would want to
9 know, well, you know, I need some what they call
10 white pages, studies and stuff. We weren't even
11 there yet. They had just done a very small trial
12 on it and they knew it was healing patients. The
13 science made sense. It's kind of one of these
14 things, kind of like the restaurant deal, you
15 know.

16 Go to the restaurant, let the food speak
17 for itself. Kind of like the product. And we
18 knew the product would work because we had
19 actually seen it at that time work in healing
20 patients. And that's what we would ask the doctor
21 for. Listen, Doc, this is a new technology with
22 science on these grafts. Give us a case, let us
23 do a case and let the graft speak for itself. And
24 I'm going to tell you, it certainly did. It spoke
25 for itself.

Judd Grisanti - November 01, 2017

26

1 Q. It was a good product?

2 A. Yes, sir.

3 Q. So you stood behind it?

4 A. Very proud of it, yes.

5 Q. Then what happens next in the process?

6 You're a distributor, you're out meeting doctors
7 and, you know, telling them and you're proud of
8 the product. Then what happens next in the
9 process?

10 A. We're moving rapidly along pretty well,
11 you know. Doctors are happy. We're selling. I'm
12 getting more and more used to selling the product
13 myself, going out on my own now. Maybe that's
14 late '11 at this point. Maybe early '12, but I
15 think late '11. And I was, like well, you know,
16 doctors are using it here and there. But where
17 could you go and sell a bunch of these? And I
18 knew at that time by reading that MiMedx had
19 something with the Veterans Hospital, the VAs.

20 So when I read up on that and learned
21 about the STVOSB and --

22 Q. What is that?

23 A. Well, it's the FS&S, the federal supply
24 schedule, doing business under disabled veterans
25 and this and that, the veterans, I knew there was

Judd Grisanti - November 01, 2017

27

1 a lot of chronic wounds there, you know, for
2 different reasons. I also knew just from being in
3 the restaurant business that if you got on with
4 the federal government or something like that with
5 a contract it could be life changing. And that's
6 like with Cisco or something who gets on with the
7 hospitals, you know, they get all these big
8 contracts, you know, it could be a big deal.

9 Q. Have you had a chance to read any of the
10 depositions from this case?

11 A. No, not at all. Why? Was I supposed to?

12 Q. No. I was just asking if you had been
13 provided and had a chance to read any of them?

14 A. No. Did I miss something?

15 Q. No, you did not.

16 A. Well, no, why do you say that?

17 Q. No, I was just asking. It's just a
18 standard question.

19 So you understood you were researching and
20 discovering --

21 A. I was trying to figure out where -- well,
22 I figured, you know, in the restaurant business we
23 have big clients and that one big client like
24 Jerry West, okay, when he came to town with the
25 Grizzlies. That one big client changed a lot of

Judd Grisanti - November 01, 2017

28

1 things for me in the restaurant business. I knew
2 if you could target the bigger elephants in the
3 business that may lead to something. If that
4 leads to something there and you get in good with
5 them then that could lead into more.

6 Q. Right.

7 A. So that's kind of the thought process I
8 had behind selling this product was that we could
9 target maybe something bigger instead of a doctor
10 here, doctor here, doctor here.

11 Q. So upon making that realization, what did
12 you do next?

13 A. I understood and studied up on the VAs and
14 how they acted and how they reacted and what were
15 the stipulations and everything. And I understood
16 that what MiMedx had at that time under the
17 STVOSB -- I can't remember exactly the initials,
18 but that only gave us, it gave us a license to
19 hunt, but it didn't give us, you know. That's all
20 it gave you. It gave you the rights to go inside
21 the door and talk, but you still had a lot of
22 variables under that one deal, meaning that if you
23 weren't on the big platform, which you would want
24 to be with the case number and they would stock
25 it. You would still have to just take 1 or 2

Judd Grisanti - November 01, 2017

29

1 grafts in there at a time as per case. And I
2 thought, well, you know, how do you get bigger and
3 better with the VA Hospital and you would have to
4 get what they call a FS&S, which is a federal
5 supply schedule.

6 So I did some more homework and figured
7 out with some friends what direction to go in
8 and --

9 Q. Who were those friends?

10 A. Just some people in the industry. At one
11 time I had talked to a good friend of mine named
12 Joseph Zorzoli who --

13 Q. She's taking this down. If you can spell
14 it that's fine. If you can't...

15 A. Z-O-R-Z-I-A-L, something like that,
16 Zorzoli.

17 But anyway, he was an old, dear childhood
18 friend. He had worked at the restaurant and my
19 father got him in the industry of pharmaceuticals,
20 which is Pfizer. He had since then become, I
21 think a lobbyist. And I was asking, like, if you
22 run into roadblocks, what should you do or how
23 could you go past them and how does one thing lead
24 into the next thing. Because I was still new in
25 the medical industry. And he was telling me that

Judd Grisanti - November 01, 2017

30

1 I needed to find out who does business with the
2 federal government on that level. He said, Judd,
3 just follow the medication. Follow the lead and
4 see where it goes to. We found out that a company
5 named AvKARE was close by us. We had a friend
6 that knew the group really well that introduced
7 us.

8 Q. Who was that friend?

9 A. He was introduced to me by JoJo.

10 Q. Who is JoJo?

11 A. Oh, I'm sorry. That's Joseph Zorzoli. We
12 call him JoJo. That's his nickname. I'm sorry.

13 Q. Now, JoJo introduced you to somebody in
14 AvKARE?

15 A. What he said, listen my brother Vinnie.

16 Q. Vinnie Zorzoli.

17 A. These are a bunch of Italians. Sorry.

18 May have a friend who actually knows these
19 people. So Vinnie and them, we drove up to
20 AvKARE.

21 Q. Where is AvKARE located?

22 A. It's in Kentucky, outside of Glasgow,
23 Kentucky.

24 Q. Between Nashville and Louisville?

25 A. Yeah. Yeah. Somewhere around there.

Judd Grisanti - November 01, 2017

31

1 North of -- where's Corvettes made?

2 Q. Bowling Green.

3 A. North of Bowling Green.

4 So we went up there and we made a
5 presentation. And they were a big player with the
6 pharmaceutical industry with the VAs with generic
7 drugs. And so they specialized in doing, you
8 might say, business with the federal government.
9 Once we got to talking with them and meeting with
10 these guys --

11 Q. Who did you meet, if you recall?

12 A. Bobby Lindsey is his name. You now, and
13 once we told them what, you know, we were trying
14 to do and he told me how their company ran, then
15 we all thought, let's meet up together. And
16 that's when we drove up there to Glasgow. Norm
17 and I pitched the products that we had and what it
18 could do.

19 Q. Was that the EpiFix?

20 A. Oh, yes, it was the EpiFix, yes.

21 Q. Let me back up for a minute. Under the
22 Distributorship Agreement how was Mid South and
23 you, how were y'all paid or how did that business
24 operate, if you know?

25 A. Norm would buy the inventory.

Judd Grisanti - November 01, 2017

32

1 Q. So he would buy it from MiMedx?

2 A. Right. Bring it in because he was a
3 tissue bank, which actually means a lot because
4 you're actually able to hold it in warehouses of
5 tissue itself. It's all about --

6 Q. Consignment?

7 A. No. Well, no, but custody of control of
8 the product. He was selling it, yes, we would
9 sell it on consignment basically sometimes.

10 Basically, yes.

11 Q. So Norm had -- when I say Norm, I'm
12 referring to Norm being --

13 A. Mid South Biologics, yes.

14 Q. So Norm had an agreement he was purchasing
15 the product directly from MiMedx and warehousing
16 it; is that right?

17 A. Yes.

18 Q. And then you-all can go out and a doctor
19 or hospital would place an order?

20 A. Right. Exactly. Right. If we had a
21 case, right, we would bring it in.

22 Q. Who would the doctor or hospital make
23 payments to Mid South or to MiMedx?

24 A. No, they would make payments to Mid South
25 Biologics.

Judd Grisanti - November 01, 2017

33

1 Q. Do you know if sometimes MiMedx would
2 allow Norm to receive product before he actually
3 sent in the cash for that product, if you will?

4 A. I know he had a line of credit with them
5 if that's what you're asking.

6 Q. Yes, that's what I'm referring to?

7 A. Yes. Yes.

8 Q. So he would have product, but then hadn't
9 made payment?

10 A. Right. Then I think they allowed him to
11 maybe get out so far, then they would receive
12 payment, yes.

13 Q. Was Saint Francis Hospital one of your
14 customers or clients, if you will, at that time?

15 A. It was Norm's, not mine.

16 Q. You didn't deal with Saint Francis?

17 A. No.

18 Q. Now, let's go back. We're at the point to
19 where you're meeting with Bobby Lindsey and his
20 team, you and Norm in Glasgow, Kentucky?

21 A. Yes.

22 Q. So let's talk about that meeting. How did
23 AvKARE review or receive the information that you
24 and Norm were presenting?

25 A. Well, let me tell you. So as I would

Judd Grisanti - November 01, 2017**34**

1 visit the VA Hospitals I found out that we had
2 some obstacles. So I would call Mike Carlton up,
3 which was our contact with MiMedx. And I would
4 like Mike Carlton know, hey, Mike, this is the
5 pushback I'm getting in the VA Hospitals, just to
6 FYI, you know. This is what I'm hearing. This is
7 what's going on. But, you know, there are some
8 things out here that we could do that we could
9 definitely better ourselves as a whole to do
10 business with the VA Hospitals.

11 And Mike's well, what are they? And I
12 told him what we need to get is something called
13 an FS&S. And so, you know, as I educate myself on
14 the situation that brings us to the introduction
15 with Bobby and all these guys.

16 Q. Did MiMedx already have or were they
17 already on the FSS?

18 A. No, not the FS&S. They had something
19 else. It was called the SDVOSB, okay.

20 Q. Okay.

21 A. Which leads into a lot of, like I said,
22 roadblocks because it didn't allow you to put the
23 product in the hospital. You could only bring it
24 in as case per needed.

25 Q. Okay.

Judd Grisanti - November 01, 2017

35

1 A. Okay. So anyway, to get like I said for
2 better for all we would have to bump up our game
3 and get on something called the FS&S and that's
4 what leads us to Bobby Lindsey.

5 Bobby Lindsey, we met with him and the
6 owners and, you know, I'm sorry to say that I
7 can't remember the owner's name at this time, but
8 I could look it up. And it's just -- it's at the
9 tip of my tongue. I just can't remember it. Two
10 brothers owned the company and Bobby Lindsey was
11 one of their, I guess, go-to guys that look at new
12 products and whatnot.

13 Q. Is it Troy Mizell?

14 A. Yeah -- no. No. Troy is one of the -- he
15 was the disabled veteran, Troy was.

16 Q. Okay.

17 A. He had two partners that actually owned
18 the pharmaceutical end of it all.

19 Q. Michael Miller?

20 A. No. No. No. No.

21 Q. Steve Shirley?

22 A. Steve Shirley. There you go. Steve
23 Shirley. Steve Shirley. So Steve Shirley was
24 there in the meeting as well. They liked what we
25 pitched to them and they liked about maybe, you

Judd Grisanti - November 01, 2017

36

1 know, because business is tough for everybody.
2 You know, it seems like instead of growing a lot
3 of margins again, you know, tightened and whatnot.
4 So they liked what we pitched and liked that maybe
5 we could bring some biologics to their portfolio.

6 So as we progressed to talk, things seemed
7 to progress going forward. There's a lot of other
8 little things going on in between, a lot of
9 conversations and whatnot.

10 Q. MiMedx is not directly involved in these
11 discussions at this time; is that right?

12 A. Not at that time, but Mike, you know, I
13 talked to Mike on different phone calls saying
14 hey, look, you know, we're talking to these
15 people. I never would tell him who exactly they
16 were at the time.

17 Q. Why didn't you tell me?

18 A. Because I know MiMedx. The next thing
19 they would do is go over our backs and go straight
20 to them. I was trying to protect our interest
21 until I had something concrete to bring MiMedx 100
22 percent and I knew 100 percent that we could get
23 something done between the two groups, all of us.

24 Q. Now, at the time was your thought that Mid
25 South or another company you and Norm formed would

Judd Grisanti - November 01, 2017

37

1 sell product to -- will purchase product from
2 MiMedx and sell it to AvKARE?

3 MR. PEEL: Object to the foundation
4 of the question.

5 By MR. WILBON:

6 Q. You can answer.

7 A. Okay. So our thought process was this,
8 that we can maybe -- and this happens in clothing
9 lines and everywhere. Somebody would come in
10 after you got a product up and running, a great
11 product, and knocked it off. I thought Norm and I
12 agreed. Why don't we knock off ourselves to be
13 first, you know. Why don't we be the first ones,
14 you know, do another label. You know, have MiMedx
15 make us another label. They were already dealing
16 with CPM. Why not do it with us.

17 Q. So with CPM, like EpiFix would be under a
18 private label for CPM?

19 A. Clarence, forgive me, I got it in my notes
20 what the name of it was for the other company, but
21 yes, I thought why couldn't we do the same for us.

22 Q. So you would distribute EpiFix or AvKARE
23 would get it from you under the name of EpiFix?

24 A. Exactly. Exactly.

25 Q. And MiMedx would produce it and

Judd Grisanti - November 01, 2017

38

1 manufacture it and you would purchase it from them
2 and sell it under your brand name instead of their
3 brand?

4 A. Exactly.

5 Q. That's the thinking that you were
6 operating under at that time?

7 A. Exactly.

8 Q. So tell me what happens as this process
9 continues to unfold?

10 A. That falls to the wayside for whatever
11 reasons, MiMedx or whatever, you know, didn't
12 agree with it or whatever, wouldn't do it. So
13 now, we're just down to, okay, hopefully we could
14 be the distributor for EpiFix to the VA Hospitals
15 and with AvKARE and we could go in and sell it,
16 start our own sales team and all we would do is go
17 and saturate the VA Hospitals.

18 Q. So you would get Mid South on to the FSS?

19 A. Exactly. Right. Mid South would be on
20 the FS&S and we would go from there. But we ran
21 into a roadblock there where we also had to have
22 the manufacturers listed on there as a supply
23 chain.

24 Q. Why was that a roadblock?

25 A. Well, the VA does so much business that

Judd Grisanti - November 01, 2017

39

1 they would want the manufacturers to be aware of
2 what --

3 Q. Volume?

4 A. -- the volume that's going on.

5 Q. And you guys initially weren't planning on
6 the manufacturer to be on there, on the supply
7 chain. It was going to be your business and the
8 manufacturer just --

9 A. Another reason too is because the matrix
10 of it all as well is not to mislead anybody or to
11 do anything under a different label. It was also
12 because of money issues. We as distributors to
13 just the VA Hospitals, we could charge a premium
14 price for that product and not discount it as long
15 as we didn't sell it to anybody else for a
16 discounted rate.

17 Q. Mid South couldn't?

18 A. No, Mid South could, but MiMedx couldn't
19 do that.

20 Q. Why couldn't MiMedx do it?

21 A. Because they would have to discount the
22 product 5 percent than what they did in the
23 commercial product and they couldn't get there.

24 Q. So that was a rule with the VA or with the
25 federal government?

Judd Grisanti - November 01, 2017

40

1 A. Right.

2 Q. That the federal government had to get it
3 for the same price as the commercial --

4 A. No, 5 percent cheaper.

5 Q. But Mid South wouldn't be subject to that
6 rule if I understand what you're saying?

7 A. Exactly. Mid South wouldn't be subject to
8 that rule because we would only sell to the VA
9 Hospitals.

10 Q. So the margin would be 5 percent greater
11 for Mid South?

12 A. Right.

13 Q. So why didn't this work as intended?

14 A. We got pushed back from MiMedx on it.
15 MiMedx, I think, at that time maybe started to
16 realize, hey, they've got a lot of potential here,
17 you know. There's a lot of potential here and if
18 this all holds true, then it could be greater than
19 anything that we're doing.

20 Q. Were there also some financial issues in
21 terms of the amount of money or capital that Mid
22 South was going to need to engage in such a
23 relationship?

24 A. I think we could have raised any capital
25 that we wanted to be honest with you, Clarence, at

Judd Grisanti - November 01, 2017

41

1 that time. I mean, I think -- I don't think that
2 was ever, from what I understand, an issue.

3 Q. Do you know if -- at that time when you
4 were negotiating, I'll use the term negotiating.
5 When you were negotiating with AvKARE to do this
6 proposed deal, do you know if Mid South had the
7 right or sufficient access to MiMedx's product to
8 negotiate such a deal?

9 A. Mike Carlton told me on the phone
10 personally, Judd, if you can get the job done, get
11 it done any way you can. And my direct contact
12 when we would always have questions or concerns,
13 anything was to talk to Mike, Mike Carlton.

14 Norm, I mean, I didn't go over Norm's
15 head. Norm didn't care if I called him with, you
16 know, hey, we've got an issue with my big toe.
17 You know what I'm saying. I'm going to call Mike,
18 can I get EpiFix to stick on there? You know, we
19 always joked about, hey, I'm going to cut the top
20 of your ear off. You put a little EpiFix on
21 there, you'll be okay, you know.

22 I mean, I talked to Mike Carlton all the
23 time on the phone. You know, back and forth what
24 about this, what about that. Hey, this situation
25 here, you know, with the doctor or whatever,

Judd Grisanti - November 01, 2017

42

1 special needs. What do you think about this? It
2 wasn't like we would only pick up the phone once
3 every blue moon and talk to Mike. We would talk
4 to Mike, oh, weekly.

5 I told Mike what we had going on. He
6 said, Judd, let me tell you something. If you can
7 get it done, get it done. Norm and I were both
8 like, hey, we think there's a lot of value here.

9 Q. Do you hunt?

10 A. No. I used to hunt a long time ago, duck
11 hunt with my family, you know. I mean, you know.

12 Q. Fish?

13 A. I fish every day. I'm not a hunter
14 anymore. I haven't hunted in a long time. I went
15 hunting the past couple of years and I call up the
16 turkeys and to be honest with you, I just watched
17 them go by.

18 Q. Does Norm hunt?

19 A. No, Norm and I fish. We fish. We're
20 fishermen. I've never been hunting with Norm,
21 ever.

22 Have I, Norm?

23 Q. He can't.

24 A. I'm sorry. I don't know. Maybe I did go
25 hunting with him, but I don't think I did because

Judd Grisanti - November 01, 2017

43

1 we don't -- I mean, we fish, you know. We all
2 love to fish.

3 Q. You ever go fishing with Mike Carlton?

4 A. No. I didn't know he was a fisherman. I
5 don't know.

6 Q. So we get to the point you're trying to
7 get the deal done. You want to get a private
8 label or brand the EpiFix under a private label
9 for Mid South. You run into some roadblocks. So
10 what happens next in this process?

11 A. So naturally, we were hoping that we could
12 go to MiMedx, and maybe be the distributor for
13 this for the VA Hospitals. You know, maybe Norm
14 and I could with Bobby Lindsey and AvKARE put a
15 group together or a core group together to go out
16 here and saturate that market because AvKARE was
17 a, what you may say a government contract
18 specialist. I mean, they had many, I think,
19 contracts with the VAs and the DODs and the IHSs
20 at that time and we would follow their lead, you
21 know, with Bobby Lindsey. That's what they did, I
22 mean.

23 So when that got back to, you know, when
24 we had discussions with Mike Carlton about
25 everything, I think everybody realized how maybe

Judd Grisanti - November 01, 2017**44**

1 big this could be, you know, once everybody
2 started talking how much business AvKARE did with
3 the VAs and whatnot. Then it kind of lead to
4 where Norm and I were just going to be
5 consultants.

6 Basically, Clarence, from what I
7 understand how it all worked and I go back and I
8 look at it now, it just basically got ripped out
9 of our hands once I think they realized what had
10 taken place here, you know. Of everything that
11 was put together, the amount of business that
12 AvKARE did, what their knowledge is of the VA
13 Hospitals, how that the SBVOSB wasn't really
14 anything. But now that if you got on the FS&S
15 where they could go in there and actually stock it
16 and put it in there and all the doctor had to say
17 is hey, I want it, it's there was at a totally
18 different level.

19 And I think Bill Taylor somewhat got
20 involved and got to talking with AvKARE at that
21 point and we pretty much just were going to get a
22 contract of introduction or consulting, I think
23 they called it.

24 Q. When you say, it got ripped out of your
25 hands. But it wasn't actually in your hands. You

Judd Grisanti - November 01, 2017

45

1 were trying to do a deal and found out you had --

2 A. No. No. We had a deal with AvKARE. We
3 had a deal with AvKARE. Actually, we were on the
4 FS&S. Mid South Biologics was on the FS&S at one
5 time. When Bill Carlton told me, Judd, if you can
6 go ahead and get it done, get it done. And that's
7 when I said, well, let's go ahead and get on the
8 FS&S. If anything we can start operating while we
9 figure out all the particulars.

10 Q. So Mid South was actually listed on the
11 FSS?

12 A. Yes, sir.

13 Q. Now, you said a deal was actually done
14 with AvKARE?

15 A. Well, no. AvKARE was onboard 100 percent.
16 I mean, they were ready to go with us, with Mid
17 South Biologics.

18 Q. Did you ever actually enter into any
19 written agreements between Mid South and AvKARE?

20 A. Not at that point was anything, but we all
21 signed nondisclosures.

22 Q. And you guys, is it fair to call it, you
23 reached the point to where you had a plan that
24 y'all liked?

25 A. Yes, and we just needed MiMedx to sign off

Judd Grisanti - November 01, 2017

46

1 on it.

2 Q. But you didn't have any product?

3 A. Well, that's why we needed MiMedx to sign
4 off on it.

5 Q. It was up to MiMedx to decide whether or
6 not they wanted to sign off on that and let you --

7 A. Be the distributor.

8 Q. -- be a distributor.

9 A. Right.

10 Q. Of a private label?

11 A. Right. So I put Bobby Lindsey and AvKARE
12 in touch with Mike Carlton and Bill Taylor. And
13 the next thing I know is they've got some kind of
14 a partnership going on and me and Norm were
15 basically on the outs.

16 Q. But that is MiMedx's right though.
17 Correct?

18 A. No. I don't understand how. If anything,
19 we brought AvKARE to MiMedx and MiMedx to AvKARE.
20 AvKARE didn't know anything about MiMedx and
21 MiMedx didn't know anything about AvKARE. We
22 educated AvKARE on MiMedx and what MiMedx had, how
23 it worked. We educated MiMedx on AvKARE, what
24 they had. I had to sell both parties about each
25 other for each other.

Judd Grisanti - November 01, 2017

47

1 Q. And for that MiMedx offered and provided
2 you-all a consultant fee. Correct?

3 A. Right. And at that time, somewhere around
4 about that time it was coming down to, you know,
5 actually, I think Bill Taylor got more involved in
6 it and actually AvKARE started to pull back on the
7 deal because they -- AvKARE is from a pastured
8 town in Kentucky.

9 Q. A cow pasture?

10 A. Yeah, a cow pasture in Kentucky. Atlanta
11 is New York of the South. These guys in Kentucky;
12 Steve Shirley, Bobby Lindsey would show up in
13 basically overalls and a baseball cap to do
14 business. They weren't about all the fast
15 talking. They just wanted to be able to trust
16 everybody. They liked you, they thought they
17 believed in the product, they could do it. They
18 would get the deal done. I wasn't in on any
19 conversation between Bill Taylor, Bobby Lindsey,
20 or Steve Shirley. All I know is that I got a
21 phone call from Bobby Lindsey saying, Judd, we're
22 out. We're out of it.

23 I said, well, what happened? He goes, I
24 can't do business with these people, you know, for
25 whatever reasons it may be.

Judd Grisanti - November 01, 2017

48

1 Q. Do you recall when that was?

2 A. It was probably a week before that
3 contract was signed, that date. And then I got on
4 the phone with Mike Carlton. I said, Mike, what's
5 going on here? What's all this? And I, you know,
6 talked to Norm. What have you heard? What's
7 going on? Who's all at who?

8 Bobby Lindsey just did not like Bill
9 Taylor's arrogant attitude, you know. You know,
10 these guys aren't about jet flying and doing this
11 or doing that. These people just wanted to do
12 business. They've done business under the radar
13 for so long with the VA Hospitals and they didn't
14 want anything to do to jeopardize that, you know,
15 with their contracts already. I just don't think
16 Bobby and Bill Taylor's personality --

17 Q. Meshed?

18 A. -- matched. Yeah. They had a big
19 conflict. So Norm and I both, I said, you call.
20 Who's going to call to see what's going on?

21 Q. Did you talk to Billy Taylor at all during
22 that time?

23 A. Well, after I talked, I think, to Mike
24 first to find out what was going on. And we found
25 out that maybe this deal couldn't be done because,

Judd Grisanti - November 01, 2017

49

1 you know, there was no give on both sides, you
2 know. Nobody is going to say, I guess, you know,
3 recognize, whatever, whoever made each other upset
4 or whatever. I think at that time I think I told
5 Mike, Mike, Bill Lindsey does not want to talk to
6 Bill Taylor anymore. And that's when I think Norm
7 and I got on the phone with Pete. And I don't
8 know if he pronounces his name Petit or Peteet.
9 I've heard it said both different ways so many
10 times.

11 So Pete Petit, we got on the phone with
12 and Pete said, Judd, let's make this deal happen.
13 You tell them that I'm involved, we're good. And
14 I called Lindsey back and said, you know, Bobby,
15 it looks like we're all in agreeance, you know,
16 with everything, you know. Pete Petit or Pete
17 Peteet, you know, is going to be involved and see
18 this deal done. So there's not going to be any
19 hiccups.

20 And at that time Norm, I think, started
21 negotiating over a contract of what our agreeance
22 or his agreeance, I'm sorry, with Mid South
23 Biologics was going to be paid on. I don't know.
24 I mean, that's the short, long story, whatever,
25 you've got it.

Judd Grisanti - November 01, 2017

50

1 MR. WILBON: We've been going right
2 about an hour. Do you want to take a short break?

3 (Break taken from 11:04 a.m. to
4 11:39 a.m.)

5 BY MR. WILBON:

6 Q. Mr. Grisanti, we were discussing and we're
7 at the point to where -- let me back up. We had
8 progressed to the point where you and Mr.
9 LaChapelle had had the meetings with AvKARE and I
10 think had reached the conclusion that you could
11 not do this deal with AvKARE that you initially
12 envisioned on your own. And now we're at a point
13 to where AvKARE has been placed in direct contact
14 with MiMedx; is that correct?

15 A. Yes, sir.

16 Q. So you've got some documents there. Any
17 of those documents relate to what we're
18 discussing?

19 A. That, I don't know, I mean.

20 Q. Well, let's look at the one -- any of them
21 you want to show that you think will help me
22 understand --

23 A. I'm looking back at actually dates to be
24 honest with you.

25 Q. Can I take a look at those documents?

Judd Grisanti - November 01, 2017

51

1 A. Oh, yeah.

2 Q. Let me take to look at them.

3 A. I was trying to get a better common date
4 on everything actually, referring myself back to
5 --

6 MR. PEEL: Judd, let me ask you this.
7 Y'all used to be represented by Chris Lazarini.

8 THE WITNESS: Yeah.

9 MR. PEEL: I wanted to make sure -- I
10 haven't looked at these documents so I don't know
11 what they are. But I just want to make sure that
12 this is not communication with your former
13 attorney.

14 THE WITNESS: This would be
15 everything --

16 BY MR. WILBON:

17 Q. This is not like e-mails between you and
18 Chris --

19 A. Yeah. Yeah.

20 Q. Now, I don't want to see any e-mails
21 between you and Chris. But other documents like
22 e-mails with AvKARE or MiMedx, those things we
23 can, but the ones between you and Chris.

24 A. It was just my notes really with Chris
25 Lazarini and stuff that I made for dates and times

Judd Grisanti - November 01, 2017

52

1 that's all. Just so I could refer back to when we
2 were putting this thing -- like I said earlier, I
3 couldn't recall exact dates or the time. That was
4 just doing that. That's all.

5 Q. Let's look at the one you're looking at
6 now. What is that document?

7 A. This document here is: Guys, I just spoke
8 with Bill Taylor and consulting agreement of
9 AvKARE override is a separate issue, not connected
10 for AmnioFix agreements, stocking issues, MSB, Mid
11 South Biologics' vendor status, these hospital.
12 But this is with Jeff Chavies, who I have never
13 even met Jeff Chavies. This just is saying that
14 about --

15 MR. PEEL: There's no e-mail between
16 you and Chris on this page. Right?

17 THE WITNESS: I shared it with him,
18 yes.

19 MR. PEEL: With Chris.

20 THE WITNESS: Yes.

21 MR. PEEL: I mean, is there a
22 communication from Chris Lazarini in here?

23 THE WITNESS: No. He has not.

24 MR. PEEL: Well, as long as there's
25 not any communication between you and Chris.

Judd Grisanti - November 01, 2017

53

1 MR. WILBON: This particular e-mail
2 has been produced, I think.

3 THE WITNESS: Yeah. I'm sure you've
4 probably got all of these.

5 (Witness passes e-mail to Mr.
6 Wilbon.)

7 MR. WILBON: (Peruses document.)

8 THE WITNESS: (Passes e-mail to Mr.
9 Peel.)

10 MR. WILBON: What is that?

11 MR. PEEL: Let's see. I'm just
12 making sure there's nothing here that's
13 communication.

14 MR. WILBON: This is the one that's
15 been produced?

16 MR. PEEL: Yeah, this is a previous
17 one.

18 THE WITNESS: All of this has been
19 produced, everything here. I mean, y'all should
20 have all of this. I was just kind of referring
21 back to my dates and times as we talk, you know,
22 just the changing events. Exactly, trying to get
23 the cart in front of the horse, you know.

24 MR. WILBON: We'll ask you questions
25 about those in just a minute.

Judd Grisanti - November 01, 2017

54

1 BY MR. WILBON:

2 Q. So again, we're at the point to where
3 MiMedx is in direct communication with AvKARE, at
4 the point where we left off. Correct?

5 A. I think we had actually got past that and
6 we were talking about where Pete Petit had stepped
7 in, you know. So we got all past that.

8 Q. So when Pete -- tell me when Pete stepped
9 in what happens next?

10 A. Pete stepped in and said, you know, to
11 Judd, I appreciate everything that you and Norm
12 have done, you know. Y'all worked hard, you know.
13 If you can, let's repair this. Let's try to get
14 this deal done so we can all move forward and make
15 some money.

16 Then next on Norm's plate and myself's
17 plate was to find out how we can establish
18 ourselves in this with the Consulting Agreement
19 like they said they were going to pay us on. They
20 were going to pay us. Since we weren't going to
21 be a distributor. Since we weren't going to be in
22 the sales, well, where do we fit in along this,
23 you know. And they kept saying, well, you know,
24 we'll give Mid South Biologics a Consulting
25 Agreement. And then that's where we try to --

Judd Grisanti - November 01, 2017

55

1 Norm comes to an agreement with me on numbers and
2 percentages and years.

3 Q. Do you recall what year that was?

4 A. What year that took place.

5 Q. I'm going to represent to you that it
6 was --

7 A. I mean, 2012, yeah.

8 Q. Okay.

9 A. Yeah. I mean, it's 2012. Seeing what it
10 says, the first quarter of 2012. I mean, March
11 April, May, somewhere around there. Like I said,
12 I pulled out those notes to find out the exact
13 dates is what I was trying to look for.

14 Q. Did you ever see the actual Consulting
15 Agreement?

16 A. Well the finalized one?

17 Q. Uh-huh. (Affirmative response.)

18 A. Oh, yeah, I've seen it, yes.

19 Q. And you signed it. Do you recall signing
20 it?

21 A. I signed it. Norm and I signed one
22 together on our side, you know, on our back side
23 of it if that makes sense, I guess.

24 Q. What was your deal with Norm --

25 A. It wasn't an amendment or anything to that

Judd Grisanti - November 01, 2017

56

1 nature if that's what you're --

2 Q. Right. No. It was a final version and
3 you and Norm both signed it. Correct?

4 A. I didn't sign the final contract with
5 MiMedx, no.

6 Q. Not a separate one. The one that was
7 signed between Mid South and MiMedx, you also
8 signed it, put your signature on there.

9 Do you recall that?

10 A. Yeah, my signature is on there, yes.

11 Q. I'm going to hand you a copy of this
12 document. I'm going to mark it as Exhibit 1 to
13 your deposition.

14 (The above-mentioned document was
15 marked as Grisanti Exhibit Number 1.)

16 BY MR. WILBON:

17 Q. That's your signature on that last page?

18 A. Yes, sir. Yes, sir.

19 Q. We'll talk about that in just a minute.

20 So let's talk about how the Consulting
21 Agreement that we just looked at as Exhibit 1 came
22 into being, if you will. So were you involved in
23 the negotiations of that agreement?

24 A. Norm took the lead on that. And what we
25 would do basically is banter back and forth, he

Judd Grisanti - November 01, 2017

57

1 and I, you know, strategy-wise, like you know.
2 But it wasn't a whole lot of time, Clarence, on
3 this. I mean, I think it was like a day. The
4 time frame of this, you know, coming together.
5 When it came together, I tell you they put this
6 thing together pretty fast at the last minute
7 because I think MiMedx was eager to get AvKARE to
8 sign on and get a deal done while everybody was
9 once again seeing eye to eye on their behalf. And
10 Norm and I, with Norm, like I said, he was the
11 lead person on that. You know, he would ask me
12 what I thought, what's my thoughts.

13 Q. Now, did Mid South have any kind of
14 compensation arrangement with AvKARE?

15 A. Say that again, now.

16 Q. Did AvKARE pay Mid South any kind of
17 referral fee or finder's fee?

18 A. No. No.

19 Q. Did y'all ask them for one?

20 A. No, because we were -- the whole deal
21 there was just making MiMedx attractive enough to
22 them so they would take MiMedx on. So asking them
23 for any money, I don't think would have been, you
24 know, I don't think that would have been the thing
25 to do. I mean, looking back on it now, I wish we

Judd Grisanti - November 01, 2017

58

1 would have.

2 BY MR. WILBON:

3 Q. Let me show you what we're going to mark
4 as Exhibit 2. It's a series of e-mails and other
5 documents that were produced by AvKARE in this
6 case.

7 (The above-mentioned document was
8 marked as Grisanti Exhibit Number 2.)

9 BY MR. WILBON:

10 Q. Take a minute and look at it and talk
11 about those documents.

12 A. (Witness peruses document.)

13 Now, I've never seen these before. Oh,
14 I'm sorry, maybe I have. I recognize that now
15 that I've seen the first page. This is everything
16 that we probably brought.

17 Q. Let's talk about that. So this set of
18 documents that we're marking Exhibit 2 have what's
19 called a Bates No. on the bottom. And it says AVK
20 which is an abbreviation for AvKARE, and these are
21 documents. Their Bates No. 0001 through 00013.

22 And the first page is an e-mail from Bobby
23 Lindsey, who I think we've established earlier is
24 with AvKARE. And Steve Shirley is with AvKARE.
25 Troy Mizell, M-I-Z-E-L-L of AvKARE, Michael

Judd Grisanti - November 01, 2017

59

1 Miller, and then it's CC: You, Tim Beals. Do you
2 know Tim Beals?

3 A. Yes. Yes. He was a salesperson for those
4 guys.

5 Q. In this e-mail here it says: Good
6 morning. I hope this message finds you well. I'm
7 excited about adding EpiFix wound care treatment
8 to our FSS contract soon. Our product
9 significantly reduces length of stay and
10 outpatient visits. I have reviewed for FPDS data
11 for all VISN's and can see significant real cost
12 saving opportunities within your network.

13 Please provide our information to each
14 logistics officer in your VISN. If your VISN is a
15 wound care champion, please provide this
16 information to them. We will honor our proposed
17 FSS price while our request is being processed by
18 VA NAC. Thank you in advance for your assistance
19 in this matter. Please review the letter below
20 and the attachments. Again, it says you were
21 copied on this. Do you know what he's talking
22 about, he being Bobby Lindsey?

23 A. You know, Clarence, can I read the second
24 page here, too?

25 Q. Yeah, take your time and read through all

Judd Grisanti - November 01, 2017

60

1 the documents. This was January 25th, 2012.

2 A. (Witness peruses document.)

3 Q. What's going on with this e-mail as you
4 recall from January 2012?

5 A. Clarence, the best I can remember on this
6 e-mail is when, like I said, I think we -- and I
7 don't know when it hit. We got the product on the
8 FS&S first. When I was speaking to Mike Carlton,
9 when I said, we could, you know, get this thing
10 going and get it on the FS&S and he said go ahead
11 and get done what you can get done. And what I
12 think happened here is that at this point we did
13 get it on there and we got it on there much faster
14 than what they ever anticipated of getting things
15 done. They didn't think two boys from Memphis,
16 Tennessee would make something like this happen.

17 This was when I believe, I'm just saying
18 the best I could recollect, I mean, is that this
19 e-mail is when we thought that Mid South Biologics
20 could be the distributor with AvKARE on this
21 product.

22 Q. Now, had you actually talked to anybody at
23 AvKARE about the plan, if you will, at this time?

24 A. I imagine we had, yes.

25 Q. Now, looking at these attachments, one of

Judd Grisanti - November 01, 2017

61

1 them at Page 5 says: EpiFix: Value Based
2 Purchasing for Wound Care.

3 Did you-all provide this document to
4 AvKARE?

5 A. Well, I mean, if we did, then we would
6 have got it from --

7 Q. Did you get off the Web site?

8 A. We had what we call slicks or literature
9 that we would provide, yes. I think at this time
10 we were, like I said, making a deal with AvKARE
11 when I was told by Mike Carlton to make it happen
12 or, you know, let's make something happen. I was
13 getting everything lined up so I could bring all
14 my ducks in a row to MiMedx to let them know, hey,
15 this is what I've got going on, this is what we've
16 got. Here's a deal, you know. I think it's worth
17 going for.

18 You know, because the other SBVOSB,
19 whatever it was, you know, doesn't take us
20 anywhere. This puts us on the fast track. And
21 that's when, like I said, when we brought all this
22 back to them is when they actually realized right
23 here, Clarence, there's a lot of value in this.
24 And that's when I think they realized, hey,
25 they've got something going on. We really need to

Judd Grisanti - November 01, 2017

62

1 take a look at these guys in Memphis. This time
2 they beat the bushes and shook the trees and
3 something has hit the ground.

4 So yes, that's this documentation here. I
5 think the e-mail was saying Bobby was letting
6 them, I guess, his company know that hopefully,
7 we've got a deal. As far as Norm and I we were
8 distributors and we were good to go in selling to
9 VA. So we were making some something big happen
10 for all of us.

11 MR. WILBON: Mark this as Exhibit 3.
12 It's another set of documents that were produced
13 by AvKARE and an e-mail chain with some
14 attachments that you're copied on.

15 (The above-mentioned document was
16 marked as Grisanti Exhibit Number 3.)

17 BY MR. WILBON:

18 Q. I'm showing you another set of documents,
19 Mr. Grisanti, that e-mail chain. AvKARE produced
20 it and it's AVK 14 through 25. This e-mail
21 actually is dated prior to the other e-mail we
22 just looked at that's --

23 A. It says 1/5.

24 Q. Yeah, January 5, 2012. We're looking at
25 them in the order they were produced by AvKARE and

Judd Grisanti - November 01, 2017

63

1 because AvKARE produced them, I have no way of
2 knowing if the order is correct. But
3 nevertheless, on this e-mail on Pages 14 through
4 15, it's an e-mail from you, the chain starts from
5 you, it looks like, to Steve Shirley. And it
6 says, subject: Mid South Biologics VA Hospitals.
7 Steve, is the pricing for the VA Hospitals and
8 EpiFix value based.

9 And in there are some attachments to this.
10 In there it says: Protocol for VA Hospitals.
11 Department of Veterans Affairs, target wound care.
12 What's going on here Mr. Grisanti?

13 A. I think I was showing them as far as I can
14 recall. Let me say that. Don't hold my feet to
15 it. Let's see here. I mean, it looks like here
16 we're trying to explain the chain of custody. The
17 pricing. And then actually, I guess I was showing
18 the value of the product, you know, number-wise or
19 volume-wise and amount-wise.

20 Q. In here if you turn to Page AvKARE 22.

21 A. (Witness complies.)

22 Okay.

23 Q. Here is a list. It says distributor
24 product price list. I see in one section the
25 EpiFix you put minus 5 percent VA. And I guess

Judd Grisanti - November 01, 2017

64

1 that's consistent or relates to what you were
2 telling me earlier about the VA getting a 5
3 percent discount.

4 A. Right, sir.

5 Q. But this price list, was this from your
6 skid? Is that what you called it earlier, a skid?
7 I asked you, you said you had access to some
8 information, some skids, slides? I just asked how
9 did you get that --

10 A. Oh, slicks.

11 Q. Slicks. Slicks. Okay.

12 A. Well, I think it was the, you know, this
13 was being based off of what Mid South Biologics
14 pricing and what we could have priced it at and
15 how the pricing was structured and that we had an
16 offer of 5 -- explained to Mike Carlton and then
17 that, you know, we had to offer them a 5 percent
18 discount when doing business with the government.

19 So if you're out here selling any other
20 doctor up and down or hospital up and down the
21 highway here, you had to give the government a 5
22 percent discount. That's what that's kind of
23 showing.

24 Q. Now, would you and Norm view this as an
25 opportunity to make big money?

Judd Grisanti - November 01, 2017

65

1 A. We viewed it as an opportunity to
2 establish ourselves well with MiMedx as a
3 distributor as well as teaming up with AvKARE in
4 getting the product out to the VA Hospitals.

5 Q. Now, would you agree with me that at this
6 point you're offering prices to AvKARE or
7 proposing prices to AvKARE without having any
8 approval to do so from MiMedx?

9 A. No, sir. They didn't care. As long as we
10 purchased the product at their price -- I'm sorry,
11 Mid South Biologics distributor price. As long as
12 we paid it or brought it in for whatever it was.
13 And they had different tier levels that you could
14 buy at. As long as we would buy in at that, Norm
15 and I would say, what did it matter what we sold
16 it for as long as we sold it for a profit, gave
17 the discount versus what we're selling the
18 commercial for, we were moving forward with
19 progress.

20 We were beating the bushes and shaking the
21 trees as we all say about getting some business
22 done. I mean, it wasn't meant to be malicious
23 toward anybody or do anything there. It was just
24 something we were pricing that we were putting
25 together and that didn't have to hold -- I think

Judd Grisanti - November 01, 2017

66

1 when we were doing this that was just a prime
2 example of what pricing could be, you know. I
3 didn't know if it was going to fluctuate or not
4 fluctuate or we could have got a better deal since
5 maybe we were going to move on some volume, who
6 knows. But I think the goodwill there, that's
7 what we were working off of. If that makes sense.
8 I don't know if I was clear.

9 Q. Okay. Showing you what we are marking as
10 Exhibit 4.

11 (The above-mentioned document was
12 marked as Grisanti Exhibit Number 4.)

13 A. (Witness peruses document.)

14 BY MR. WILBON:

15 Q. Looking at this document that is a
16 two-page exhibit. It's AvKARE 26 and 27. It's
17 like an e-mail. It appears to me that some
18 documents are being forwarded, but they weren't
19 attached to the production for AvKARE. But down
20 at the bottom it's an e-mail from you on March 1,
21 2012, to it looks like Bobby Lindsey. And it
22 says: Robby, Registration and then it has the
23 number. It is called under the FDA.

24 What is going on with this e-mail here,
25 Mr. Grisanti?

Judd Grisanti - November 01, 2017

67

1 A. You know, Clarence, like I said, the best
2 I can remember, you know, looking this over, Bobby
3 was, I guess, I don't see what the question was.
4 But this seems to be something about the way the
5 FDA and registration of human tissue numbers
6 related to maybe a tissue bank is the best way
7 I -- the way that I answered whatever he was
8 asking. We don't have the question. Right?

9 Q. Right.

10 A. It looks to me that I was providing him
11 maybe with some kind of -- the best I can, reading
12 this is some kind of registration number under the
13 FDA for human tissue, I guess, is what that is.

14 Q. Does it appear based on the date of this
15 e-mail being March of 2012, that Mid South is
16 still negotiating directly with AvKARE instead of
17 MiMedx?

18 A. Clarence, I cannot say 100 percent because
19 I don't know what the question is here. I mean,
20 I've got to be honest. I don't know what he is
21 asking. It could have been something after the
22 fact and I was just answering him so he didn't
23 have to go through 20 people to get an answer. I
24 don't know. I'm sorry.

25 (The above-mentioned document was

Judd Grisanti - November 01, 2017

68

1 marked as Grisanti Exhibit Number 5.)

2 MR. WILBON: I'm going to hand you
3 what has been marked as Exhibit 5.

4 A. (Witness peruses document.)

5 BY MR. WILBON:

6 Q. Mr. Grisanti, this is also an e-mail
7 exchange between Mr. Lindsey and a few others at
8 AvKARE with you copied on it. This purports to be
9 a letter from AvKARE and it says to the chief
10 logistics officer. I'm assuming this is something
11 that would have gone to the VA or supposed to go
12 to the VA, but I don't want to be wrong. I'm
13 going to let you tell me what this is.

14 A. First of all, let me say this. I haven't
15 seen these in quite sometime if I have seen them.
16 Obviously, I was copied on this though, right?

17 Q. Right.

18 A. I was copied. It was from Bobby Lindsey.
19 Okay. So this is again, if it was a chief
20 logistics officer. That being said, he was
21 obviously, we had visited a lot of chief logistic
22 officers -- not a lot, maybe two, I think.
23 They're the ones who you would get on board, who
24 you would have to convince or show them a product
25 that brought efficacy and value to the table.

Judd Grisanti - November 01, 2017

69

1 Q. And this is at the VA?

2 A. For the VA system, yes.

3 So I'm going to read it. I haven't read
4 it fully yet. So...

5 Okay. So obviously, this is just showing
6 the chief logistics officer in writing what value
7 we could bring to the VAs with the healing process
8 of the EpiFix.

9 Q. Now, let's look at -- it's two copies of
10 this letter. One of them is AvKARE 28 and the
11 other one is AvKARE 30. On AvKARE 28, the second
12 full paragraph begins: AvKARE, Inc. has teamed up
13 with Mid South Biologics to bring to you, our
14 customer, the most innovative marketing leading
15 processor of amniotic tissue for soft tissue
16 repair.

17 A. Right.

18 Q. And then if you look at 30, it says the
19 exact same thing, but it says that AvKARE has
20 teamed up with MiMedx Group.

21 Do you have any idea why this was two
22 different letters, same letter or have two
23 different names and Mid South has been replaced
24 with MiMedx?

25 A. Yeah. First of all, Clarence, anyway this

Judd Grisanti - November 01, 2017

70

1 is something I'm not clear on, okay. What I'm not
2 clear on is: A. When was 28 actually written and
3 when was 30 actual written. Were these written at
4 the same moment and time. And I didn't write
5 them. They came from Bobby Lindsey to me. I
6 can't answer that question. I don't know. I
7 mean, speaking on these two documents of that I do
8 not know why that would have been like that. And
9 I'm saying that 30 must have come after 28. But
10 what's 29. Do you see -- oh, here's 29, cover
11 sheet. So is 29 in between this. I don't know.
12 What came first. You see what I'm saying. I'm
13 kind of dizzy there.

14 Q. So the answer is you really can't -- you
15 don't recall?

16 A. No. No. No. I don't understand -- I
17 understand -- okay. This is AVK 28 right here.
18 (Indicating.) But you gave me 29 in front of 28
19 and then you gave me 30 after 28. So they're
20 mismatched and I don't know what's what.

21 Q. I don't know if that's the order. I'm
22 just doing it basically on what was produced to
23 me.

24 A. That's what I'm saying. I don't know. I
25 have no idea. I'm not going to comment one way or

Judd Grisanti - November 01, 2017

71

1 the other on those. Not knowing that I don't know
2 what those documents where, but where were they in
3 a chain of documents. You see what I'm saying?

4 Q. But this is the type of letter you said it
5 would be sent to the chief logistics officer
6 because you have --

7 A. By simply just reading it, yes.

8 Q. Okay.

9 A. That's all. Without seeing the chain of
10 e-mails, I can't.

11 Q. Were you involved at all with Mid South's
12 billing/payment relationship with MiMedx?

13 A. Say it one more time, please.

14 I'm still trying to -- I'm trying to
15 figure out those e-mails right there, and I
16 apologize. I'm moving on.

17 Q. Were you involved in any way on the
18 financial side of Mid South dealings with MiMedx,
19 if you will?

20 A. Not unless Norm would ask me something.
21 We would talk it over financially, you know, what
22 made sense and what didn't make sense. That's
23 all.

24 Q. But you didn't keep up with the books and
25 records of what payments came in and didn't come

Judd Grisanti - November 01, 2017

72

1 in?

2 A. Well, I mean, I tried to help sometimes
3 what was coming and going just so mainly I knew
4 where we stood on sales, you know, and what kind
5 of money we were generating. I was always trying
6 to buy the best tier or, you know, trying to get
7 us, you know, as a whole him and I both would get
8 where we could keep the buying power, you know, in
9 place. But I did keep, I think, I mean, I did
10 keep up with, like, who owed me money. I can tell
11 you that.

12 Q. We looked at Exhibit 1, the Consulting
13 Agreement that you signed your name on the bottom
14 of. Did you ever review any drafts of the
15 Consulting Agreement besides the final version?

16 A. I don't know if I saw any drafts, actually
17 saw them, but I know that Norm and I had discussed
18 them.

19 Q. But you don't recall if you --

20 A. Saw actually the documents. I think I did
21 to be honest with you, Clarence. I think we just
22 discussed what was on the table or what the
23 offering was. Because there weren't many
24 offerings, you know. It was just pretty much you
25 take this or you get nothing. So I can't recall

Judd Grisanti - November 01, 2017

73

1 ever seeing anything else in writing but the final
2 whatever I signed, I guess.

3 And there was a lot going on at that time
4 too.

5 Q. What do you mean by that?

6 A. Well, I mean, trying to get Bobby Lindsey
7 back on board. Trying to, you know, convince him
8 that MiMedx was the company to go with, not some
9 other biological company, you know, since we
10 introduced that to him and that you know since we
11 were not going to be the distributor anymore and
12 MiMedx was going to run the show, you know, where
13 did we stand, you know, where did Mid South
14 Biologics stand with going forward.

15 Q. I just handed you what we're marking as
16 Exhibit 6.

17 (The above-mentioned document was
18 marked as Grisanti Exhibit Number 6.)

19 BY MR. WILBON:

20 Q. It's an e-mail chain between Norm
21 LaChapelle and it's to Bill Taylor, Pete Petit,
22 Mike Carlton, and Judd Grisanti.

23 And it reads: Gentleman -- and it's dated
24 -- let me back up. It's dated April 26, 2012. It
25 says, Gentleman: I was wondering if it would be

Judd Grisanti - November 01, 2017

74

1 possible to have a meeting with myself and Judd?
2 We are very excited to be working with you and
3 AvKARE this year. We would like to discuss our
4 override and some minor issues that have occurred
5 lately and to move forward to a very prosperous
6 and sound business relationship. Please let me
7 know your schedule as I will be out of town
8 May 3-9. Sincerely, Norm LaChapelle.

9 Did I read that correctly?

10 A. I guess you read it correctly. You
11 sounded good to me.

12 Q. Would you take a look at it and read and
13 make sure that it said what I said?

14 A. (Witness complies.)

15 Okay.

16 Q. Now, first question: Do you recall what
17 was going on at this time when Mr. LaChapelle is
18 requesting a meeting with the representatives of
19 MiMedx in April of 2012?

20 A. Just reading this from right here with the
21 date, I would have to go back and look and see the
22 other e-mails, exactly what's going on. So I
23 think I don't need to comment because without
24 seeing previous conversation and the conversation
25 it's hard to, I mean --

Judd Grisanti - November 01, 2017

75

1 Q. Do you have any documents in that stack
2 right there that would refresh your recollection
3 as to what was going on at that time?

4 A. I have no idea. I can see. I mean, I can
5 look around at that time and see exactly what's
6 happening in those dates. Because I'm telling
7 you, Clarence, at that time that all of this came
8 together, it happened so fast. I mean, it was a
9 whirlwind, everybody trying to get everybody to
10 sign off, agreeance, everybody is good, everybody
11 is not good, who got let out, you know, with
12 whatever. This was all going on when this came
13 together. I mean, it was partially MiMedx trying
14 to hurry up us to get us to sign something to say
15 that we were, you know, were we in or we out, you
16 know. It basically got put to us, either you sign
17 or you don't get nothing. I mean, that's what was
18 told to me at one time. You need to sign the
19 documents now. We don't care if you agree with
20 them or not. Either you sign or you don't get
21 nothing. And to be honest with you, Bobby Lindsey
22 on the back side of it all was saying, look, you
23 know, we're sorry that these guys took this thing
24 and basically ripped it out of y'all's hands so,
25 you know, you need to get on board.

Judd Grisanti - November 01, 2017

76

1 Q. So Bobby Lindsey was telling you, you need
2 to get on board.

3 A. You're going to get left out, you know. I
4 mean, these guys, the way they are, you know.
5 They don't care if you come or go obviously.

6 Q. Do you know if a meeting took place in
7 response to Mr. LaChapelle's e-mail that we're
8 looking at, Exhibit 6?

9 A. No, I do not, Clarence. I mean, I can
10 take some time to look through the notes, but I
11 can't recall.

12 Q. Let me show you the next Exhibit, 7.

13 (The above-mentioned document was
14 marked as Grisanti Exhibit Number 7.)

15 BY MR. WILBON:

16 Q. This is an e-mail exchange. It starts at
17 the back page, which is MSB 34 and then you've got
18 33 and 32 and work your way through the whole
19 chain properly. It involves Bill Taylor
20 communicating with Mr. LaChapelle, Mr. LaChapelle
21 communicating with you, Mr. Cochran, and Mike
22 Carlton. You take a minute and review that
23 e-mail?

24 A. (Witness complies.)

25 Well, see now, Exhibit 6 makes more sense

Judd Grisanti - November 01, 2017

77

1 to me now that I see Exhibit 7.

2 Q. Okay. Explain that to me.

3 A. Obviously, Norm was wanting to go meet
4 with them in person and talk some issues out. And
5 then I guess they got put into e-mails.

6 Q. Okay. So if we look back at --

7 A. I think that now looking back on Exhibit
8 6. That's what I'm sayi9ng. If you take two
9 words out of somebody's conversation and throw
10 them out there, the contents of it can be taken a
11 hundred different ways. Put me in the
12 conversation and help me remember where we were at
13 that time and it brings a little bit more clarity
14 to it. Not that it's a hundred percent clear, but
15 it brings clarity to it. Now, Exhibit 6 would
16 make sense if that's Thursday, the 26th of April
17 and this is the 27th of April, obviously we were
18 trying or Norm was, not me. I'm just putting that
19 out. But Norm was trying to get some kind of
20 agreement down with them on what the contract was
21 worth. So Exhibit 6 now would make sense.

22 Q. Okay. Well, let's look at Exhibit 7,
23 starting on the back page it's on March 13, 2012,
24 Mr. Bill Taylor writes to Mr. LaChapelle: Norm,
25 As per or conversation last week, attached is the

Judd Grisanti - November 01, 2017

78

1 Consulting Agreement. Please take a look at it
2 and let's talk in the next few days to fill in the
3 blanks and address any other comments that you may
4 have.

5 And then a couple of weeks later,
6 April 26, Norm responds to Bill: Can we get the
7 contract tomorrow for our override? I wanted to
8 drive up, but not sure if that's possible. We are
9 very excited about working with AvKARE and MiMedx
10 and would just like to get the contract behind us.
11 Can we agree on 8 percent for the life of the
12 contract?

13 And then Mr. Taylor writes back the next
14 day on April 27th and says: Norm, I'm working on
15 it with Pete. I will say that 5-8 percent is not
16 reasonable for this kind of contract. The
17 compensation needs to be commensurate with the
18 value and effort provided. Making an introduction
19 is definitely worth an override, but it needs to
20 be in a realistic range for a realistic period of
21 time. I've asked Pete what he would like to
22 propose to you and as soon as I hear back from
23 him, I'll let you know.

24 And then the next day -- no, later that
25 same day, I'm sorry. Norm writes to Bill Cochran,

Judd Grisanti - November 01, 2017

79

1 Mike Carlton, and he copies you. He says: Mike,
2 I knew this would happen. Is he serious? Value
3 and effort. A lot of effort went into this and
4 the value is the biggest possible revenue contract
5 to date. This is not a 3 percent deal and a
6 little stock. Five percent for the life of the
7 contract and stock is not unreasonable.

8 And then finally, when we turn to the next
9 page. Mike Carlton writes back to Norm and Bill
10 Cochran and he copies you and he says: The value
11 could be huge, but a lot of unknowns. What if it
12 drives 20 million in sales. Even 2 percent
13 becomes an annuity of 400,000. When you mentioned
14 10 percent I suggested 5 percent and referenced
15 overrides are single digits. I think the higher
16 percentage can be the override for Ron/Thad as the
17 dollars will be well under AvKARE. For how long?
18 Lifetime? I think the contract is written for
19 three years. Also, you will be paid for the
20 accounts you cover (like in Memphis) and those
21 dollars aren't small.

22 Lastly, your MiMedx stock position can be
23 addressed too. To me, this program will crank out
24 a nice check for you guys. Let's have a beer.

25 A. Well, he hit a nerve. So, okay. Just to

Judd Grisanti - November 01, 2017

80

1 let you know, you finally hit a nerve.

2 Q. At this point you guys are -- is it fair
3 to say that you're negotiating with MiMedx as to
4 what the percentage or override would be under the
5 Consulting Agreement?

6 A. Well, Norm is, yes. I'm just being
7 copied. You struck a nerve, Clarence, finally
8 with me. An override. Override, what they want
9 to do is downplay this, okay. Well, they did
10 downplay this.

11 Q. What is meant by override there?

12 A. Well, I guess like being a Consulting
13 Agreement where you guys just made an
14 introduction. Well, it was much more than an
15 introduction because I drove hundreds and
16 thousands of miles to VA Hospitals with Bobby
17 Lindsay to convince these people this is new
18 medical technology, which it was. It's an
19 incredible product. I'm tell you. That's what I
20 was putting out there. It wasn't just a mere
21 introduction. The ground work was already laid.
22 All they had to do was go out and start selling.
23 We've already done everything. You look at the
24 paperwork. It was done. We went and visited. We
25 hand shaken. We got everybody to believe in

Judd Grisanti - November 01, 2017

81

1 MiMedx's hand. That's when MiMedx, I guess, Norm
2 started doing contracts. They realized what they
3 had. And if you look at the dates, look at the
4 time frame all this is being put together at the
5 very last minute, these contracts. Very short.
6 Very short, you know. And so with me it
7 personally strikes a nerve because I'm going to
8 tell you something off the record, not off the
9 record. We, me, something with, I think Chris
10 Lazarini told me, 68 percent of their growth out
11 of that deal. That two little Memphis boys
12 couldn't do that Bill Taylor got embarrassed by
13 two Memphis guys who made the biggest deal that he
14 could never make and it got done.

15 And ever since Pete Petit got on the phone
16 with us that day and he told me to make it happen,
17 I knew Bill would be fucking looking for anything
18 on our radar and get rid of us because we just
19 made him look like a punk. And I'm sorry. I've
20 said my say.

21 Q. And that's in the April time frame of
22 2012?

23 A. Within those days, yes, sir.

24 Q. Do you need to take a break?

25 A. I'm just going to drink some water. It

Judd Grisanti - November 01, 2017

82

1 hits a nerve, it does. When I look at their stock
2 every day, man.

3 MR. WILBON: Let's give him a minute.

4 (Off the record.)

5 (The above-mentioned document was
6 marked as Grisanti Exhibit Number 8.)

7 BY MR. WILBON:

8 Q. Let me show you Exhibit 8. It's another
9 e-mail chain involving Mike Carlton. This time
10 you're responding instead of just being cc'ed.
11 You're actual responding and doing some
12 communicating and Mid South produced this in
13 connection with this case. Somehow the formatting
14 got changed on the back part to where it goes
15 right down the center of the page. I think the
16 substance of it starts on MSB 11. It looks like
17 Bill, and it's dated May 16th. Bill Taylor
18 forwards an e-mail to Norm. It says, Norm
19 attached, please find the referral fee agreement I
20 am sending via FedEx this evening.

21 A. Where are you?

22 Q. The bottom corner. It says MSB 11.

23 A. (Witness complies.)

24 Q. Norm writes back on May 16. He wrote --
25 it doesn't look like he wrote anything. It just

Judd Grisanti - November 01, 2017

83

1 says they could go back up to the next page and
2 it's an e-mail from you to Norm that May 17, 2012,
3 and then you write back: NO. NO. ON BOTH, in
4 all caps. And then you write No. 1. AvKARE: We
5 wanted 4 percent. All the work. Everything that
6 it took to make this happen. When AvKARE walked
7 away from the agreement Judd G had to ensure that
8 MiMedx. (EpiFix was the best out in the market.
9 Nothing could compare. Judd sold them on his
10 passion of this product, EpiFix.

11 Also pricing. MiMedx is profiting more on
12 the AvKARE FSS contract dollars than in the
13 commercial side. Have them revisit the profit
14 margins. If 3 percent, then no cap on gross.
15 Why? Everyone does well. If 3 percent and cap on
16 gross, then how about some cash.

17 Mid South Biologics. Judd G has put a lot
18 of time and effort and money invested into the
19 partnership with AvKARE to get them to acknowledge
20 the value that everyone brings to this agreement.

21 And then the next point you address is 2,
22 and it's about Ron and Thad, which is not an issue
23 in this lawsuit so we won't worry about that.

24 And we skip down. Number 4 says: Copy
25 Pete, Mike, everyone when you send the reply.

Judd Grisanti - November 01, 2017

84

1 So is it fair to say that right here
2 you're giving Norm some advice on how to respond
3 to Bill Taylor, to reply to Bill Taylor, your
4 comments and thoughts on his response to Bill
5 Taylor.

6 A. Let's see. This is in May.

7 All right. Now, I'm sorry.

8 Q. So in that e-mail that I read, you are
9 giving Norm your thoughts on how he should respond
10 to Bill Taylor, it appears; is that correct?

11 A. Obviously, so, yes.

12 Q. And then you forwarded -- in the next
13 e-mail part of the chain, you forwarded your
14 thoughts to Mike Carlton. You say: Mike, please
15 take a minute and look over my reply back to Norm,
16 regarding AvKARE, Ron MiMedx, override contract
17 and advise. Thanks, Judd Grisanti.

18 And Mike responds by saying: Judd, the 3
19 percent deal was Pete. (Bill was at 2 percent,
20 which for most brokered deals bringing companies
21 together is standard). Also, three years ties to
22 the AvKARE's contract per Norm's request. This
23 should be a nice check for initiating and help
24 saving the AvKARE deal.

25 And as per Ron, 5 percent for '12 and if

Judd Grisanti - November 01, 2017

85

1 you want '13 it goes to 3 percent. No problem for
2 Bill. In the middle of all this, Bill is the guy.

3 Mike Carlton then advises or informs you
4 that 3 percent, 2 percent according to him is
5 customary in the industry, but Pete has agreed to
6 go to 3 percent.

7 A. Well, I mean, that's what it says here
8 yes. But the thing there that catches my eye more
9 so than anything is saving the deal because that
10 goes back to what the conversation was we said
11 before where Bill Taylor was out. Pete Petit was
12 back in with negotiation on everything and we had
13 to go over Bill's head to get this deal done. So
14 that would -- like I said, that ties all those
15 loose conversations earlier that we had about Bill
16 Taylor, Pete Petit in negotiation and everything,
17 so yes, I was trying to jockey us instead of
18 getting nothing like they had offered before if we
19 didn't strike a deal. That's what I was telling
20 Norm, you know.

21 Q. Right. Then you write back to Mike on
22 May 17, 2012 at 9:04 a.m. and say: Okay, thanks
23 for the positive remarks. That is fine. I will
24 get Norm to sign the contract.

25 At that point while I understand from your

Judd Grisanti - November 01, 2017

86

1 testimony, you didn't necessarily agree with it,
2 but you then accept the terms of the 3 percent and
3 i guess communicated to Norm to go forward with
4 that deal?

5 A. You know, then again, what goes on behind
6 the scene too Clarence, what's kind of funny is
7 that there's a lot of notation of some things.
8 There's a lot of notations of some other
9 conversations that took place as well. Some of
10 those conversations, looking back on it now, maybe
11 we should have captured like, hey, you don't sign
12 it, you don't get anything.

13 So zero versus something, I'll take, you
14 know, I'm forced to take something, you know. I'm
15 forced to take zero, I'm forced to take -- so what
16 are you saying. Like Bobby Lindsey said, look, if
17 you don't get something or sign something, you're
18 going to get nothing after all of this. After all
19 of that hard work for nothing, we had to sign
20 something, yeah. We were forced to sign
21 something. It's called corporate bullying.
22 Either you sign it or you get nothing. I mean,
23 I'm done.

24 (The above-mentioned document was
25 marked as Grisanti Exhibit Number 9.)

Judd Grisanti - November 01, 2017

87

1 BY MR. WILBON:

2 Q. Let me show you what's been marked now as
3 Exhibit 9. It's an e-mail from Mr. LaChapelle to
4 Bill Taylor and Pete Petit, Mike Carlton, and
5 you're cc'ed on it.

6 It says: Bill and Pete, I spoke with Judd
7 this week and we are both in agreement with the
8 contract except the 10 million dollar cap. We
9 feel that if it goes over that mark then it's a
10 winning situation for everyone. Plus the fact
11 that we kept the same pricing that Judd negotiated
12 with AvKARE to make even more profit. Last, we
13 would like some revenue that is negotiable to
14 salvage the time and expenses it took over this
15 seven-month period to get this deal done. As you
16 know it will take some time to achieve revenue
17 goals. So in conclusion no cap on our 3 percent
18 and a check made out to Mid South Biologics as a
19 sign of good faith for our hard work in achieving
20 what could be the biggest revenue potential to
21 date?

22 A. Like I said, Clarence, we got nothing and
23 we had to sign something. That's all.

24 Q. Did anything happen or change in response
25 to this e-mail as you recall?

Judd Grisanti - November 01, 2017

88

1 A. We had to sign that. We had to sign that.
2 We had to. They forced us to sign it.

3 MR. WILBON: Let's take a lunch
4 break.

5 (Break taken from 12:56 p.m. to
6 1:51 p.m.)

7 BY MR. WILBON:

8 Q. Mr. Grisanti, I'm showing you an e-mail
9 that I'm going to mark as Exhibit 10 here.

10 (The above-mentioned document was
11 marked as Grisanti Exhibit Number 10.)

12 A. (Witness peruses document.)

13 Q. This is dated May 31, 2012. One part of
14 it is June 1, 2012 through June 4th. It's a
15 series of communications between Bill Taylor, Mr.
16 LaChapelle, with you and Mike Carlton copied.

17 Do you recall having seen this e-mail
18 before?

19 A. Hold on, let me read it.

20 So this is dealing with a Distribution
21 Agreement.

22 Q. Right.

23 A. Not the contract.

24 Q. Right.

25 And that's really my question, is that

Judd Grisanti - November 01, 2017

89

1 your understanding that this is a communication.
2 You're copied here so I wanted to see what your
3 memory is regarding this, but this was with the
4 Distribution Agreement and not the Consulting
5 Agreement. Correct?

6 A. I mean, to be honest with you, Clarence, I
7 would want to really read this because I see some
8 things in here at the moment that --

9 Q. Well, take your time and read it if you
10 need to.

11 A. Especially something I don't like is like
12 this again. Norm here is asking Bill about good
13 standing. And those words to me mean a lot more
14 than what it does to you on that paper. Which I'm
15 saying is that every time Bill or Mike or whoever
16 wanted to get us to do something or poke at us,
17 they would always tell us we would have to be
18 within good standings of the company to get our
19 commission check from the AvKARE. So good
20 standings here, that's what caught my eye that I
21 need to slow down and read this thing. Because
22 good standing with them actually comes across as a
23 big threat to me.

24 Q. What does good standing mean to you and
25 vis-a-vis?

Judd Grisanti - November 01, 2017

90

1 A. Well, I'm going to tell you. My
2 definition of good standing with somebody is
3 different than what MiMedx good standing is coming
4 from them.

5 Q. What's your definition?

6 A. Coming from them means are you doing as we
7 not necessarily have on paper, but as we're
8 speaking on the phone; wink, wink. Do as I say
9 not as I do, okay. So good standing, and I can
10 refer back to some e-mails that refer to quite a
11 few things that you don't want to jeopardize good
12 standing, things like that. So the definition of
13 good standing from you and I from the Webster
14 dictionary is different than what actually their
15 good standing is. So with them good standing
16 means have you done anything lately, you know,
17 that we've asked and you haven't done or have you
18 done something lately or are you doing as I
19 exactly say. Are you going to sign this piece of
20 paper with the new restrictions on it, you know.
21 It's just they're --

22 Q. They're not referring to financially good
23 standing where --

24 A. You know, I don't think so, no. I think
25 it means good standing is, are you and Bill on

Judd Grisanti - November 01, 2017

91

1 good speaking terms? Are you and Pete Petit on
2 good speaking terms? Are you and Mike on good
3 speaking terms?

4 Q. Now, did anything ever tell you that or is
5 that just what -- you assume that?

6 A. No, sir. I've been told more than once
7 from them what good standing means from Mike
8 Carlton. And I also have an e-mail from Mike
9 Carlton talking about how I don't want to
10 jeopardize things, to be in good standing.

11 Q. Did you bring that e-mail today?

12 A. I believe I have one here somewhere, yes,
13 sir.

14 Q. Can we look at it?

15 A. Sure.

16 I'm not saying that refers to it. I'm
17 just saying I would want to slow down and read
18 that very thoroughly since I see those words again
19 because those words were used against us so many
20 times.

21 Q. While you're looking for that, how were
22 they used against you?

23 A. Well, like I said, Mike Carlton would be
24 like, are you in good standing or, you know, is
25 everybody talking or, you know, is Bill, you know,

Judd Grisanti - November 01, 2017

92

1 are you communicating with Bill? To me, I don't
2 think it's, you know, referred to as financial.

3 Crossing the table here is Exhibit 1 from
4 Judd Grisanti. One Exhibit JDG to Mr. Clarence.

5 (Laughter.)

6 Sorry, Clarence. I'm trying to bring
7 light to it. I'm trying to get not riled up.
8 Okay. You read that.

9 Q. Okay.

10 A. That's the way they would talk to us on
11 the telephone, Clarence. I mean, since I read
12 this good standing it brings, you know, it just
13 jogs a lot of things.

14 Q. Now, this says on the e-mail you're
15 showing me -- we'll mark this as the next Exhibit
16 11. We'll have to make a copy of it and give it
17 back so we'll remember to put it in.

18 It says MSB Mike.

19 A. Yeah, that's Mid South Biologics. Well,
20 Mid South Biologics, meaning MiMedx Group, us,
21 whatever. Under my telephone, the heading of
22 people when you're looking them up, I would just
23 put that on there. So that's from Mike Carlton.

24 MR. WILBON: So mark that as 11.

25 (The above-mentioned document was

Judd Grisanti - November 01, 2017

93

1 marked as Grisanti Exhibit Number 11.)

2 BY MR. WILBON:

3 Q. So you're saying this is Mike Carlton
4 texting with you. It says, don't jeopardize
5 things with Bill by running to Pete.

6 A. Exactly.

7 Q. Then we can't see, you respond something,
8 but Bill is -- blank, but we can't see it?

9 A. Right.

10 But what I was getting at is that's the
11 way that we would be talked to. And good
12 standing, they would always say to us, are you in
13 good standing. Well, from day-to-day we didn't
14 know what good standing meant. I mean, what does
15 it mean? They would use it like something against
16 us.

17 Q. Right.

18 A. So when I read the words on this e-mail or
19 the Exhibit 10 that you gave me, when I see good
20 standing, I just want to be cautious and slow down
21 and read it and understand what's going on here.
22 That's all. Okay.

23 Q. That's your interpretation of what good
24 standing is. Right?

25 A. Yes, sir.

Judd Grisanti - November 01, 2017

94

1 Q. What is your understanding, Mr. Grisanti,
2 as to why the Consulting Agreement was terminated
3 by MiMedx, if you have one?

4 A. At that time, Clarence, I think it was in
5 May of 2014, somewhere thereabouts; is that
6 correct?

7 Q. Yes.

8 A. I'm not holding anybody to a date, but I'm
9 just saying. I was diagnosed --

10 Q. I'll show you what we'll mark as
11 Exhibit 12.

12 (The above-mentioned document was
13 marked as Grisanti Exhibit Number 12.)

14 A. (Witness peruses document.)

15 BY MR. WILBON:

16 Q. That's the termination letter. And that
17 way you'll have the date.

18 A. I know we're both getting ahead here.
19 Back to Exhibit 10. Can I finish this real quick.

20 Q. Sure.

21 A. I looked it over. Now, I apologize. I
22 don't remember the question that you were asking
23 exactly. After we got good standing and
24 everything out of the way.

25 Q. I asked you what do you recall what the

Judd Grisanti - November 01, 2017

95

1 basis was for the termination of the Consulting
2 Agreement by MiMedx.

3 A. But is that what Exhibit 10 is for?

4 Q. No. Exhibit 10 we were discussing that it
5 related to the Distribution Agreement and not the
6 Consulting Agreement?

7 A. You know, I don't have a lot to say about
8 the Distribution Agreement to be honest with you.
9 That was between Norm and MiMedx. But I do know
10 every time he got a Distribution Agreement, it got
11 shrank, you know shrunk down to nothing and my
12 whole thing was, that, you know, Bill doesn't like
13 it. You know, why, you know. Whatever he's out
14 for us, you know, we already know that, you know.
15 What do we do, you know. Anyway. I don't know
16 that is.

17 Q. Okay. Well, you can put that one aside.
18 And then next, I showed you --

19 A. You know, but I do know, I mean, we
20 received an amendment for the Distribution
21 Agreement, the override agreement is fine, and
22 considered complete. That being said, on Page 40,
23 that's June 1st. That's 30 days later after the
24 fact that we've been, you know, then again
25 threatened with everything if we don't sign it.

Judd Grisanti - November 01, 2017

96

1 Q. Then I handed you Exhibit 12, which was a
2 copy of the termination notice from MiMedx to Mid
3 South and you were --

4 A. Now, this is the termination agreement for
5 what?

6 Q. Where MiMedx is terminating the Consulting
7 Agreement that's at issue in this case.

8 A. Hold on. Let me understand this right. I
9 want to make sure I'm reading and understanding
10 everything right. This is a letter of termination
11 for distribution and the override or consulting
12 for; is that right? Is that what I'm looking at
13 here? Both; I'm just asking.

14 Q. The regard line says: Distributor
15 Agreement between MiMedx Group, Inc. and Mid South
16 Biologics, LLC, effective July 1, 2013; and
17 Consulting Agreement between MiMedx Group and Mid
18 South Biologics, LLC, effective May 2012.

19 Mr. LaChapelle: This letter serves as
20 notice of termination of the above-referenced
21 agreements.

22 Have you ever seen this document prior to
23 today?

24 A. If I have it must have been a long time
25 ago.

Judd Grisanti - November 01, 2017

97

1 Q. How did you find out that the Consulting
2 Agreement had been terminated? Norm told you?

3 A. Yeah, Norm called me and told me that we
4 got terminated. I said, terminated what,
5 distribution or whatever, you know. I mean, I
6 said, you know, Norm, you knew that you were going
7 to get terminated somewhere along the line with
8 distribution. I didn't realize we were, you know
9 -- then he, I think, went on and explained to me,
10 no, we got terminated with everything.

11 I said, well, I don't know how you mean
12 everything because there's a contract stipulating
13 that we have a three-year deal with the override
14 on the MiMedx, so the consulting agreement. So I
15 don't know how they can think they can fire us
16 from all. But, you know, that's Bill Taylor. So,
17 you know, and it's signed by Bill Taylor, my
18 buddy. So, you know, when he called me and told
19 me that we got -- you know, that he wasn't going
20 to pay us.

21 I mean, I told Norm before, we're on his
22 radar, man. He's looking to get rid of us, do
23 whatever. And not only that and I will go on
24 record to say this. Through many a phone calls,
25 Mike Carlton has not only told me be careful what

Judd Grisanti - November 01, 2017

98

1 we say and do, but if we don't do certain things
2 and come into compliance or whatever they want us
3 to do, whatever hoop they want us to throw through
4 that they won't pay us and we can get lawyers and
5 we can sue them and they'll take forever like it's
6 doing now.

7 Q. Mike Carlton told you that?

8 A. Yes, many a times.

9 Q. So Mike said, don't do what MiMedx wants
10 and we'll...

11 A. Well, if you guys don't ask what we're
12 asking of you now. Like, if we put up any
13 resistance. Nobody wants to give up territory,
14 you know. Nobody wants their distribution to
15 get -- especially after you've done something like
16 AvKARE. And all that's happening to us is
17 everything is shrinking down for Norm in our
18 territory to make money, you know. And we find it
19 hard to believe that after what we had done for
20 them these things keep happening.

21 And Mike is like, listen. If you guys
22 don't sign these agreements, you know, and I would
23 have to go to Norm and convince Norm to do
24 something, you know. We're going to have to do it
25 Norm. If not we get nothing again. Once again we

Judd Grisanti - November 01, 2017

99

1 get nothing.

2 And Mike has always made the comment to me
3 more than once. If you guys don't do it, you
4 won't get nothing. You're not going to be in good
5 standings, you know, and then, guess what, you're
6 not going to get paid. And then you know what
7 happens, Judd. You're going to get a lawyer,
8 you're going to fight us in court and it's going
9 to take forever to get your money. And by the
10 time you've spent all your money up, you're going
11 to get nothing.

12 So the best thing to do is just sign it
13 and be done with it. Me and Mike had that
14 conversation more than a few times on the
15 telephone.

16 Q. So was it a threatening-type conversation
17 or was it just...

18 A. You know, to be honest with you, Clarence,
19 I don't take anything as a threat, you know, like
20 bodily harm or anything to that nature if that's
21 what you mean. But I do take it as a threat that
22 they will do that, you know. And that they would,
23 you know, hold our money. Well, they obviously
24 had. You can go back and look at the records.
25 They paid us when they wanted to pay us. And if

Judd Grisanti - November 01, 2017

100

1 they didn't want to pay us, like Bill said, Bill
2 won't give you anything. You're at his mercy.
3 Mike Carlton told me several times. We're at Bill
4 Taylor's mercy if he wants to pay us or not.

5 MR. WILBON: Let me show you a chain
6 of e-mails. It's marked an Exhibit 13.

7 (The above-mentioned document was
8 marked as Grisanti Exhibit Number 13.)

9 BY MR. WILSON:

10 Q. Take a minute and review that and then
11 we'll talk about it.

12 A. (Witness complies.)

13 Yeah, I know who this exactly is.

14 Q. So you're familiar with this e-mail?

15 A. Yeah.

16 Q. What's going on in this e-mail? It's
17 dated June of 2012.

18 A. Well, I'll tell you exactly what's going
19 on in this e-mail. Was again, Clarence, this is
20 -- when we did this program with AVKARE, we had a
21 game plan, a strategy to go out and sell. Well,
22 once MiMedx got ahold of it like they did -- this
23 is June 18th, they had no idea how to tackle it.
24 They didn't have a game plan. So that's why there
25 were few sales in AvKARE as that point.

Judd Grisanti - November 01, 2017

101

1 As you see, there were very few sales so
2 far through AvKARE because they didn't have time
3 or they didn't even know how to approach to sell
4 AvKARE. We already had that in place. We knew
5 how to. They didn't know it. So when you're
6 talking about they had to educate themselves. Of
7 course, they didn't want to hear anymore from me
8 because they've already got from me what they
9 needed, which was that contract. So I'm going,
10 X-d out.

11 We had a plan. They didn't want to hear
12 from me and Norm anymore about AvKARE. As a
13 matter of fact, they told me to shut up and quit
14 talking about AvKARE. Don't go visit anymore VA
15 Hospitals, don't do anything.

16 Q. Who told you that?

17 A. Mike Carlton and Bill Taylor.

18 Q. When was that?

19 A. Around this time. I mean, roughly within
20 these two months here. That we were no longer
21 authorized to go visit any VA homes we sell them,
22 they were taking care of that. So what's
23 happening here is taking them time to build up a
24 sales team and to figure out how they were going
25 to saturate the VA Hospital sales. You know, what

Judd Grisanti - November 01, 2017

102

1 was their plan of moving forward with sales there.
2 That's what the deal was. That's why they had
3 very few sales involved upfront. They didn't even
4 have know, Clarence, how to approach to VAs. They
5 didn't know the chain of command that you had to
6 go through in the VAs to even get to the doctors
7 because there's quite a few little things there.

8 Anyway, that to me we realized there were
9 very few sales with AvKARE, you know, to speak
10 about this matter, payment with AvKARE. We knew
11 that once the ball got rolling we obviously see at
12 the end what took place.

13 Q. Were there ever any issues that you recall
14 regarding MiMedx making payment to Mid South
15 pursuant to the Consulting Agreement?

16 A. Yes, sir.

17 Q. Tell me about those.

18 A. Well, you know, at this time they were
19 making sales and, of course, nobody would share
20 with me and Norm or maybe say share with Norm and
21 Mid South Biologics what was going on with sales.
22 They didn't want us to know, I guess for whatever
23 reasons.

24 Q. Why do you think they didn't want you to
25 know?

Judd Grisanti - November 01, 2017

103

1 A. Because I don't think they wanted us to
2 know how big there was actually -- how well it was
3 actually going. You know, even though it started
4 out slow.

5 Q. Did that matter because there was a cap as
6 to the amount that Mid South could receive.
7 Right?

8 A. Exactly, but I'll put it, for example.
9 The first couple of checks that's Mid South
10 Biologics did receive and what my question to Norm
11 was because I was questioning Norm too. I'll be
12 honest. Norm, here's a check, but there's no
13 representation for what this check represents.
14 It's just a check. I think somewhere there's some
15 copies of it. You're sending me a check for X
16 amount of dollars that's got no representation to
17 it. If I'm an employee and I work at a business,
18 I've got my hours, I've got my dates, I've got my
19 time, I've got what it's for. I'm just not sent a
20 check saying here's \$45,000 so go away for a
21 while. That's not the way it works. I mean, I
22 don't know.

23 But I was saying, there's nothing to that,
24 Norm. I was questioning Norm, how did I know that
25 Norm wasn't holding out on me. But there was a

Judd Grisanti - November 01, 2017

104

1 check from MiMedx, here it is. Well, hell, there
2 could be another check, Norm.

3 Q. What was your agreement with Norm as to
4 how much you were going to get paid out of the
5 consulting agreement?

6 A. Oh, it was 50 percent.

7 Q. Okay.

8 A. Yeah. But I wouldn't say -- let me tell
9 you this way. In a nice way I was going to my
10 buddy saying, hey, you need a better accounting
11 system than what you've got. That's all I was
12 saying to him. You know, it wasn't an argument.
13 It wasn't anything like that. It was just saying,
14 hey, Norm, we need some better business practices
15 here. That's all. You see what I'm saying. You
16 know, what you need to do is go back to them and
17 say, hey, we got the check. Thank you very much,
18 but what does that represent? What is this for?

19 Q. Did Norm do that? Did he go back to them
20 and ask for more information?

21 A. I think he did, yeah.

22 Q. And then what other issues were there
23 regarding payment that you recall?

24 A. Well, Clarence, with saying that, I think
25 after we knew when the VA actually started, okay.

Judd Grisanti - November 01, 2017

105

1 When sales took place. And I can't tell you what
2 date it was at this moment. But we knew when the
3 dates took place and we knew how we were getting
4 paid, which was, I don't know, every so many days.
5 I'll go back and read in the contract. I was just
6 rambling on for a second about that.

7 When we started selling and after six
8 months later, whatever months was later, we
9 haven't heard anything. Maybe we should question
10 about what's going on, how long it takes, or
11 what's the game plan in the system so we could
12 just expect when or where we're going to get paid.
13 Never once, Clarence, where they offered, hey,
14 guys, here's our sales, this is what's going on,
15 you know. We do recognize you guys as being a key
16 player in this and we expect to start sending you
17 checks at this date or at this time. Never once.

18 We would always have to inquire, hey,
19 what's going on. And it seemed like every time we
20 inquired we were bothering them.

21 Q. Did you ever make any inquiries
22 personally?

23 A. Oh, yes, sir. After a while, yeah,
24 because I was questioning Norm. Then again, it
25 was his accounting on where my check was. And I

Judd Grisanti - November 01, 2017

106

1 wasn't questioning Norm to give me my money or
2 not. I'm just questioning him, hey, somewhere we
3 need to get the horse back in front of the cart
4 and make them commit to some kind of payment plan.
5 They said they were going to pay us every this and
6 all of a sudden it goes to quarterly. Oh, no, no,
7 you guys were right here. You were supposed to
8 get paid here. I mean, what the hell.

9 There again, they're dictating to us
10 what's in that contract and how it reads when it's
11 clearly stated in black and white how it reads.
12 So when you ask me again, what good standing
13 means, who know. Because I can tell you I can
14 read you a contract saying what day they're going
15 to pay us on. And guess what, I promise you, you
16 go back and look at your records. You do the time
17 line. That check didn't come on that day. And it
18 probably wasn't even written on that day. That's
19 what I would like to know.

20 Q. Do you have Exhibit 13 right there?

21 A. Yes, I've got it.

22 (The above-mentioned document was
23 marked as Grisanti Exhibit Number 14.)

24 BY MR. GRISANTI:

25 Q. I've just handed you what we've marked as

Judd Grisanti - November 01, 2017

107

1 Exhibit 14. It's an e-mail dated August 16, 2012.

2 A. Yeah. I'm familiar with this e-mail,
3 yeah.

4 Q. From you to Jacki Bugg of MiMedx, cc'd
5 Mike Carlton, Norm LaChapelle, and John Cransteon.
6 Tell me what's going on with this e-mail.

7 A. Okay. So let's see here. I'd be more
8 than happy to tell you what's going on here. This
9 is what you call a ghost hunt, a witch hunt. This
10 is where Bill Taylor would say, go to Mike. Mike
11 go talk to Bill. Bill go talk to Bill. Pete go
12 talk to Pete. We got the runaround. I mean, we
13 never knew. Every time we would call there, Mike,
14 what's going on? Oh, you need to talk to Bill.
15 Bill would say, oh, you need to talk Mark Diaz.
16 Mark Diaz would tell us, you need to talk to their
17 attorney and their accounting lady. What's her
18 name, Cheryl something or something. Jacki.

19 This was an e-mail out of frustration
20 after phone call after phone call inquiries about
21 a check, money that they owed us is what this is.

22 Q. At this point had Mid South received a
23 payment from MiMedx under the agreement?

24 A. I don't think so, not at this time. Not
25 with the override, no. They're going to blame it

Judd Grisanti - November 01, 2017

108

1 on, I think -- let me read this whole thing real
2 quick if you don't mind.

3 (Witness peruses document.)

4 Okay, this is perfect. This is how they
5 operate, Clarence. This is how they operate. So
6 after inquiring. Let's see, this is August 16th,
7 okay. Not a word from them on anything. So all
8 of a sudden we think it's time to get a paycheck.
9 We inquire. Well, guess what, all of a sudden
10 Bill says talk to Mike. Mike talks to Mark Diaz.
11 Mark Diaz talks to Jacki, okay. Then after
12 several phone calls with Jacki and then e-mails
13 with Jacki, oh, guess what? Norm with Mid South
14 Biologics has got a balance due so they're going
15 to hold up our check. Payment that's due on a
16 separate issue, totally separate issue than what
17 AvKARE is dealing with. So Mid South Biologics
18 has got a balance left with MiMedx for \$5,000 or
19 whatever it is or \$11,000, whatever it is,
20 whatever the number is. So they're not going to
21 release our check for the override, we call it
22 with AvKARE until that's paid up in full. Well,
23 that's fine. Deduct it. Take off what Norm owes
24 you, send us the rest if that's the way you want
25 to do it.

Judd Grisanti - November 01, 2017

109

1 Q. You didn't have a problem with that, with
2 the deducting?

3 A. What I had a problem with, Clarence, I had
4 a problem with all of it. But what I mainly had a
5 problem with is that it took several days, several
6 e-mails, several phone calls to get to where, oh,
7 let's hide behind this. Norm has got a balance.
8 That's why we haven't sent you a check yet. And
9 that's why nobody would talk to you. It's smoking
10 mirrors. It's a ghost. It's a witch hunt. I
11 don't know.

12 So anyway, we didn't have a balance.
13 Okay, well, take the balance out and just send the
14 check, that's all. Just get something going. So
15 that way once we receive payment we can start
16 figuring out a time line of how we get paid and
17 when we're going to get paid.

18 Q. Now, these numbers you have on Exhibit 14,
19 MiMedx balance \$19,300, what does that represent?
20 That was the balance that Mid South had with
21 MiMedx; is that right? Then Mid South made an
22 \$8,000 payment to MiMedx, which left a balance of
23 \$11,300?

24 A. Right.

25 Q. And Mid South sent in a check for \$6,000.

Judd Grisanti - November 01, 2017

110

1 So Mid South's balance with MiMedx as of
2 August 16, 2012 was \$5,300; is that right?

3 A. That's what it looks like it is.

4 Q. And that's a number that as to be offset
5 against any payments due under the Consulting
6 Agreement; is that right?

7 A. Well, no. I mean, under the Consulting
8 Agreement, no. I mean, I don't understand why
9 they were holding our Consulting Agreement check
10 for ransom over a balance that Mid South Biologics
11 had with MiMedx. That's all I'm saying.

12 Q. Did the Consulting Agreement have a
13 provision that allowed that?

14 A. Oh, I'm sure it probably says good
15 standing, Clarence, somewhere in there. It says
16 good standing, you know. They love that and I
17 apologize for taking that out like that. But it
18 says, I'm sure. Yes, I know this documentation.

19 Q. Did you ever talk to Jacki Bugg?

20 A. I'm sure I did on the phone, yeah.

21 Q. Were you rude to her?

22 A. I don't know what you would call rude,
23 first of all, to be honest with you.

24 Q. Well, tell me how you talked to her.

25 A. I don't remember the conversation.

Judd Grisanti - November 01, 2017

111

- 1 Q. Did you yell at her?
- 2 A. Oh, no, man. I didn't yell at her.
- 3 Q. Call her out her name?
- 4 A. Call her what?
- 5 Q. Call her out of her name.
- 6 A. I call everybody baby sometimes. Maybe
7 that's what I did.
- 8 Q. Use any harsh language toward her during
9 the course of any of your conversations with her?
- 10 A. I only had one conversation with her.
- 11 Q. Was it only one?
- 12 A. I don't know, maybe two. I don't remember
13 calling her any kind of sort of the names as you
14 say, no. And I don't understand. I wouldn't be
15 upset with Jacki. The people I would have been
16 upset with would be the person who led me to
17 Jacki, which would be Bill, Mike, Mark Diaz,
18 whoever. And I never once called them anything.
19 So I don't know why I would take it out on Jackie.
20 She's just a messenger, you know. So I don't
21 remember doing anything like that at all.
- 22 Q. Do you know Scott Bevill?
- 23 A. I don't know.
- 24 Q. Have you ever heard that name? Jeff
25 Bevill, Jeff Scott Bevill, Jay Scott Bevill?

Judd Grisanti - November 01, 2017

112

1 A. I don't know. You have to recall my
2 memory, I guess.

3 Q. He was maybe a bookkeeper type for Mid
4 South.

5 THE WITNESS: Is that the guy that
6 had ugly on his truck?

7 MR. WILBON: Wait, you can't.

8 A. Oh. Yeah, I know who he is. I know who
9 he is. I'm sorry. I know who he is now, yes, I
10 do. I'm sorry. I apologize. I know who he is.
11 I just had a...

12 BY MR. WILBON:

13 Q. Who is he?

14 A. I think he goes maybe by a nickname. I'm
15 not sure.

16 Q. What was that?

17 A. I don't know. I can't remember. I know
18 the guy. I didn't particularly care for the guy.
19 I know who he is. He worked with Norm as a
20 bookkeeper or did something with paperwork.

21 Q. Why didn't you care for him? Was he
22 pretty mean?

23 MR. PEEL: Object to the form of the
24 question.

25 BY MR. WILBON:

Judd Grisanti - November 01, 2017

113

1 Q. Why didn't you care for him?

2 A. I just didn't, you know.

3 Q. Just rubbed you the wrong way?

4 A. You know what, I was dealing with Norm
5 and, you know, I think Scott just wanted to always
6 try to get in between mine and his business. I
7 didn't need three parties involved, you know.

8 It's just best you and I have the conversation and
9 then another person getting involved and bringing
10 what they add to the table. You know, that's all.
11 I know who he is now. I know perfectly who he is
12 now.

13 Q. As a kid did you used to say, he's poking
14 his nose in things that didn't involve him?

15 A. Maybe, yeah, you know. I mean, if you and
16 I are having a conversation and somebody just
17 walks up and joins in uninvited.

18 Q. Did he have a pretty nasty disposition?

19 A. No. I think he was overly nice is the
20 problem. He's goofy.

21 Q. Oh, he was goofy?

22 A. Yeah, I mean. He was, I mean, do you want
23 me to say it. He was a nerd and he was goofy. He
24 was, I mean, he's not a nerd, but I'm just saying,
25 I think he just wanted to be he helpful.

Judd Grisanti - November 01, 2017

114

1 Q. Did he go overboard sometimes?

2 A. I don't know what you mean by overboard.
3 He was just one of these guys that wanted to be
4 accepted. That's all. I don't know. I know
5 exactly who he is, Scott Bevill, yes. I don't
6 know if that makes sense or not, but, yeah.

7 Q. Do you know when Mid South received their
8 first payment from MiMedx under the Consulting
9 Agreement?

10 A. Clarence, I will tell you this. At the
11 time we did receive it, I had just come down with
12 something called congestive heart failure. I was
13 hospitalized for quite some time. I remember Norm
14 telling me we got a payment. And I was just happy
15 and I couldn't recall the date. I know I went
16 back and looked at it, you know, times later on
17 the check, but I can't recall exactly when it was.

18 Q. Let me show you a document that we're
19 going to as Exhibit 15. You are not copied on
20 here, but this is an e-mail exchange between Jeff
21 Bevill, Scott Bevill and Mark Diaz, Jacki Bugg,
22 Bill Taylor, and Norm.

23 Take a minute and look at that again.

24 (The above-mentioned document was
25 marked as Grisanti Exhibit Number 15.)

Judd Grisanti - November 01, 2017

115

1 A. Can I just ask one thing. What does this
2 got to do with me though, with me testifying here
3 today, I mean.

4 BY MR. WILBON:

5 Q. I want to ask you just a question about
6 it. And in particular this top e-mail from Mark
7 where Mark says -- I mean, from Jeff to Mark. And
8 he says: Mark, I am not implying anything! I was
9 just wondering how they are staying in business
10 and why MiMedx hasn't made a change. MiMedx has
11 and is seeing fit to make a lot of changes in our
12 territory and was have sold a lot more than
13 Marscalco's, just seems odd.

14 Is the way you're describing him is like
15 he is kind of poking his nose in, getting in and
16 it's not necessarily his business, his call, but
17 he's kind of getting in the middle of it?

18 A. Clarence, I'm going to tell you again, I
19 really didn't have any dealings with the guy. I
20 mean, to be honest with you, I truly, truly
21 didn't. I just -- I don't know. I just didn't,
22 we just didn't. Our paths didn't cross. And i
23 would only meet Norm usually late in the afternoon
24 or something at the office and we would go, you
25 know, catch up on business or whatnot. And he

Judd Grisanti - November 01, 2017

116

1 wouldn't be there. You know, I just tried to stay
2 away.

3 Q. Did Norm or Scott ever tell you that Scott
4 basically made Jacki cry?

5 A. Who's Jacki? The one I was supposed to
6 have made cry or I talked bad to? Damn, she's
7 sensitive then if everybody is making her cry. I
8 mean, I'm sorry. I'm just saying. I don't know.
9 I don't recall that. No, I do not recall that.

10 MR. PEEL: Can we go off the record
11 for a second?

12 MR. WILBON: Yes.

13 (Discussion off the record.)

14 BY MR. WILBON:

15 Q. You were never present when Mr. Bevill had
16 any conversations with anyone at MiMedx, were you?

17 A. If it went on, Clarence, I didn't know
18 about it. I mean, I don't. I mean, people around
19 me every day on the telephone. I don't know who
20 they're talking to, you know.

21 Q. Let me show you this e-mail that we're
22 going to mark as Exhibit 16.

23 (The above-mentioned document was
24 marked as Grisanti Exhibit Number 16.)

25 BY MR. WILBON:

Judd Grisanti - November 01, 2017

117

1 Q. Do you recall this e-mail?

2 A. (Witness peruses document.)

3 You know then again, this is, you know,
4 dated somewhere around July of '13. You know, how
5 involved was I in the end, not much. I had gotten
6 sick right before that. So, you know, I was
7 involved in some things with Norm, helping, you
8 know. And we were talking about doing some other
9 things, but the clarification, you know, on it and
10 what it brings to me or what it means to me, I
11 guess I got copied on it, but, you know, with you
12 thinking that stands out from here to me and I
13 want to bring this and make sure this is noted to
14 you, Clarence, as well is that I just spoke with
15 Bill Taylor about new issues, okay.

16 Consulting Agreement for the AvKARE
17 override is a separate issue. You know, whatever
18 it was when they were bringing documents to Norm.
19 And like I say, the first part of '13, I wasn't a
20 whole lot involved in. I had gotten sick and come
21 down with an illness. It took me away for quite
22 some time. We would still talk when I felt like
23 talking. It was called congestive heart failure
24 at 18 percent, Stage 4. It was pretty bad so,
25 anyway.

Judd Grisanti - November 01, 2017

118

1 You know, once again, every time good
2 standings, let's hold the AvKARE over their heads
3 with whatever we want to make Norm, Mid South
4 Biologics jump through or reduce themselves down
5 to in acceptance. All these things are going to
6 change. Well, we need to make Norm not stand up
7 for whatever rights he thought he had, hold AvKARE
8 over his head and basically make him sign it. You
9 don't sign it, this new deal that we've got coming
10 through, you don't bend with our ways, guess what?
11 We'll take AvKARE away. I mean, that's what they
12 would always hold over our heads.

13 I'm guessing that's why I got copied and
14 it says, please show this to our lawyer. It's the
15 AvKARE deal. Once again, the AvKARE deal is
16 mentioned about how it can be taken away or it's
17 approved or you're in good standing. You know,
18 besides that, I wanted to note that down here Mike
19 Carlton in his e-mail says this: First of all,
20 thank you for hanging in there with us for two
21 years, ups and downs, but a huge upside remains.

22 You know, I would like to ask him, what
23 are those ups and downs, Mike? What have been
24 those ups and downs, you know, when you say that?
25 And thanks for hanging in there with us. Thanks

Judd Grisanti - November 01, 2017

119

1 for being that redheaded stepchild that you didn't
2 like; is that what you mean. I don't know. But
3 yeah, we did hang in there. That's the only
4 reason I guess I got copied on this.

5 Q. Do you have knowledge regarding Mr.
6 LaChapelle threatening Mr. Carlton?

7 MR. PEEL: Object to the form of the
8 question.

9 A. No, but I would like to have been there if
10 he did do it. But I don't know.

11 BY MR. WILBON:

12 Q. Have you ever heard anything about that?

13 A. Yeah, after the fact, I have. I've heard,
14 you know, of course, people --

15 Q. Tell me what you heard.

16 A. First of all, I think later on and this
17 is, I guess, something around after he got the
18 letter, the termination letter. What happened,
19 you know, everybody's got two stories, I mean. So
20 tell me what happened. Actually, I didn't ask
21 Norm. I asked somebody by the name of Bill
22 Cochran, who I knew through CPM and everywhere.
23 You know, I didn't want to hear Norm's story and,
24 you know, think it's all one way or think this or
25 that. But, you know, Mike and them could

Judd Grisanti - November 01, 2017

120

1 definitely push your buttons and do whatever. I
2 don't know. I wasn't there.

3 Q. What did Bill Cochran tell you?

4 A. Bill Cochran told me that they called Norm
5 up on the phone and, I guess he was at Barbecue
6 Fest. And I know Norm because he's always
7 freaking asking me about barbecue sauces and how
8 to cook this, how to cook that, whatever. I mean
9 off the record, on the record, whatever. If he
10 lost, I never told him. If he won, I told him.

11 You know, I just wanted to understand what
12 took place. You know, I mean, I knew Norm was
13 only going to give me one way of it. And I know
14 it couldn't be just one way, bad or good, you
15 know. I just wanted to hear the whole story, I
16 mean, so I could make up my mind because I wasn't
17 there, you know. I don't know what took place.

18 I know he called him up during Barbecue
19 Fest, what Bill Cochran told me and Mike and
20 several other people were at a meeting somewhere.
21 They were altogether as a group and they called
22 Norm. Once again, I don't even know what the
23 issue was to be honest with you, Clarence. I
24 don't even know what the issue was on the thing.
25 I just heard that once again since I wasn't around

Judd Grisanti - November 01, 2017

121

1 to poke Norm into doing something that he
2 obviously, I guess, wasn't agreeing to some
3 changes and Norm wouldn't sign, I guess, the new
4 agreement. I guess that's what it was. I don't
5 know. I think Bill, I guess, got tired of messing
6 with Norm, you know.

7 Q. What did Norm say to Mike?

8 A. I don't even know. I mean, it's all
9 hearsay.

10 Q. What did Bill say he heard?

11 A. Bill just said, you know, they got into an
12 argument. I don't even know what exact words were
13 said. And I don't care to know what exact words
14 were said. I mean, I wasn't there and I know
15 you're not going to get the truth out of any of
16 them or exactly what was said. Who cares about
17 that. I'm just saying.

18 Q. Did Bill say anything about Mike being
19 threatened by Norm?

20 A. No, I mean, he didn't say anything about
21 being threatened, no. I don't know what
22 threatened means, like verbally threatening him or
23 like we're not going to do this, you know. We're
24 not going to take this contract. I mean, we told
25 Mike several times, you know, listen, man. You

Judd Grisanti - November 01, 2017

122

1 know, we don't agree with this contract. We don't
2 agree with it. We're not going to sign it. That
3 happens all the time. I mean, disagreeing, that's
4 all the time. Just like the AvKARE deal. You saw
5 the bantering that was going back and forth for
6 that. I don't know, Mike was supposed to come
7 here for some meeting, you know. I don't know the
8 whole gist of it all, Clarence. I don't. And I
9 still to this day don't know what it was all over,
10 how it fell apart. You know, I can tell you this.
11 Whatever, you know. Anyway, I can't speak on the
12 conversation. It's all hearsay.

13 Q. But I want to hear that hearsay. Tell me
14 what Bill told you.

15 A. Bill said they got into, you know,
16 something about not signing a contract. Bill got
17 frustrated that, you know, Mike, I guess was
18 telling Bill that, you know, he's not going to do
19 it, something about, well, Mike kept saying, maybe
20 I'll go to Memphis and meet with him. Bill's
21 like, no, you're not doing anything.

22 Q. What did Norm say?

23 A. Oh, I don't know. I don't know what Norm
24 said. After the conversation was over with, Bill
25 Taylor announced to everybody in the room and I

Judd Grisanti - November 01, 2017

123

1 hear there were quite a few people, that he fired
2 Mid South Biologics or fired Norm and Judd and
3 everybody is getting a \$300,000 bonus. I mean,
4 that's what Bill Cochran told me. He announced
5 that to the room. And then he said, you want to
6 know the funny thing about it is. I said, you
7 ain't got to tell me. I know nobody got their
8 bonus. He goes, nobody got their bonus.

9 Q. But everybody was going to get a \$300,000
10 bonus?

11 A. He was going to split it up, I guess, you
12 know, split it up, whatever. Because that's the
13 money he saved by not having to pay us there.
14 Like I said, I don't know word for word what was
15 said at all, Clarence. Just bits and pieces of
16 the whole story. And I'll tell you what, to be
17 honest with you, I never asked Norm because it's
18 not going to change the outcome, you know.

19 Q. What other knowledge do you have regarding
20 the termination of the Consulting Agreement?

21 A. All right. I don't understand the
22 question maybe.

23 Q. Have you told me everything that you know
24 regarding why the Consulting Agreement was
25 terminated?

Judd Grisanti - November 01, 2017

124

1 A. This whole deposition, Clarence, I've told
2 you why they canceled that thing. Bill Taylor, we
3 were on his radar the whole time. He was looking
4 for a reason to get rid of us. No matter what.
5 He was looking for any excuse in the world that he
6 thought would hold water to get rid of us. That's
7 the honest God truth. End of testimony.

8 Q. I know we looked at the Consulting
9 Agreement, which was Exhibit 1 where you signed
10 it. Did you read it before signing it?

11 A. Oh, yeah, yes, I read it.

12 Q. So you're familiar with the provisions of
13 it?

14 A. Well, yes. Yes, I'm familiar with it.

15 Q. Now, what was your understanding of how
16 long the agreement had the potential to last?

17 A. The potential or what it says in the
18 contract?

19 Q. Right. Well, what does it?

20 A. It says for three years.

21 Q. And you understand it has a termination
22 provision in it?

23 A. Termination, not of the override. There
24 is termination of Norm and Mid South Biologics. I
25 knew that. But there's not a termination. It

Judd Grisanti - November 01, 2017

125

1 says: Shall survive. And I'll find it. I mean,
2 I know it. I've read it a million times.

3 Hold on. Let me find it. To be honest
4 with you, it's been a long time since I actually
5 looked at it. Two years ago I studied it every
6 day.

7 Q. Let's go to Paragraph 11.

8 A. (Witness complies.)

9 So, you know, written notice to the other
10 party upon termination, through provisions of this
11 agreement, here for that intend to survive
12 termination of this agreement shall so survive.
13 You know, I'll tell you this. It's not
14 well-written, okay. I can tell you also this.
15 From what I understand from talking to lawyers and
16 I'm not a lawyer. It's not well-written at all,
17 but what it does say to me, what I interpret, this
18 contract shall survive within the termination of
19 Norm and Mid South Biologics with MiMedx. But
20 this agreement should survive all of that at the
21 end and we will get paid on it. And there's also
22 plenty e-mails to support that, that backs that
23 up. And they even acknowledge that. But then
24 again, they want us to believe at certain times
25 that it doesn't. But they reassured us that it

Judd Grisanti - November 01, 2017

126

1 does, but it doesn't, but it does.

2 It's very poorly written is what I say,
3 but it clearly says that this shall survive,
4 meaning the override. So, you know, I think they
5 like it to be like that because they don't want
6 you to know exactly what they mean by it,
7 Clarence, to be honest with you. I think they
8 want to try to confuse you.

9 Let me ask you this, as a lawyer, just ask
10 you, how do you interpret that? I know I can't
11 ask you questions, but I'm just saying, you know.

12 MR. PEEL: Please, Clarence, answer
13 that and I'm going to start asking you some
14 questions.

15 A. But you see what I'm saying though. It
16 says, it shall survive, so anyway, okay.

17 BY MR. WILBON:

18 Q. The maximum amount that Mid South could
19 receive under this agreement is \$900,000. There
20 was \$300,000 if it reached 10 million over this
21 three-year period. Do you agree with that?

22 A. I don't agree that's the way it should be.

23 Q. But that's what the --

24 A. But that's what we were made to sign, yes,
25 sir. That's what we were forced to sign. It was

Judd Grisanti - November 01, 2017

127

1 either that or nothing.

2 Q. And you don't dispute that \$600,000 of
3 that \$900,000 was paid. Correct?

4 A. With blood, sweat, and tears. We had to
5 fight for every penny of it just to get it from
6 them, Clarence. I just want you to know the whole
7 truth, that's all.

8 Q. Now, in the Complaint, you recall the
9 Complaint that was filed against you?

10 A. Not the new one, no, sir. I mean, I was
11 when Chris Lazarini did it. The new one, no, I
12 don't.

13 Q. I'm going to show you the Complaint.

14 MR. WILBON: We'll mark it as
15 Exhibit 17.

16 (The above-mentioned document was
17 marked as Grisanti Exhibit Number 17.)

18 BY MR. WILBON:

19 Q. I think it's basically a mirror image of
20 the one that for the most part that Chris Lazarini
21 did.

22 A. (Witness peruses document.)

23 MR. WILBON: I'm also handing you
24 what we'll mark as Exhibit 18, Plaintiff's
25 Responses to Defendant's Interrogatories and

Judd Grisanti - November 01, 2017

128

1 Documents Request.

2 A. Hold up. Slow up. This is ours, the one
3 that we, the Plaintiff, okay.

4 Q. Right.

5 A. This one is what now?

6 Q. This is Plaintiff's Responses to
7 Interrogatories that MiMedx served.

8 (The above-mentioned document was
9 marked as Grisanti Exhibit Number 18.)

10 BY MR. WILBON:

11 Q. So if you'll take your time and look at
12 both of those, we'll give you a little time to do
13 that.

14 A. (Witness peruses document.)

15 Q. You've read the Complaint, Exhibit 17.

16 A. Yeah.

17 Q. And I think you said you hadn't had a
18 chance to review this version prior to today, but
19 I will represent that it's pretty consistent with
20 the initial Complaint that Mr. Lazarini filed?

21 A. Yes.

22 Q. In particular I want to turn your
23 attention to Page 4. There is a section in here
24 that says: MiMedx bad faith breach of the
25 Consulting Agreement.

Judd Grisanti - November 01, 2017

129

1 What do you know about MiMedx's bad faith,
2 if anything, as it relates to the Consulting
3 Agreement? I can simplify it even further as it
4 relates to termination of the Consulting
5 Agreement?

6 A. Clarence, I just don't want to spout
7 anything off.

8 Q. Or was it the things that you've already
9 told me today?

10 A. It's everything leading up to now to be
11 quite honest with you. I mean, I'm not going to
12 sit here and rehash everything. I don't want to
13 personally go there emotionally to be honest with
14 you.

15 Q. I don't mean to cut you off. But is it
16 anything different than what you told me about
17 Bill Taylor and MiMedx? Have we covered that?

18 A. Yes, sir. We've covered it all. Is that
19 fair to say?

20 Q. Yes.

21 Let's turn your attention to Exhibit 18.

22 A. (Witness complies.)

23 Q. You have had a chance to read that today?

24 A. Yes, sir, I did look over it, yes, sir.

25 Q. Based on your affiliation with Mid South

Judd Grisanti - November 01, 2017

130

1 do you agree with the answers that you've read
2 with respect to the interrogatories?

3 A. Yes, I do. I mean, I wish it was more
4 detailed in some parts, but you know, but yes.

5 Q. And again, I asked you earlier about Saint
6 Francis Hospital and you said that was Norm's
7 relationship. You were not involved in any way
8 with Saint Francis?

9 A. Zero involvement. Don't even need to
10 elaborate on it whatsoever. I know nothing about
11 it. It was his doctors and he dealt with that.

12 Q. Were you ever in any of the surgeries at
13 Saint Francis?

14 A. Not at Saint Francis, no, but other
15 surgeries, yes.

16 Q. Using MiMedx products?

17 A. Yes, sir.

18 Q. Which hospitals were those?

19 A. I can refresh your memory very well. My
20 cousin, Johnny Pirana was the first guy to use the
21 MiMedx products in the prostatectomy.

22 Q. Your cousin, can you spell his name?

23 A. Well, I said he was my cousin. His
24 family, my family, his grandparents and my
25 grandparents came from Italy together from Lucca.

Judd Grisanti - November 01, 2017

131

1 So ever since we've been kids we all grew up side
2 by side.

3 Q. What was his last name and will you spell
4 it for the record?

5 A. Pirana, the exact spelling, P-I-R-A-N-A.

6 Q. Where is he a doctor?

7 A. What is the name of the hospital.

8 Q. In Alabama?

9 A. In Alabama, yeah. I can't think of the
10 name of the hospital.

11 Q. You don't have to look it up.

12 A. But anyway, he's a leading urologist over
13 there. It was a very proud moment for Norm and I
14 to actually be the first to do that with the
15 MiMedx product. We were actually so proud of
16 ourselves we took pictures and everything and told
17 MiMedx this is what we got done. Here's a new
18 application that you can use or say that we've
19 used with the AmnioFix and EpiFix line. And I
20 think actually the next one that we did, they sent
21 a gentleman over. And I can't recall his name,
22 but he was on one of the original MiMedx teams.
23 And he came inside with the surgery as well.

24 So yes, I was involved in several
25 surgeries.

Judd Grisanti - November 01, 2017

132

1 Q. I asked you briefly how did you prepare
2 for this deposition today and you told me you
3 looked back over these documents that we have
4 here. Did you have any conversations with Mr.
5 Paul Peel?

6 A. Like what's going on, you know, what's
7 involved here? Do I need to get representation?
8 I just wanted to know where I stood basically on
9 what's going on. That's all if that answers your
10 question.

11 Q. When was that?

12 A. Oh, gosh. Clarence, I received a summons
13 from you, delivered to the restaurant and I think
14 I called Norm after that. But Norm, myself, and
15 Paul had met at the restaurant about a year or so
16 ago with Paul picking up this case. But the past
17 year I've lost both of my parents and taken over a
18 restaurant that my father had. So I wasn't
19 involved in anything until now.

20 Q. I'm looking at this letter you brought
21 with you here. It's a letter dated January 16,
22 2012?

23 A. Yes.

24 Q. And it's to -- who is that letter to,
25 someone at AvKARE?

Judd Grisanti - November 01, 2017

133

1 A. (Witness peruses document.)

2 I'm going to tell you, yeah, I know the
3 letter, but I hadn't seen it in a while. I know
4 what this letter is, but I've got to tell you
5 something, Clarence, I can't even recall who
6 Debbie Shaw is and that's who it's to.

7 Q. What is the letter referencing? What is
8 it about?

9 MR. WILBON: We'll mark it as Exhibit
10 19.

11 (The above-mentioned document was
12 marked as Grisanti Exhibit Number 19.)

13 A. Oh, I can tell you what this is, Clarence.
14 I still can't really tell you who Debbie Shaw is,
15 but I can tell you what this letter states.

16 This is a letter that MiMedx wished we had
17 never saw probably. This is a letter of reference
18 that I personally got Mid South Biologics on the
19 FS&S is what this is. This is when Mid South
20 Biologics was actual registered as the broker for
21 MiMedx product only FSS, okay. That's what this
22 is stating. That's what this is for.

23 I'm not sure who Debbie Shaw is. Maybe
24 she's with the VA. I'm not sure. I don't even
25 know who she is. I have no idea, but this was --

Judd Grisanti - November 01, 2017

134

1 this is the guarantee letter to Debbie Shaw that
2 Mid South Biologics could supply and would supply
3 the product for the duration base of a contract
4 with AvKARE to the FS&S. That's what this is.

5 Q. I was looking at some of these documents
6 here and I know.

7 We were just talking about Saint Francis
8 and some documents that you brought with you Mr.
9 Grisanti that they have some patient names on them
10 so we're not going to make them exhibits. But go
11 back to Exhibit 17, the Complaint.

12 A. (Witness complies.)

13 All right.

14 Q. There are some claims in the Complaint
15 relating to, I think it's called -- on Page 7,
16 Unjust Enrichment, relating to Saint Francis. I
17 understand you don't have any personal knowledge
18 of that, but those claims --

19 A. Hold on. I'm on Page 7. So what am I
20 looking for?

21 Q. Okay. Page 7, in the middle of the page
22 it says: Count II - Unjust Enrichment.

23 A. Yes, okay.

24 Q. And that relates to Saint Francis. And if
25 you look at that, it alleges that: It says MiMedx

Judd Grisanti - November 01, 2017

135

1 unjustly obtained revenues by misappropriating Mid
2 South's vendor credentials with Saint Frances.
3 And they attach at the Complaint -- I don't think
4 that you have copies, but they attached some
5 delivered order forms for Mid South to Saint
6 Francis. And you appear to have copies of these
7 same forms here, but you have some checks attached
8 to the back from Tenet Healthcare who owns Saint
9 Frances that appears to match up with these same
10 invoices that they allege and were paid to MiMedx.

11 I don't want to put these again as an
12 exhibit.

13 MR. WILBON: Paul, because these
14 checks appear to relate to some of these same
15 ones, the unredacted versions you gave me
16 yesterday and he brought this with him, I guess we
17 can make these a sealed exhibit to match them up.

18 MR. PEEL: Are they the same ones?

19 THE WITNESS: I brought those.

20 MR. WILBON: Yeah, he brought them
21 with him.

22 THE WITNESS: Can I see those. I
23 mean, I don't know what they are really. I mean,
24 I could have had them and not even know, I mean.
25 I don't know. I have no clue, especially being

Judd Grisanti - November 01, 2017

136

1 from 6/14. You know, I got to be honest with you,
2 I could be mistaken. I don't know why.

3 MR. WILBON: But they appear to match
4 up, and because they do I want to take and make
5 sure these checks show that Tenet paid Mid South
6 and that eliminates that. Do I just make these an
7 exhibit, Paul, or do you want to just take them
8 and we copy them and we can figure it out on our
9 own without putting them in because they've got
10 the actual -- he had unredacted copies.

11 MR. PEEL: Do you know what those
12 are?

13 THE WITNESS: I'm going to be honest
14 with you --

15 MR. PEEL: Are they the same --

16 THE WITNESS: -- because they have
17 nothing to do --

18 MR. WILBON: I mean, if you look at
19 what we have they appear to match and be the same
20 ones.

21 THE WITNESS: I have no idea where I
22 got them from.

23 MR. WILBON: Some payments, looks
24 like to vendor Norm LaChapelle from Tenet
25 Healthcare behind some of his that would show in

Judd Grisanti - November 01, 2017

137

1 my mind that, you know, these were the payments
2 that went to Norm LaChapelle according to these
3 invoices because he's got the same invoices and
4 the corresponding checks that were never produced
5 to us. At least some of them. He doesn't have
6 all of them, but he has some of them and so...

7 MR. PEEL: I guess the question I
8 have is, I don't really -- it's kind of hard for
9 me to figure this out.

10 Did your subpoena asked for him to
11 bring documents.

12 MR. WILBON: I think the original
13 subpoena was for documents and his deposition
14 because he wasn't represented by counsel.

15 THE WITNESS: Who me, bring documents
16 though.

17 MR. WILBON: Yes.

18 THE WITNESS: Clarence, I've got to
19 be honest with you. I don't know why I've got
20 them. I don't know why they're in there. They
21 were in with the papers. I don't have any clue
22 why. I don't know if it was something with Chris
23 Lazarini.

24 MR. WILBON: Can we have an
25 agreement. We'll just copy these. Let's not make

Judd Grisanti - November 01, 2017

138

1 them an exhibit since they've patient information.
2 Give them back. You and I take a copy and we'll
3 see what matches up. And if it's been paid, it's
4 been paid if it's a check from Tenet. Are you
5 okay with that?

6 MR. PEEL: Yeah, that's fine.

7 MR. WILBON: Subject to Mr. Peel
8 finishing his review of those documents, I think
9 we're ready to wrap up here.

10 BY MR. WILBON:

11 Q. Mr. Grisanti, you've told me all the bases
12 for what you believe MiMedx did wrong in this
13 case. Correct?

14 What we went over today was it cumulative?

15 A. Yes, sir. Yes.

16 Not all that they did wrong, but with this
17 case, yes. How about that. There's plenty more
18 they did wrong that --

19 Q. Well, I just need to know about this case.

20 MR. WILBON: I thank you for your
21 time, and I'm done. I don't know if Mr. Peel has
22 any questions for you.

23 MR. PEEL: I have no questions.

24 MR. WILBON: One other thing on the
25 record not relating to this deposition. Mr. Peel

Judd Grisanti - November 01, 2017

139

1 and I have agreed that with respect to the time
2 period of 2000 -- the year that's at issue under
3 the Consulting Agreement that's the subject of
4 this lawsuit, for that period that MiMedx's sales
5 to AvKARE --

6 MR. PEEL: Sales and receipt of
7 payment.

8 MR. WILBON: -- and receipt of
9 payment from AvKARE exceed the \$10 million
10 threshold as stated in the Consulting Agreement.
11 And we will do a formal stipulation to that at the
12 appropriate time in the court and once we have a
13 better understanding of how Judge Fowlkes is going
14 to require such a stipulation.

15 MR. PEEL: And you as lawyer of
16 MiMedx have permission to make that statement.
17 Correct?

18 MR. WILBON: I do. And I make that
19 stipulation on behalf of MiMedx.

20 (WHEREUPON, THE DEPOSITION WAS
21 CONCLUDED AT APPROXIMATELY 4:02 P.M.)
22 (AND FURTHER DEPONENT SAITH NOT.)

23 (SIGNATURE WAIVED)

24
25

Judd Grisanti - November 01, 2017

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

C E R T I F I C A T E

STATE OF TENNESSEE:

COUNTY OF SHELBY:

I, CORA J. LEWIS, LCR, Shelby County, Tennessee, CERTIFY:

The foregoing proceedings were taken before me at the time and place stated in the foregoing styled cause with the appearances as noted.

Being a Court Reporter, I then reported the proceeding in Stenotype, and the foregoing pages contain a true and correct transcript of my said Stenotype notes then and there taken.

I am not in the employ of and am not related to any of the parties or their counsel, and I have no interest in the matter involved.

I further certify that in order for this document to be considered a true and correct copy, it must bear my original signature and that any reproduction in whole or in part of this document is not authorized and not to be considered authentic.

Witness my signature this the 15th day of November, 2017.



CORA J. LEWIS, LCR 217
Expires June 30, 2018
ALPHA REPORTING CORPORATION
236 Adams Avenue
Memphis, Tennessee 38103

Judd Grisanti - November 01, 2017

Exhibits	0	2	33 76:18
Exhibit 1	0001 58:21	2 28:25 58:4,8,18 79:12	34 76:17
Exhibit 2	00013 58:21	83:21 84:19 85:4	4
Exhibit 3		20 19:11 67:23 79:12	4 66:10,12 83:5,24
Exhibit 4	1	2000 139:2	117:24 128:23
Exhibit 5	1 28:25 56:12,15,21	2010 8:23 11:20 13:20	40 95:22
Exhibit 6	66:20 72:12 83:4 88:14	16:12,24	400,000 79:13
Exhibit 7	92:3 96:16 124:9	2011 16:10 17:5 18:24,	4:02 139:21
Exhibit 8	1/5 62:23	25	4th 88:14
Exhibit 9	10 7:11 8:23 79:14 87:8	2012 55:7,9,10 60:1,4	5
Exhibit 10	88:9,11 93:19 94:19	62:24 66:21 67:15	5 39:22 40:4,10 61:1
Exhibit 11	95:3,4 126:20	73:24 74:19 77:23	62:24 63:25 64:2,16,
Exhibit 12	100 14:6,16 36:21,22	81:22 83:2 85:22	17,21 68:1,3 79:14
Exhibit 13	45:15 67:18	88:13,14 96:18 100:17	84:25
Exhibit 14	11 16:12 26:14,15	107:1 110:2 132:22	5-8 78:15
Exhibit 15	82:16,22 92:16,24 93:1	2013 96:16	50 104:6
Exhibit 16	125:7	2014 94:5	6
Exhibit 17	11:04 50:3	2017 8:24	6 73:16,18 76:8,25
Exhibit 18	11:39 a.m 50:4	22 63:20	77:8,15,21
Exhibit 19	12 26:14 84:25 94:11,	24 9:10	6/14 136:1
	13 96:1	25 62:20	68 81:10
\$	12:56 p.m 88:5	25th 60:1	7
\$10 139:9	13 77:23 85:1 100:6,8	26 66:16 73:24 78:6	7 76:12,14 77:1,22
\$11,000 108:19	106:20 117:4,19	26th 77:16	134:15,19,21
\$11,300 109:23	14 9:3 62:20 63:3	27 66:16	78 19:11
\$19,300 109:19	106:23 107:1 109:18	27th 77:17 78:14	8
\$300,000 123:3,9	15 7:21 63:4 114:19,25	28 69:10,11 70:2,9,17,	8 78:11 82:6,8
126:20	16 82:24 107:1 110:2	18,19	9
\$45,000 103:20	116:22,24 132:21	29 70:10,11,18	9 86:25 87:3
\$5,000 108:18	16th 82:17 108:6	3	90 8:1
\$5,300 110:2	17 83:2 85:22 127:15,	3 62:11,16 79:5 83:14,	9:04 85:22
\$6,000 109:25	17 128:15 134:11	15 84:18 85:1,4,6 86:2	
\$600,000 127:2	18 117:24 127:24 128:9	87:17	
\$8,000 109:22	129:21	3-9 74:8	
\$900,000 126:19 127:3	18th 100:23	30 69:11,18 70:3,9,19	
	19 9:11 133:10,12	95:23	
	1967 7:21	31 88:13	
	1:51 p.m 88:6	32 76:18	
	1st 95:23		

Judd Grisanti - November 01, 2017

<hr/> <p>A</p> <hr/> <p>a.m. 50:3 85:22</p> <p>abbreviation 58:20</p> <p>above-mentioned 56:14 58:7 62:15 66:11 67:25 73:17 76:13 82:5 86:24 88:10 92:25 94:12 100:7 106:22 114:24 116:23 127:16 128:8 133:11</p> <p>above-referenced 96:20</p> <p>accept 86:2</p> <p>acceptance 118:5</p> <p>accepted 20:6,7 114:4</p> <p>access 41:7 64:7</p> <p>accounting 104:10 105:25 107:17</p> <p>accounts 79:20</p> <p>accurate 6:24</p> <p>achieve 87:16</p> <p>achieving 87:19</p> <p>acknowledge 83:19 125:23</p> <p>act 11:23</p> <p>acted 28:14</p> <p>actual 17:20 18:20 20:13 55:14 70:3 82:11 133:20 136:10</p> <p>add 113:10</p> <p>adding 59:7</p> <p>address 7:12 78:3 83:21</p> <p>addressed 6:18 79:23</p> <p>adult 8:11</p> <p>Adults 9:7,8</p> <p>advance 59:18</p> <p>advice 84:2</p> <p>advise 84:17</p>	<p>advises 85:3</p> <p>Affairs 63:11</p> <p>affiliated 20:20</p> <p>Affiliating 14:21</p> <p>affiliation 129:25</p> <p>affirmative 13:18 55:17</p> <p>afternoon 115:23</p> <p>agree 38:12 65:5 75:19 78:11 86:1 122:1,2 126:21,22 130:1</p> <p>agreeance 49:15,21, 22 75:10</p> <p>agreed 37:12 85:5 139:1</p> <p>agreeing 121:2</p> <p>agreement 14:7 23:14,16 24:1,6 31:22 32:14 52:8 54:18,25 55:1,15 56:21,23 72:13,15 77:20 78:1 80:5,13 82:19 83:7,20 87:7 88:21 89:4,5 94:2 95:2,5,6,8,10,21 96:4, 7,15,17 97:2,14 102:15 104:3,5 107:23 110:6, 8,9,12 114:9 117:16 121:4 123:20,24 124:9, 16 125:11,12,20 126:19 128:25 129:3,5 137:25 139:3,10</p> <p>agreements 45:19 52:10 96:21 98:22</p> <p>ahead 45:6,7 60:10 94:18</p> <p>ahold 100:22</p> <p>Alabama 19:6,10 21:15 131:8,9</p> <p>alcohol 7:3</p> <p>allege 135:10</p> <p>alleges 134:25</p> <p>allowed 33:10 110:13</p> <p>altogether 120:21</p>	<p>amendment 55:25 95:20</p> <p>Amniofix 52:10 131:19</p> <p>amniotic 69:15</p> <p>amount 11:6 40:21 44:11 103:6,16 126:18</p> <p>amount-wise 63:19</p> <p>announced 122:25 123:4</p> <p>annuity 79:13</p> <p>answering 5:20 67:22</p> <p>answers 130:1 132:9</p> <p>anticipated 60:14</p> <p>anymore 12:16 42:14 49:6 73:11 101:7,12,14</p> <p>apologize 71:16 94:21 110:17 112:10</p> <p>appears 66:17 84:10 135:9</p> <p>application 131:18</p> <p>approach 101:3 102:4</p> <p>approval 65:8</p> <p>approved 118:17</p> <p>APPROXIMATELY 139:21</p> <p>April 55:11 73:24 74:19 77:16,17 78:6,14 81:21</p> <p>areas 21:12,17</p> <p>argument 104:12 121:12</p> <p>Arkansas 21:18</p> <p>arrangement 57:14</p> <p>arrogant 48:9</p> <p>arts 7:23</p> <p>assistance 59:18</p> <p>associates 10:19</p> <p>assume 91:5</p> <p>assuming 68:10</p> <p>Atlanta 47:10</p>	<p>attach 135:3</p> <p>attached 66:19 77:25 82:19 135:4,7</p> <p>attachments 59:20 60:25 62:14 63:9</p> <p>attends 9:17</p> <p>attention 16:1 128:23 129:21</p> <p>attitude 48:9</p> <p>attorney 51:13 107:17</p> <p>attractive 11:15 57:21</p> <p>August 107:1 108:6 110:2</p> <p>authorization 21:25</p> <p>authorized 20:18 101:21</p> <p>AVK 58:19 62:20 70:17</p> <p>Avkare 30:5,14,20,21 33:23 37:2,22 38:15 41:5 43:14,16 44:2,12, 20 45:2,3,14,15,19 46:11,19,20,21,22,23 47:6,7 50:9,11,13 51:22 52:9 54:3 57:7, 14,16 58:5,20,24,25 60:20,23 61:4,10 62:13,19,25 63:1,20 65:3,6,7 66:16,19 67:16 68:8,9 69:10,11, 12,19 74:3 78:9 79:17 83:4,6,12,19 84:16,24 87:12 89:19 98:16 100:20,25 101:2,4,12, 14 102:9,10 108:17,22 117:16 118:2,7,11,15 122:4 132:25 134:4 139:5,9</p> <p>Avkare's 84:22</p> <p>aware 24:5 39:1</p> <hr/> <p style="text-align: center;">B</p> <hr/> <p>baby 111:6</p> <p>back 7:15 8:24 9:13,15 10:8,9 15:15 16:3,5 17:4 31:21 33:18 40:14</p>
---	--	---	--

Judd Grisanti - November 01, 2017

<p>41:23 43:23 44:7 47:6 49:14 50:7,23 51:4 52:1 53:21 55:22 56:25 57:25 61:22 73:7,24 74:21 75:22 76:17 77:6,7,23 78:13,22 79:9 82:14,24 83:1,3 84:15 85:10,12,21 86:10 90:10 92:17 94:19 99:24 104:16,19 105:5 106:3,16 114:16 122:5 132:3 134:11 135:8 138:2</p> <p>backs 36:19 125:22</p> <p>bad 116:6 117:24 120:14 128:24 129:1</p> <p>balance 108:14,18 109:7,12,13,19,20,22 110:1,10</p> <p>ball 102:11</p> <p>bank 14:14 32:3 67:6</p> <p>banter 56:25</p> <p>bantering 122:5</p> <p>barbecue 120:5,7,18</p> <p>base 134:3</p> <p>baseball 47:13</p> <p>based 61:1 63:8 64:13 67:14 129:25</p> <p>bases 138:11</p> <p>basically 32:9,10 44:6, 8 46:15 47:13 56:25 70:22 75:16,24 116:4 118:8 127:19 132:8</p> <p>basis 18:13 95:1</p> <p>Bates 58:19,21</p> <p>Beals 59:1,2</p> <p>beat 62:2</p> <p>beating 65:20</p> <p>beer 79:24</p> <p>beginning 8:21</p> <p>begins 69:12</p> <p>behalf 57:9 139:19</p>	<p>believed 47:17</p> <p>bend 118:10</p> <p>Bevill 111:22,25 114:5, 21 116:15</p> <p>big 22:6 27:7,8,23,25 28:23 31:5 41:16 44:1 48:18 62:9 64:25 89:23 103:2</p> <p>bigger 28:2,9 29:2</p> <p>biggest 79:4 81:13 87:20</p> <p>bill 22:8 23:1,2 44:19 45:5 46:12 47:5,19 48:8,16 49:5,6 52:8 73:21 76:19 77:24 78:6,25 79:9 81:12,17 82:17 84:3,4,10,19 85:2,11,15 87:4,6 88:15 89:12,15 90:25 91:25 92:1 93:5,8 95:12 97:16,17 100:1,3 101:17 107:10,11,14, 15 108:10 111:17 114:22 117:15 119:21 120:3,4,19 121:5,10, 11,18 122:14,15,16,18, 24 123:4 124:2 129:17</p> <p>Bill's 85:13 122:20</p> <p>billing/payment 71:12</p> <p>Billy 48:21</p> <p>Bio-d 18:8</p> <p>biological 73:9</p> <p>biologics 5:10 6:13 14:15 20:12 32:13,25 36:5 45:4,17 49:23 54:24 60:19 63:6 64:13 65:11 69:13 73:14 83:17 87:18 92:19,20 96:16,18 102:21 103:10 108:14,17 110:10 118:4 123:2 124:24 125:19 133:18, 20 134:2</p> <p>Biologics' 52:11</p> <p>birth 7:20</p>	<p>bit 15:21 16:17 21:7 77:13</p> <p>bits 123:15</p> <p>black 24:12 106:11</p> <p>blame 107:25</p> <p>blank 93:8</p> <p>blanks 78:3</p> <p>blood 127:4</p> <p>blue 42:3</p> <p>board 68:23 73:7 75:25 76:2</p> <p>Bobby 31:12 33:19 34:15 35:4,5,10 43:14, 21 46:11 47:12,19,21 48:8,16 49:14 58:22 59:22 62:5 66:21 67:2 68:18 70:5 73:6 75:21 76:1 80:16 86:16</p> <p>bodily 99:20</p> <p>bonus 123:3,8,10</p> <p>bookkeeper 112:3,20</p> <p>books 71:24</p> <p>bothering 105:20</p> <p>bottom 58:19 66:20 72:13 82:22</p> <p>Bowling 31:2,3</p> <p>boys 60:15 81:11</p> <p>brand 38:2,3 43:8</p> <p>brand-new 20:23 25:6</p> <p>breach 128:24</p> <p>break 5:25 6:1,4 50:2,3 81:24 88:4,5</p> <p>briefly 132:1</p> <p>bring 32:2,21 34:23 36:5,21 61:13 69:7,13 91:11 92:6 117:13 137:11,15</p> <p>bringing 21:10 84:20 113:9 117:18</p> <p>brings 34:14 77:13,15 83:20 92:12 117:10</p>	<p>broker 133:20</p> <p>brokered 84:20</p> <p>brother 15:20 30:15</p> <p>brothers 35:10</p> <p>brought 5:10 46:19 58:16 61:21 65:12 68:25 132:20 134:8 135:16,19,20</p> <p>buddy 97:18 104:10</p> <p>Bugg 107:4 110:19 114:21</p> <p>build 101:23</p> <p>bullying 86:21</p> <p>bump 35:2</p> <p>bunch 19:8 26:17 30:17</p> <p>bushes 62:2 65:20</p> <p>business 8:10,24 9:24 10:17,19,21 11:7,9 13:22 14:11 15:16 16:15 26:24 27:3,22 28:1,3 30:1 31:8,23 34:10 36:1 38:25 39:7 44:2,11 47:14,24 48:12 64:18 65:21 74:6 103:17 104:14 113:6 115:9,16,25</p> <p>business-wise 15:8</p> <p>busy 15:7</p> <p>buttons 120:1</p> <p>buy 31:25 32:1 65:14 72:6</p> <p>buying 72:8</p> <hr/> <p style="text-align: center;">C</p> <hr/> <p>call 5:13 13:4 20:14 22:19 24:20 25:9 29:4 30:12 34:2 41:17 42:15 45:22 47:21 48:19,20 61:8 107:9,13,20 108:21 110:22 111:3,4, 5,6 115:16</p> <p>called 11:5 12:19 14:15 15:13 18:8</p>
--	---	---	--

Judd Grisanti - November 01, 2017

<p>34:12,19 35:3 41:15 44:23 49:14 58:19 64:6 66:23 86:21 97:3,18 111:18 114:12 117:23 120:4,18,21 132:14 134:15</p> <p>calling 17:19 111:13</p> <p>calls 17:6 36:13 97:24 108:12 109:6</p> <p>canceled 124:2</p> <p>cap 47:13 83:14,15 87:8,17 103:5</p> <p>capacity 14:19,22</p> <p>capital 40:21,24</p> <p>caps 83:4</p> <p>captured 86:11</p> <p>care 41:15 59:7,15 61:2 63:11 65:9 75:19 76:5 101:22 112:18,21 113:1 121:13</p> <p>careful 97:25</p> <p>cares 121:16</p> <p>Carlton 18:21 19:2,10, 17 34:2,4 41:9,13,22 43:3,24 45:5 46:12 48:4 60:8 61:11 64:16 73:22 76:22 79:1,9 82:9 84:14 85:3 87:4 88:16 91:8,9,23 92:23 93:3 97:25 98:7 100:3 101:17 107:5 118:19 119:6</p> <p>cart 53:23 106:3</p> <p>case 12:24,25 13:2 24:13 25:22,23 27:10 28:24 29:1 32:21 34:24 58:6 82:13 96:7 132:16 138:13,17,19</p> <p>cash 33:3 83:16</p> <p>catch 115:25</p> <p>catches 85:8</p> <p>Catherine 9:11</p> <p>caught 89:20</p> <p>cautious 93:20</p>	<p>caveat 6:2</p> <p>cc'd 107:4</p> <p>cc'ed 82:10 87:5</p> <p>center 82:15</p> <p>chain 38:23 39:7 62:13,19 63:4,16 71:3, 9 73:20 76:19 82:9 84:13 100:5 102:5</p> <p>champion 59:15</p> <p>chance 27:9,13 128:18 129:23</p> <p>change 24:25 87:24 115:10 118:6 123:18</p> <p>changed 5:14 24:13 27:25 82:14</p> <p>changing 27:5 53:22</p> <p>charge 39:13</p> <p>charged 10:3</p> <p>Chavies 52:12,13</p> <p>cheaper 40:4</p> <p>check 79:24 84:23 87:18 89:19 103:12,13, 14,15,20 104:1,2,17 105:25 106:17 107:21 108:15,21 109:8,14,25 110:9 114:17 138:4</p> <p>checks 103:9 105:17 135:7,14 136:5 137:4</p> <p>Cheryl 107:18</p> <p>chief 68:9,19,21 69:6 71:5</p> <p>childhood 29:17</p> <p>children 9:5</p> <p>Chris 51:7,18,21,23,24 52:16,19,22,25 81:9 127:11,20 137:22</p> <p>chronic 27:1</p> <p>Cisco 27:6</p> <p>claims 134:14,18</p> <p>Clarence 5:8 17:3 18:23 24:9 37:19 40:25 44:6 57:2 59:23 60:5</p>	<p>61:23 67:1,18 69:25 72:21 75:7 76:9 80:7 86:6 87:22 89:6 92:4,6, 11 94:4 99:18 100:19 102:4 104:24 105:13 108:5 109:3 110:15 114:10 115:18 116:17 117:14 120:23 122:8 123:15 124:1 126:7,12 127:6 129:6 132:12 133:5,13 137:18</p> <p>clarification 117:9</p> <p>clarity 77:13,15</p> <p>clean 5:17</p> <p>clear 66:8 70:1,2 77:14</p> <p>client 27:23,25</p> <p>clients 27:23 33:14</p> <p>close 30:5</p> <p>closed 15:20</p> <p>clothing 37:8</p> <p>clue 135:25 137:21</p> <p>Cochran 22:8 23:1 76:21 78:25 79:10 119:22 120:3,4,19 123:4</p> <p>cold 18:25</p> <p>college 7:23,25 10:8,9</p> <p>Collierville 8:8 9:16</p> <p>comfortable 17:15,18</p> <p>command 102:5</p> <p>commensurate 78:17</p> <p>comment 70:25 74:23 99:2</p> <p>comments 78:3 84:4</p> <p>commercial 39:23 40:3 65:18 83:13</p> <p>commission 89:19</p> <p>commit 106:4</p> <p>common 51:3</p> <p>communicated 86:3</p> <p>communicating 76:20,21 82:12 92:1</p>	<p>communication 51:12 52:22,25 53:13 54:3 89:1</p> <p>communications 88:15</p> <p>companies 84:20</p> <p>company 11:5 15:3 19:20 23:17 25:3 30:4 31:14 35:10 36:25 37:20 62:6 73:8,9 89:18</p> <p>compare 83:9</p> <p>compensation 57:14 78:17</p> <p>Complaint 127:8,9,13 128:15,20 134:11,14 135:3</p> <p>complete 95:22</p> <p>completely 6:4</p> <p>compliance 23:21 98:2</p> <p>complies 63:21 74:14 76:24 82:23 100:12 125:8 129:22 134:12</p> <p>comprehend 6:11 7:4</p> <p>comprehensible 6:7</p> <p>concerns 41:12</p> <p>CONCLUDED 139:21</p> <p>conclusion 50:10 87:17</p> <p>concrete 36:21</p> <p>conflict 48:19</p> <p>confuse 126:8</p> <p>congestive 114:12 117:23</p> <p>connected 52:9</p> <p>connection 82:13</p> <p>considered 95:22</p> <p>consignment 32:6,9</p> <p>consistent 64:1 128:19</p>
--	---	--	--

Judd Grisanti - November 01, 2017

<p>consultant 47:2</p> <p>consultants 44:5</p> <p>consulting 44:22 52:8 54:18,24 55:14 56:20 72:12,15 78:1 80:5,12 89:4 94:2 95:1,6 96:6, 11,17 97:1,14 102:15 104:5 110:5,7,9,12 114:8 117:16 123:20, 24 124:8 128:25 129:2, 4 139:3,10</p> <p>contact 34:3 41:11 50:13</p> <p>contents 77:10</p> <p>continues 38:9</p> <p>contract 24:18,23 27:5 43:17 44:22 48:3 49:21 56:4 59:8 77:20 78:7, 10,12,16 79:4,7,18 83:12 84:16,22 85:24 87:8 88:23 97:12 101:9 105:5 106:10,14 121:24 122:1,16 124:18 125:18 134:3</p> <p>contracts 27:8 43:19 48:15 81:2,5</p> <p>control 32:7</p> <p>conversation 13:6 47:19 74:24 77:9,12,25 85:10 99:14,16 110:25 111:10 113:8,16 122:12,24</p> <p>conversations 12:3 19:9 36:9 85:15 86:9, 10 111:9 116:16 132:4</p> <p>convicted 10:1</p> <p>convince 68:24 73:7 80:17 98:23</p> <p>cook 120:8</p> <p>copied 59:21 62:14 68:8,16,18 80:7 88:16 89:2 114:19 117:11 118:13 119:4</p> <p>copies 69:9 79:1,10 103:15 135:4,6 136:10</p> <p>copy 56:11 83:24</p>	<p>92:16 96:2 136:8 137:25 138:2</p> <p>core 43:15</p> <p>corner 82:22</p> <p>corporate 86:21</p> <p>correct 46:17 47:2 50:14 54:4 56:3 63:2 84:10 89:5 94:6 127:3 138:13 139:17</p> <p>correctly 74:9,10</p> <p>Corvettes 31:1</p> <p>cost 59:11</p> <p>counsel 5:9 13:15 137:14</p> <p>Count 134:22</p> <p>couple 8:18 42:15 78:5 103:9</p> <p>court 99:8 139:12</p> <p>courtesy 5:16,21</p> <p>cousin 130:20,22,23</p> <p>cover 70:10 79:20</p> <p>covered 129:17,18</p> <p>cow 47:9,10</p> <p>CPM 22:17,19 23:12 37:16,17,18 119:22</p> <p>crank 79:23</p> <p>Cranston 107:5</p> <p>credentials 135:2</p> <p>credit 33:4</p> <p>cross 115:22</p> <p>Crossing 92:3</p> <p>cry 116:4,6,7</p> <p>culinary 7:23,25</p> <p>cumulative 138:14</p> <p>current 8:4</p> <p>custody 32:7 63:16</p> <p>custom 24:15</p> <p>customary 85:5</p>	<p>customer 69:14</p> <p>customers 33:14</p> <p>cut 24:12 41:19 129:15</p> <hr/> <p style="text-align: center;">D</p> <hr/> <p>dabbling 15:11</p> <p>dad's 15:17</p> <p>Damn 116:6</p> <p>Darden 7:11</p> <p>data 59:10</p> <p>date 7:20 17:3 48:3 51:3 67:14 74:21 79:5 87:21 94:8,17 105:2,17 114:15</p> <p>dated 62:21 73:23,24 82:17 88:13 100:17 107:1 117:4 132:21</p> <p>dates 50:23 51:25 52:3 53:21 55:13 75:6 81:3 103:18 105:3</p> <p>dating 10:23</p> <p>daughter 9:16</p> <p>day 24:10,13,20 42:13 57:3 78:14,24,25 81:16 82:2 106:14,17,18 116:19 122:9 125:6</p> <p>day-to-day 93:13</p> <p>days 78:2 81:23 95:23 105:4 109:5</p> <p>deal 25:14 27:8 28:22 33:16 41:6,8 43:7 45:1, 2,3,13 47:7,18 48:25 49:12,18 50:11 54:14 55:24 57:8,20 61:10,16 62:7 66:4 79:5 81:11, 13 84:19,24 85:9,13,19 86:4 87:15 97:13 102:2 118:9,15 122:4</p> <p>dealing 37:15 88:20 108:17 113:4</p> <p>dealings 18:18 71:18 115:19</p> <p>deals 84:20</p>	<p>dealt 130:11</p> <p>dear 29:17</p> <p>Debbie 133:6,14,23 134:1</p> <p>decide 16:13 46:5</p> <p>Deduct 108:23</p> <p>deducting 109:2</p> <p>Defendant's 127:25</p> <p>definite 21:23</p> <p>definition 90:2,5,12</p> <p>delivered 132:13 135:5</p> <p>Department 63:11</p> <p>DEPONENT 139:22</p> <p>deposition 5:11 6:5, 15,17 13:8,9,11 56:13 124:1 132:2 137:13 138:25 139:20</p> <p>depositions 27:10</p> <p>describing 115:14</p> <p>design 21:22</p> <p>detailed 130:4</p> <p>develop 17:12</p> <p>devote 15:25</p> <p>diagnosed 94:9</p> <p>Diaz 107:15,16 108:10, 11 111:17 114:21</p> <p>dictating 106:9</p> <p>dictionary 90:14</p> <p>digits 79:15</p> <p>direct 20:20 41:11 50:13 54:3</p> <p>direction 29:7</p> <p>directly 32:15 36:10 67:16</p> <p>disabled 26:24 35:15</p> <p>disagreeing 122:3</p> <p>discount 39:14,21 64:3,18,22 65:17</p>
--	--	--	---

Judd Grisanti - November 01, 2017

<p>discounted 39:16</p> <p>discovering 27:20</p> <p>discuss 14:18 74:3</p> <p>discussed 72:17,22</p> <p>discussing 15:1 50:6, 18 95:4</p> <p>discussion 116:13</p> <p>discussions 36:11 43:24</p> <p>disposition 113:18</p> <p>dispute 127:2</p> <p>distribute 37:22</p> <p>distribution 88:20 89:4 95:5,8,10,20 96:11 97:5,8 98:14</p> <p>distributor 20:8,13,16 23:6 26:6 38:14 43:12 46:7,8 54:21 60:20 63:23 65:3,11 73:11 96:14</p> <p>distributors 20:25 21:9 39:12 62:8</p> <p>distributorship 23:13,16 24:6 31:22</p> <p>divorced 9:2,3</p> <p>dizzy 70:13</p> <p>Doc 25:21</p> <p>doctor 12:8 21:21,24 25:8,20 28:9,10 32:18, 22 41:25 44:16 64:20 131:6</p> <p>doctor's 17:23</p> <p>doctors 16:25 17:8,14, 16,19 26:6,11,16 102:6 130:11</p> <p>document 52:6,7 53:7 56:12,14 58:7,12 60:2 61:3 62:15 66:11,13,15 67:25 68:4 73:17 76:13 82:5 86:24 88:10,12 92:25 94:12,14 96:22 100:7 106:22 108:3 114:18,24 116:23 117:2 127:16,22 128:8,</p>	<p>14 133:1,11</p> <p>documentation 62:4 110:18</p> <p>documents 50:16,17, 25 51:10,21 58:5,11, 18,21 60:1 62:12,18 66:18 70:7 71:2,3 72:20 75:1,19 117:18 128:1 132:3 134:5,8 137:11,13,15 138:8</p> <p>DODS 43:19</p> <p>dollar 23:7 87:8</p> <p>dollar-wise 22:19 23:6</p> <p>dollars 79:17,21 83:12 103:16</p> <p>don't 67:24</p> <p>door 12:6 22:6 28:21</p> <p>double 17:22</p> <p>Douglas 7:9</p> <p>downplay 80:9,10</p> <p>downs 118:21,23,24</p> <p>drafts 72:14,16</p> <p>drink 81:25</p> <p>drive 78:8</p> <p>drives 79:12</p> <p>drove 30:19 31:16 80:15</p> <p>drugs 7:3 31:7</p> <p>dry 24:12</p> <p>duck 42:10</p> <p>ducks 61:14</p> <p>due 108:14,15 110:5</p> <p>duly 5:2</p> <p>duration 134:3</p> <hr/> <p style="text-align: center;">E</p> <hr/> <p>e-mail 52:15 53:1,5,8 58:22 59:5 60:3,6,19 62:5,13,19,20,21 63:3, 4 66:17,20,24 67:15</p>	<p>68:6 73:20 76:7,16,23 82:9,18 83:2 84:8,13 87:3,25 88:8,17 91:8, 11 92:14 93:18 100:14, 16,19 107:1,2,6,19 114:20 115:6 116:21 117:1 118:19</p> <p>e-mails 51:17,20,22 58:4 71:10,15 74:22 77:5 90:10 100:6 108:12 109:6 125:22</p> <p>eager 22:21 57:7</p> <p>ear 41:20</p> <p>earlier 52:2 58:23 64:2, 6 85:15 130:5</p> <p>early 17:5 26:14</p> <p>educate 34:13 101:6</p> <p>educated 46:22,23</p> <p>education 7:22</p> <p>effective 96:16,18</p> <p>efficacy 68:25</p> <p>effort 78:18 79:3 83:18</p> <p>elaborate 130:10</p> <p>elephants 28:2</p> <p>eliminates 136:6</p> <p>embarrassed 81:12</p> <p>emotionally 129:13</p> <p>employee 103:17</p> <p>end 6:14 8:21 35:18 102:12 117:5 124:7 125:21</p> <p>engage 40:22</p> <p>enjoy 8:18</p> <p>Enrichment 134:16,22</p> <p>ensure 83:7</p> <p>enter 45:18</p> <p>envisioned 50:12</p> <p>epifix 18:4,15,16,17 31:19,20 37:17,22,23 38:14 41:18 43:8 59:7 61:1 63:8,25 69:8 83:8, 10 131:19</p>	<p>establish 54:17 65:2</p> <p>established 58:23</p> <p>evening 82:20</p> <p>events 53:22</p> <p>eventually 12:3</p> <p>Everett 11:3,21 16:22</p> <p>everybody's 20:1 119:19</p> <p>everyday 24:9</p> <p>exact 17:3 52:3 55:12 69:19 121:12,13 131:5</p> <p>EXAMINATION 5:4</p> <p>examined 5:2</p> <p>exceed 139:9</p> <p>exchange 68:7 76:16 114:20</p> <p>excited 59:7 74:2 78:9</p> <p>excuse 124:5</p> <p>exhibit 56:12,15,21 58:4,8,18 62:11,16 66:10,12,16 68:1,3 72:12 73:16,18 76:8, 12,14,25 77:1,7,15,21, 22 82:6,8 86:25 87:3 88:9,11 92:3,4,15 93:1, 19 94:11,13,19 95:3,4 96:1 100:6,8 106:20,23 107:1 109:18 114:19, 25 116:22,24 124:9 127:15,17,24 128:9,15 129:21 133:9,12 134:11 135:12,17 136:7 138:1</p> <p>exhibits 134:10</p> <p>expect 105:12,16</p> <p>expenses 87:14</p> <p>explain 63:16 77:2</p> <p>explained 64:16 97:9</p> <p>extent 8:12</p> <p>eye 57:9 85:8 89:20</p>
--	--	---	---

Judd Grisanti - November 01, 2017

F			G
fact 67:22 87:10 95:24 101:13 119:13	final 56:2,4 72:15 73:1	forms 135:5,7	game 20:10 35:2 100:21,24 105:11
failure 114:12 117:23	finalized 55:16	forward 36:7 54:14 65:18 73:14 74:5 86:3 102:1	games 24:25
fair 6:21,22 45:22 80:2 84:1 129:19	finally 79:8 80:1,7	forwarded 66:18 84:12,13	gave 28:18,20 65:16 70:18,19 93:19 135:15
faith 87:19 128:24 129:1	financial 40:20 71:18 92:2	forwards 82:18	generating 72:5
falls 38:10	financially 71:21 90:22	found 30:4 34:1 45:1 48:24	generic 31:6
familiar 100:14 107:2 124:12,14	find 30:1 48:24 54:17 55:12 82:19 97:1 98:18 125:1,3	foundation 37:3	gentleman 9:19 22:7 73:23,25 131:21
family 42:11 130:24	finder's 57:17	Fowlkes 139:13	Georgia 19:12
fast 47:14 57:6 61:20 75:8	finds 59:6	FPDS 59:10	get all 27:7
faster 60:13	fine 29:14 85:23 95:21 108:23 138:6	Fpifix 41:20	ghost 107:9 109:10
father 10:8 15:15,21 16:3 29:19 132:18	finish 5:19 94:19	frame 57:4 81:4,21	gist 122:8
FDA 66:23 67:5,13	finishing 138:8	Frances 135:2,9	give 5:21 25:22 28:19 49:1 54:24 64:21 82:3 92:16 98:13 100:2 106:1 120:13 128:12 138:2
federal 26:23 27:4 29:4 30:2 31:8 39:25 40:2	fire 97:15	Francis 33:13,16 130:6,8,13,14 134:7, 16,24 135:6	giving 5:20 84:2,9
Fedex 82:20	fired 123:1,2	freaking 120:7	Glasgow 30:22 31:16 33:20
fee 47:2 57:17 82:19	fish 42:12,13,19 43:1,2	freed 16:7,8	go-to 35:11
feel 87:9	fisherman 43:4	friend 9:23 16:20 29:11,18 30:5,8,18	goals 87:17
feeling 19:21	fishermen 42:20	friends 10:10,15 12:1, 11,22 29:7,9	God 124:7
feet 63:14	fishing 12:2 43:3	front 17:7 53:23 70:18 106:3	good 5:6,7 16:20 18:10 22:5 26:1 28:4 29:11 49:13 59:5 62:8 74:11 75:10,11 87:19 89:12, 18,19,22,24 90:2,3,9, 11,13,15,22,25 91:1,2, 7,10,24 92:12 93:11, 13,14,19,23 94:23 99:4 106:12 110:14,16 118:1,17 120:14
fell 122:10	fit 54:22 115:11	frustrated 122:17	goodwill 66:6
felony 10:1,3	fluctuate 66:3,4	frustration 107:19	goofy 113:20,21,23
felt 117:22	fly 48:10	FS&S 26:23 29:4 34:13,18 35:3 38:20 44:14 45:4,8 60:8,10 133:19 134:4	gosh 132:12
Fest 120:6,19	focus 16:1	FSS 34:17 38:18 45:11 59:8,17 83:12 133:21	government 27:4 30:2 31:8 39:25 40:2 43:17 64:18,21
field 10:24 11:8,19,22	follow 17:24 30:3 43:20	funny 24:24 86:6 123:6	
fight 99:8 127:5	food 25:16	FYI 34:6	
figure 27:21 45:9 71:15 101:24 136:8 137:9	forced 86:14,15,20 88:2 126:25		
figured 27:22 29:6	forever 98:5 99:9		
figuring 109:16	forgive 37:19		
filed 127:9 128:20	form 13:24 15:3 112:23 119:7		
fill 78:2	formal 139:11		
	formatting 82:13		
	formed 36:25		

Judd Grisanti - November 01, 2017

<p>graduated 7:25</p> <p>graft 25:23</p> <p>grafts 23:10 25:22 29:1</p> <p>grandparents 130:24, 25</p> <p>granted 20:22</p> <p>great 37:10</p> <p>greater 40:10,18</p> <p>Green 31:2,3</p> <p>grew 131:1</p> <p>Grisanti 5:1,6 7:9,10 9:10,11 16:16 50:6 56:15 58:8 62:16,19 63:12 66:12,25 68:1,6 73:18,22 76:14 82:6 84:17 86:25 88:8,11 92:4 93:1 94:1,13 100:8 106:23,24 114:25 116:24 127:17 128:9 133:12 134:9 138:11</p> <p>Grisanti's 8:8 15:14 16:4,5</p> <p>Grizzlies 27:25</p> <p>gross 83:14,16</p> <p>ground 18:13 62:3 80:21</p> <p>group 23:1 30:6 43:15 69:20 92:20 96:15,17 120:21</p> <p>groups 36:23</p> <p>growing 36:2</p> <p>growth 81:10</p> <p>guarantee 134:1</p> <p>guess 6:20,23 8:22 10:12,19 13:1 15:8 17:11 20:6 21:5 23:2 24:21 35:11 49:2 55:23 62:6 63:17,25 67:3,13 73:2 74:10 77:5 80:12 81:1 86:3 99:5 102:22 106:15 108:9,13 112:2 117:11 118:10 119:4, 17 120:5 121:2,3,4,5 122:17 123:11 135:16</p>	<p>137:7</p> <p>guessing 118:13</p> <p>guy 85:2 112:5,18 115:19 130:20</p> <p>guys 22:16,18,21 24:9, 21 31:10 34:15 35:11 39:5 45:22 47:11 48:10 52:7 59:4 62:1 75:23 76:4 79:24 80:2,13 81:13 98:11,21 99:3 105:14,15 106:7 114:3</p> <hr/> <p style="text-align: center;">H</p> <hr/> <p>hand 56:11 68:2 80:25 81:1</p> <p>handed 73:15 96:1 106:25</p> <p>handing 127:23</p> <p>hands 44:9,25 75:24</p> <p>hang 12:13,16 119:3</p> <p>hanging 118:20,25</p> <p>happen 49:12 60:16 61:11,12 62:9 79:2 81:16 83:6 87:24</p> <p>happened 13:22 14:4 15:2 20:5 47:23 60:12 75:8 119:18,20</p> <p>happening 75:6 98:16,20 101:23</p> <p>happy 26:11 107:8 114:14</p> <p>hard 54:12 74:25 86:19 87:19 98:19 137:8</p> <p>harm 99:20</p> <p>harsh 111:8</p> <p>head 41:15 85:13 118:8</p> <p>heading 92:21</p> <p>heads 118:2,12</p> <p>healing 25:12,19 69:7</p> <p>Healthcare 135:8 136:25</p>	<p>hear 78:22 101:7,11 119:23 120:15 122:13 123:1</p> <p>heard 18:19 22:10 24:16 48:6 49:9 105:9 111:24 119:12,13,15 120:25 121:10</p> <p>hearing 22:14 23:3 34:6</p> <p>hearsay 121:9 122:12, 13</p> <p>heart 114:12 117:23</p> <p>hell 104:1 106:8</p> <p>helpful 113:25</p> <p>helping 117:7</p> <p>hey 11:15 13:4 34:4 36:14 40:16 41:16,19, 24 42:8 44:17 61:14,24 86:11 104:10,14,17 105:13,18 106:2</p> <p>hiccups 49:19</p> <p>hide 109:7</p> <p>higher 79:15</p> <p>highway 64:21</p> <p>hit 60:7 62:3 79:25 80:1</p> <p>hits 82:1</p> <p>hold 32:4 63:14 65:25 88:19 96:8 99:23 108:15 118:2,7,12 124:6 125:3 128:2 134:19</p> <p>holding 94:8 103:25 110:9</p> <p>holds 40:18</p> <p>homes 101:21</p> <p>homework 29:6</p> <p>honest 40:25 42:16 50:24 67:20 72:21 75:21 89:6 95:8 99:18 103:12 110:23 115:20 120:23 123:17 124:7 125:3 126:7 129:11,13 136:1,13 137:19</p>	<p>honor 59:16</p> <p>hoop 98:3</p> <p>hope 24:18 59:6</p> <p>hoping 15:15 43:11</p> <p>horse 53:23 106:3</p> <p>hospital 26:19 29:3 32:19,22 33:13 34:23 52:11 64:20 101:25 130:6 131:7,10</p> <p>hospitalized 114:13</p> <p>hospitals 27:7 34:1,5, 10 38:14,17 39:13 40:9 43:13 44:13 48:13 63:6,7,10 65:4 80:16 101:15 130:18</p> <p>hour 12:15 50:2</p> <p>hours 103:18</p> <p>housekeeping 5:13</p> <p>huge 79:11 118:21</p> <p>human 10:21 14:13,14 67:5,13</p> <p>hundred 77:11,14</p> <p>hundreds 80:15</p> <p>hunt 28:19 42:9,10,11, 18 107:9 109:10</p> <p>hunted 42:14</p> <p>hunter 42:13</p> <p>hunting 42:15,20,25</p> <p>hurry 75:14</p> <hr/> <p style="text-align: center;">I</p> <hr/> <p>idea 69:21 70:25 75:4 100:23 133:25 136:21</p> <p>IHSS 43:19</p> <p>II 134:22</p> <p>illness 117:21</p> <p>image 127:19</p> <p>imagine 60:24</p> <p>implying 115:8</p>
--	--	---	--

Judd Grisanti - November 01, 2017

<p>incredible 80:19</p> <p>Indicating 70:18</p> <p>industry 8:17 10:23 11:1 12:4,5 15:24 16:9, 19 22:3 24:11,14,15 25:2 29:10,19,25 31:6 85:5</p> <p>influence 7:2</p> <p>information 33:23 59:13,16 64:8 104:20 138:1</p> <p>informs 85:3</p> <p>initial 128:20</p> <p>initially 39:5 50:11</p> <p>initials 28:17</p> <p>initiating 84:23</p> <p>innovative 69:14</p> <p>inquire 105:18 108:9</p> <p>inquired 105:20</p> <p>inquiries 105:21 107:20</p> <p>inquiring 108:6</p> <p>inside 28:20 131:23</p> <p>intend 125:11</p> <p>intended 40:13</p> <p>interacting 17:16</p> <p>interest 11:24 36:20</p> <p>interesting 10:22</p> <p>interpret 125:17 126:10</p> <p>interpretation 93:23</p> <p>interrogatories 127:25 128:7 130:2</p> <p>interrupt 5:22</p> <p>interview 18:21</p> <p>intriguing 11:8</p> <p>introduced 30:6,9,13 73:10</p> <p>introduction 19:7 34:14 44:22 78:18</p>	<p>80:14,15,21</p> <p>intuitive 23:22</p> <p>inventory 22:19 31:25</p> <p>invested 83:18</p> <p>invoices 135:10 137:3</p> <p>involve 113:14</p> <p>involved 11:1,18 18:6 36:10 44:20 47:5 49:13,17 56:22 71:11, 17 102:3 113:7,9 117:5,7,20 130:7 131:24 132:7,19</p> <p>involvement 130:9</p> <p>involves 76:19</p> <p>involving 82:9</p> <p>Isabella 9:11</p> <p>issue 24:6,8 41:2,16 52:9 83:22 96:7 108:16 117:17 120:23,24 139:2</p> <p>issues 39:12 40:20 52:10 74:4 77:4 102:13 104:22 117:15</p> <p>Italians 30:17</p> <p>Italy 130:25</p> <hr/> <p style="text-align: center;">J</p> <hr/> <p>Jacki 107:4,18 108:11, 12,13 110:19 111:15, 17 114:21 116:4,5</p> <p>Jackie 111:19</p> <p>January 7:21 60:1,4 62:24 132:21</p> <p>Jay 111:25</p> <p>JDG 92:4</p> <p>Jeff 52:12,13 111:24,25 114:20 115:7</p> <p>jeopardize 48:14 90:11 91:10 93:4</p> <p>Jerry 27:24</p> <p>jet 48:10</p>	<p>job 9:14 11:10,11,12 41:10</p> <p>jockey 85:17</p> <p>jogs 92:13</p> <p>John 107:5</p> <p>Johnny 130:20</p> <p>joins 113:17</p> <p>joint 17:22</p> <p>Jojo 30:9,10,12,13</p> <p>joked 41:19</p> <p>Joseph 29:12 30:11</p> <p>Judd 5:1 7:9 15:13 16:16 30:2 41:10 42:6 45:5 47:21 49:12 51:6 54:11 73:22 74:1 83:7, 9,17 84:17,18 87:6,11 92:4 99:7 123:2</p> <p>Judge 139:13</p> <p>July 96:16 117:4</p> <p>jump 118:4</p> <p>June 88:14 95:23 100:17,23</p> <hr/> <p style="text-align: center;">K</p> <hr/> <p>Kentucky 21:19 30:22, 23 33:20 47:8,10,11</p> <p>key 22:6 105:15</p> <p>kid 113:13</p> <p>kids 131:1</p> <p>kind 14:11 15:10,21 16:19 17:6,8,11,22 18:8 19:7,21 23:22 24:24 25:2,3,13,14,17 28:7 44:3 46:13 53:20 57:13,16 64:22 67:11, 12 70:13 72:4 77:19 78:16 86:6 106:4 111:13 115:15,17 137:8</p> <p>knack 17:12</p> <p>knew 10:7,9,12 18:7 19:23 21:20 25:12,18</p>	<p>26:18,25 27:2 28:1 30:6 36:22 72:3 79:2 81:17 97:6 101:4 102:10 104:25 105:2,3 107:13 119:22 120:12 124:25</p> <p>knock 37:12</p> <p>knocked 37:11</p> <p>knowing 63:2 71:1</p> <p>knowledge 24:5 25:4 44:12 119:5 123:19 134:17</p> <hr/> <p style="text-align: center;">L</p> <hr/> <p>label 22:23 37:14,15,18 39:11 43:8 46:10</p> <p>labels 22:23,25</p> <p>Lachapelle 9:20,22 10:5,18 12:10,19 14:12,18 50:9 73:21 74:8,17 76:20 77:24 87:3 88:16 96:19 107:5 119:6 136:24 137:2</p> <p>Lachapelle's 76:7</p> <p>lady 10:24 11:2 107:17</p> <p>laid 80:21</p> <p>language 111:8</p> <p>Lastly 79:22</p> <p>late 16:12,24 18:25 26:14,15 115:23</p> <p>latest 13:5</p> <p>Laughter 92:5</p> <p>lawsuit 5:9 13:2,7 24:7 83:23 139:4</p> <p>lawyer 99:7 118:14 125:16 126:9 139:15</p> <p>lawyers 98:4 125:15</p> <p>Lazarini 51:7,25 52:22 81:10 127:11,20 128:20 137:23</p> <p>lead 17:24 19:22 28:3,5 29:23 30:3 43:20 44:3 56:24 57:11</p>
--	--	---	--

Judd Grisanti - November 01, 2017

<p>leading 69:14 129:10 131:12</p> <p>leads 28:4 34:21 35:4</p> <p>learn 18:17</p> <p>learned 17:16 18:8 24:10 25:2 26:20</p> <p>learning 18:13</p> <p>led 111:16</p> <p>left 54:4 76:3 108:18 109:22</p> <p>legal 14:1</p> <p>length 59:9</p> <p>letter 59:19 68:9 69:10, 22 71:4 94:16 96:10,19 119:18 132:20,21,24 133:3,4,7,15,16,17 134:1</p> <p>letters 69:22</p> <p>letting 62:5</p> <p>level 7:22 30:2 44:18</p> <p>levels 65:13</p> <p>Lewis 5:14</p> <p>license 28:18</p> <p>life 8:11,19 27:5 78:11 79:6</p> <p>lifestyle 11:10,11</p> <p>Lifetime 79:18</p> <p>light 92:7</p> <p>Lindsay 80:17</p> <p>Lindsey 31:12 33:19 35:4,5,10 43:14,21 46:11 47:12,19,21 48:8 49:5,14 58:23 59:22 66:21 68:7,18 70:5 73:6 75:21 76:1 86:16</p> <p>lined 61:13</p> <p>lines 37:9</p> <p>list 63:23,24 64:5</p> <p>listed 38:22 45:10</p> <p>listen 12:8 25:21 30:15 98:21 121:25</p>	<p>literature 61:8</p> <p>live 12:14</p> <p>lives 9:16</p> <p>LLC 16:15 96:16,18</p> <p>lobbyist 29:21</p> <p>located 30:21</p> <p>logistic 68:21</p> <p>logistics 59:14 68:10, 20 69:6 71:5</p> <p>long 7:12 39:14 42:10, 14 48:13 49:24 52:24 65:9,11,14,16 79:17 96:24 105:10 124:16 125:4</p> <p>longer 101:20</p> <p>longtime 9:23</p> <p>looked 51:10 56:21 62:22 72:12 94:21 114:16 124:8 125:5 132:3</p> <p>loose 85:15</p> <p>loosely 17:12 23:9</p> <p>lost 120:10 132:17</p> <p>lot 12:5 15:23 27:1,25 28:21 32:3 34:21 36:2, 7,8 40:16,17 42:8 57:2 61:23 68:21,22 73:3 79:3,11 83:17 86:7,8 89:13 92:13 95:7 115:11,12 117:20</p> <p>Louisville 30:24</p> <p>love 43:2 110:16</p> <p>Lucca 130:25</p> <p>lunch 88:3</p> <hr/> <p style="text-align: center;">M</p> <hr/> <p>M-I-Z-E-L-L 58:25</p> <p>made 14:10 17:21 25:13 31:1,4 33:9 49:3 51:25 71:22 80:13 81:13,19 87:18 99:2 109:21 115:10 116:4,6</p>	<p>126:24</p> <p>make 5:16,23 6:7,9,11 14:9 17:6 23:20,23 32:22,24 37:15 49:12 51:9,11 54:14 60:16 61:11,12 64:25 71:22 74:13 77:16,21 81:14, 16 83:6 87:12 92:16 96:9 98:18 105:21 106:4 115:11 117:13 118:3,6,8 120:16 134:10 135:17 136:4,6 137:25 139:16,18</p> <p>makes 6:25 55:23 66:7 76:25 114:6</p> <p>making 17:13,20 28:11 53:12 57:21 61:10 62:9 78:18 102:14,19 116:7</p> <p>malicious 65:22</p> <p>man 82:2 97:22 111:2 121:25</p> <p>manufacture 38:1</p> <p>manufacturer 39:6,8</p> <p>manufacturers 38:22 39:1</p> <p>March 55:10 66:20 67:15 77:23</p> <p>margin 40:10</p> <p>margins 36:3 83:14</p> <p>mark 56:12 58:3 62:11 87:9 88:9 92:15,24 94:10 107:15,16 108:10,11 111:17 114:21 115:6,7,8 116:22 127:14,24 133:9</p> <p>marked 56:15 58:8 62:16 66:12 68:1,3 73:18 76:14 82:6 86:25 87:2 88:11 93:1 94:13 100:6,8 106:23,25 114:25 116:24 127:17 128:9 133:12</p> <p>market 43:16 83:8</p> <p>marketing 69:14</p> <p>marketplace 20:4,24</p>	<p>21:6</p> <p>marking 58:18 66:9 73:15</p> <p>married 8:25</p> <p>Marscalco's 115:13</p> <p>match 135:9,17 136:3, 19</p> <p>matched 48:18</p> <p>matches 138:3</p> <p>matrix 18:9 39:9</p> <p>matter 59:19 65:15 101:13 102:10 103:5 124:4</p> <p>maximum 126:18</p> <p>meaning 28:22 92:20 126:4</p> <p>means 32:3 90:6,16,25 91:7 106:13 117:10 121:22</p> <p>meant 65:22 80:11 93:14</p> <p>medical 8:17 9:25 10:24 11:1,8,19,22 12:4,5 15:22,24 16:1,9, 25 17:17 22:3 24:11,14 29:25 80:18</p> <p>medication 30:3</p> <p>Medisys 11:6</p> <p>meet 10:5 18:21 19:6, 19 22:18 23:5,7 31:11, 15 77:3 115:23 122:20</p> <p>meeting 16:25 19:16 26:6 31:9 33:19,22 35:24 74:1,18 76:6 120:20 122:7</p> <p>meetings 50:9</p> <p>memory 89:3 112:2 130:19</p> <p>Memphis 7:16 8:2 9:12,15 11:4 60:15 62:1 79:20 81:11,13 122:20</p> <p>mentioned 79:13 118:16</p>
--	--	---	--

Judd Grisanti - November 01, 2017

<p>mercy 100:2,4 mere 80:20 Meshed 48:17 message 59:6 messenger 111:20 messing 121:5 met 19:3,5,9,25 35:5 52:13 132:15 Michael 35:19 58:25 mid 5:10 6:13 14:15 18:24 20:12,19 31:22 32:13,23,24 36:24 38:18,19 39:17,18 40:5,7,11,21 41:6 43:9 45:4,10,16,19 49:22 52:10 54:24 56:7 57:13,16 60:19 63:6 64:13 65:11 67:15 69:13,23 71:11,18 73:13 82:12 83:17 87:18 92:19,20 96:2, 15,17 102:14,21 103:6, 9 107:22 108:13,17 109:20,21,25 110:1,10 112:3 114:7 118:3 123:2 124:24 125:19 126:18 129:25 133:18, 19 134:2 135:1,5 136:5 middle 85:2 115:17 134:21 Mike 18:21 19:2,9,17 34:2,4 36:12,13 41:9, 13,17,22 42:3,4,5 43:3, 24 46:12 48:4,23 49:5 60:8 61:11 64:16 73:22 76:21 79:1,9 82:9 83:25 84:14,18 85:3,21 87:4 88:16 89:15 91:2, 7,8,23 92:18,23 93:3 97:25 98:7,9,21 99:2, 13 100:3 101:17 107:5, 10,13 108:10 111:17 118:18,23 119:25 120:19 121:7,18,25 122:6,17,19 Mike's 34:11 miles 80:16</p>	<p>Miller 35:19 59:1 million 79:12 87:8 125:2 126:20 139:9 Mimedx 5:9,10 13:3 18:4,15,16,19 19:3 20:7 22:18,22,24 23:17 25:4 26:18 28:16 32:1, 15,23 33:1 34:3,16 36:10,18,21 37:2,14,25 38:11 39:18,20 40:14, 15 43:12 45:25 46:3,5, 19,20,21,22,23 47:1 50:14 51:22 54:3 56:5, 7 57:7,21,22 61:14 65:2,8 67:17 69:20,24 71:12,18 73:8,12 74:19 75:13 78:9 79:22 80:3 81:1 83:8,11 84:16 90:3 92:20 94:3 95:2,9 96:2,6,15,17 97:14 98:9 100:22 102:14 104:1 107:4,23 108:18 109:19,21,22 110:1,11 114:8 115:10 116:16 125:19 128:7,24 129:17 130:16,21 131:15,17,22 133:16, 21 134:25 135:10 138:12 139:16,19 Mimedx's 41:7 46:16 81:1 129:1 139:4 mind 108:2 120:16 137:1 mine 16:20 29:11 33:15 113:6 minor 74:4 minus 63:25 minute 31:21 53:25 56:19 57:6 58:10 76:22 81:5 82:3 84:15 100:10 114:23 mirror 127:19 mirrors 109:10 misappropriating 135:1 mislead 39:10 mismatched 70:20</p>	<p>Mississippi 7:11,13 9:15,17 12:15 21:18 mistaken 136:2 Mizell 35:13 58:25 moment 70:4 89:8 105:2 131:13 money 14:9 39:12 40:21 54:15 57:23 64:25 72:5,10 83:18 98:18 99:9,10,23 106:1 107:21 123:13 month 15:22 months 16:4 101:20 105:8 moon 42:3 morning 5:6,7 12:19 59:6 move 7:18 54:14 66:5 74:5 moved 15:24 moving 9:15 26:10 65:18 71:16 102:1 MSB 52:10 76:17 82:16,22 92:18 Myrtle 7:11,13 myself's 54:16</p> <hr/> <p style="text-align: center;">N</p> <hr/> <p>NAC 59:18 named 29:11 30:5 names 9:9 69:23 111:13 134:9 Nashville 30:24 nasty 113:18 naturally 43:11 nature 56:1 99:20 necessarily 86:1 90:7 115:16 needed 10:25 22:19 23:10 30:1 34:24 45:25 46:3 101:9</p>	<p>negotiable 87:13 negotiate 41:8 negotiated 87:11 negotiating 41:4,5 49:21 67:16 80:3 negotiation 85:12,16 negotiations 56:23 nerd 113:23,24 nerve 79:25 80:1,7 81:7 82:1 network 59:12 news 13:5 nice 79:24 84:23 104:9 113:19 nickname 30:12 112:14 nondisclosures 45:21 Norm 9:20,22,23 11:14,25 13:20 17:5 18:10,18 19:22 20:7, 14,21 22:16 23:2,16 31:16,25 32:11,12,14 33:2,20,24 36:25 37:11 41:14,15 42:7,18,19, 20,22 43:13 44:4 46:14 48:6,19 49:6,20 54:11 55:1,21,24 56:3,24 57:10 62:7 64:24 65:14 71:20 72:17 73:20 74:8 77:3,18,19,24 78:6,14, 25 79:9 80:6 81:1 82:18,24 83:2 84:2,9, 15 85:20,24 86:3 89:12 95:9 97:2,3,6,21 98:17, 23,25 101:12 102:20 103:10,11,12,24,25 104:2,3,14,19 105:24 106:1 107:5 108:13,23 109:7 112:19 113:4 114:13,22 115:23 116:3 117:7,18 118:3,6 119:21 120:4,6,12,22 121:1,3,6,7,19 122:22, 23 123:2,17 124:24 125:19 131:13 132:14 136:24 137:2</p>
---	--	--	--

Judd Grisanti - November 01, 2017

<p>Norm's 16:18 23:17 33:15 41:14 54:16 84:22 119:23 130:6</p> <p>North 21:18 31:1,3</p> <p>nose 113:14 115:15</p> <p>notation 86:7</p> <p>notations 86:8</p> <p>note 118:18</p> <p>noted 117:13</p> <p>notes 17:4 37:19 51:24 55:12 76:10</p> <p>notice 96:2,20 125:9</p> <p>number 28:24 56:15 58:8 62:16 66:12,23 67:12 68:1 73:18 76:14 82:6 83:24 86:25 88:11 93:1 94:13 100:8 106:23 108:20 110:4 114:25 116:24 127:17 128:9 133:12</p> <p>number-wise 63:18</p> <p>numbers 55:1 67:5 109:18</p> <hr/> <p style="text-align: center;">O</p> <hr/> <p>O'Charley's 19:14</p> <p>object 13:24 37:3 112:23 119:7</p> <p>objections 6:16,17</p> <p>obstacles 34:2</p> <p>obtained 135:1</p> <p>occupation 8:4</p> <p>occurred 74:4</p> <p>odd 115:13</p> <p>offer 64:16,17</p> <p>offered 47:1 85:18 105:13</p> <p>offering 65:6 72:23</p> <p>offerings 72:24</p> <p>office 17:23 115:24</p>	<p>officer 59:14 68:10,20 69:6 71:5</p> <p>officers 68:22</p> <p>offset 110:4</p> <p>onboard 45:15</p> <p>open 16:14</p> <p>opened 15:13</p> <p>opener 22:6</p> <p>opening 12:7 15:14</p> <p>operate 16:15 31:24 108:5</p> <p>operated 24:3</p> <p>operating 38:6 45:8</p> <p>opportunities 11:7 12:7 59:12</p> <p>opportunity 11:23 18:11 64:25 65:1</p> <p>order 32:19 62:25 63:2 70:21 135:5</p> <p>original 15:17 131:22 137:12</p> <p>outcome 123:18</p> <p>outpatient 59:10</p> <p>outs 46:15</p> <p>overalls 47:13</p> <p>overboard 114:1,2</p> <p>overlap 21:8</p> <p>overly 113:19</p> <p>override 52:9 74:4 78:7,19 79:16 80:4,8, 11 84:16 95:21 96:11 97:13 107:25 108:21 117:17 124:23 126:4</p> <p>overrides 79:15</p> <p>owed 72:10 107:21</p> <p>owes 108:23</p> <p>owned 35:10,17</p> <p>owner 20:20</p> <p>owner's 35:7</p>	<p>owners 35:6</p> <p>owns 135:8</p> <p>Oxford 9:18</p> <hr/> <p style="text-align: center;">P</p> <hr/> <p>P-I-R-A-N-A 131:5</p> <p>P.M. 139:21</p> <p>pages 25:10 63:3</p> <p>paid 31:23 49:23 65:12 79:19 99:6,25 104:4 105:4,12 106:8 108:22 109:16,17 125:21 127:3 135:10 136:5 138:3,4</p> <p>paper 89:14 90:7,20</p> <p>papers 13:9 137:21</p> <p>paperwork 80:24 112:20</p> <p>paragraph 69:12 125:7</p> <p>parents 132:17</p> <p>part 11:5 82:14 84:13 88:13 117:19 127:20</p> <p>partially 75:13</p> <p>particulars 45:9</p> <p>parties 46:24 113:7</p> <p>partner 13:22</p> <p>partners 9:24 10:18 35:17</p> <p>partnership 14:5,6 46:14 83:19</p> <p>parts 21:15 130:4</p> <p>party 125:10</p> <p>passes 53:5,8</p> <p>passion 83:10</p> <p>past 13:12 29:23 42:15 54:5,7 132:16</p> <p>pasture 47:9,10</p> <p>pastured 47:7</p>	<p>paths 115:22</p> <p>patient 134:9 138:1</p> <p>patients 25:12,20</p> <p>patron 10:13</p> <p>Paul 132:5,15,16 135:13 136:7</p> <p>pay 54:19,20 57:16 97:20 98:4 99:25 100:1,4 106:5,15 123:13</p> <p>paycheck 108:8</p> <p>payment 33:9,12 102:10,14 104:23 106:4 107:23 108:15 109:15,22 114:8,14 139:7,9</p> <p>payments 32:23,24 71:25 110:5 136:23 137:1</p> <p>Peel 6:13 13:24 37:3 51:6,9 52:15,19,21,24 53:9,11,16 112:23 116:10 119:7 126:12 132:5 135:18 136:11, 15 137:7 138:6,7,21, 23,25 139:6,15</p> <p>penny 127:5</p> <p>people 22:4,5 24:17,25 29:10 30:19 36:15 47:24 48:11 67:23 80:17 92:22 111:15 116:18 119:14 120:20 123:1</p> <p>percent 14:6,16 36:22 39:22 40:4,10 45:15 63:25 64:3,17,22 67:18 77:14 78:11,15 79:5,6, 12,14 81:10 83:5,14,15 84:19,25 85:1,4,6 86:2 87:17 104:6 117:24</p> <p>percentage 79:16 80:4</p> <p>percentages 55:2</p> <p>perfect 108:4</p> <p>perfectly 113:11</p>
---	---	---	---

Judd Grisanti - November 01, 2017

<p>period 8:15,17 78:20 87:15 126:21 139:2,4</p> <p>periodically 12:21</p> <p>permission 139:16</p> <p>person 19:2,19 23:22 57:11 77:4 111:16 113:9</p> <p>personal 134:17</p> <p>personality 20:1 48:16</p> <p>personally 41:10 81:7 105:22 129:13 133:18</p> <p>peruses 53:7 58:12 60:2 66:13 68:4 88:12 94:14 108:3 117:2 127:22 128:14 133:1</p> <p>Pete 49:7,11,12,16 54:6,8,10 73:21 78:15, 21 81:15 83:25 84:19 85:5,11,16 87:4,6 91:1 93:5 107:11,12</p> <p>Peteet 49:8,17</p> <p>Petit 49:8,11,16 54:6 73:21 81:15 85:11,16 87:4 91:1</p> <p>Pfizer 29:20</p> <p>pharmaceutical 31:6 35:18</p> <p>pharmaceuticals 29:19</p> <p>phone 19:8 22:16 36:13 41:9,23 42:2 47:21 48:4 49:7,11 81:15 90:8 97:24 107:20 108:12 109:6 110:20 120:5</p> <p>pick 42:2</p> <p>picking 132:16</p> <p>pictures 131:16</p> <p>piece 90:19</p> <p>pieces 123:15</p> <p>Pirana 130:20 131:5</p> <p>pitched 31:17 35:25 36:4</p>	<p>place 13:13 17:9 32:19 44:10 55:4 72:9 76:6 86:9 101:4 102:12 105:1,3 120:12,17</p> <p>Plaintiff 128:3</p> <p>Plaintiff's 127:24 128:6</p> <p>plan 20:10 45:23 60:23 100:21,24 101:11 102:1 105:11 106:4</p> <p>planning 39:5</p> <p>plans 7:17</p> <p>plate 54:16,17</p> <p>platform 28:23</p> <p>play 25:1</p> <p>player 31:5 105:16</p> <p>plenty 125:22 138:17</p> <p>point 5:25 10:17 16:2, 13,14,24 17:2 26:14 33:18 43:6 44:21 45:20,23 50:7,8,12 54:2,4 60:12 65:6 80:2 83:21 85:25 100:25 107:22</p> <p>poke 89:16 121:1</p> <p>poking 113:13 115:15</p> <p>poorly 126:2</p> <p>Poplar 15:14</p> <p>portfolio 36:5</p> <p>position 79:22</p> <p>positive 85:23</p> <p>potential 11:22 19:25 40:16,17 87:20 124:16, 17</p> <p>power 72:8</p> <p>practices 104:14</p> <p>premium 39:13</p> <p>preparation 13:10</p> <p>prepare 132:1</p> <p>prepared 13:13</p> <p>present 116:15</p>	<p>presentation 31:5</p> <p>presenting 33:24</p> <p>pretty 8:12 14:7 20:25 21:19 26:10 44:21 57:6 72:24 112:22 113:18 117:24 128:19</p> <p>previous 53:16 74:24</p> <p>price 39:14 40:3 59:17 63:24 64:5 65:10,11</p> <p>priced 64:14</p> <p>prices 65:6,7</p> <p>pricing 63:7,17 64:14, 15 65:24 66:2 83:11 87:11</p> <p>prime 66:1</p> <p>prior 12:19 19:9 62:21 96:22 128:18</p> <p>private 37:18 43:7,8 46:10</p> <p>problem 24:7 85:1 109:1,3,4,5 113:20</p> <p>process 13:23 14:4 15:4 26:5,9 28:7 37:7 38:8 43:10 69:7</p> <p>processed 59:17</p> <p>processor 69:15</p> <p>produce 37:25</p> <p>produced 53:2,15,19 58:5 62:12,19,25 63:1 70:22 82:12 137:4</p> <p>product 17:25 18:3,5, 7,12,15,16 20:3,23 21:5,6 22:5,20 25:8,17, 18 26:1,8,12 28:8 32:8, 15 33:2,3,8 34:23 37:1, 10,11 39:14,22,23 41:7 46:2 47:17 59:8 60:7, 21 63:18,24 65:4,10 68:24 80:19 83:10 131:15 133:21 134:3</p> <p>production 66:19</p> <p>products 16:25 17:18 19:23 22:22 31:17 35:12 130:16,21</p>	<p>professional 9:14</p> <p>professionally 14:22</p> <p>profit 65:16 83:13 87:12</p> <p>profiting 83:11</p> <p>program 79:23 100:20</p> <p>progress 36:7 65:19</p> <p>progressed 21:4 36:6 50:8</p> <p>promise 106:15</p> <p>promises 5:23</p> <p>pronounces 49:8</p> <p>properly 76:19</p> <p>propose 78:22</p> <p>proposed 41:6 59:16</p> <p>proposing 65:7</p> <p>proprietor 16:16,17</p> <p>prosperous 74:5</p> <p>prostatectomy 130:21</p> <p>protect 36:20</p> <p>Protocol 63:10</p> <p>proud 26:4,7 131:13, 15</p> <p>provide 5:16 59:13,15 61:3,9</p> <p>provided 27:13 47:1 78:18</p> <p>providing 67:10</p> <p>provision 110:13 124:22</p> <p>provisions 124:12 125:10</p> <p>pull 47:6</p> <p>pulled 55:12</p> <p>punk 81:19</p> <p>purchase 37:1 38:1</p> <p>purchased 65:10</p>
---	---	--	--

Judd Grisanti - November 01, 2017

<p>purchasing 32:14 61:2</p> <p>purports 68:8</p> <p>purpose 19:16</p> <p>pursuant 102:15</p> <p>pursue 16:8</p> <p>pursuing 15:9,12</p> <p>push 120:1</p> <p>pushback 34:5</p> <p>pushed 40:14</p> <p>put 6:19 22:25 34:22 41:20 43:14 44:11,16 46:11 56:8 57:5 63:25 75:16 77:5,11 81:4 83:17 92:17,23 95:17 98:12 103:8 135:11</p> <p>puts 61:20</p> <p>putting 52:2 65:24 77:18 80:20 136:9</p> <hr/> <p style="text-align: center;">Q</p> <hr/> <p>quarter 55:10</p> <p>quarterly 106:6</p> <p>question 5:18,19 6:3, 9,18 13:25 14:1 27:18 37:4 67:3,8,19 70:6 74:16 88:25 94:22 103:10 105:9 112:24 115:5 119:8 123:22 132:10 137:7</p> <p>questioning 103:11, 24 105:24 106:1,2</p> <p>questions 5:15 6:6,14, 15 7:4 41:12 53:24 126:11,14 138:22,23</p> <p>quick 17:5 94:19 108:2</p> <p>quit 101:13</p> <hr/> <p style="text-align: center;">R</p> <hr/> <p>radar 48:12 81:18 97:22 124:3</p>	<p>raised 40:24</p> <p>rambling 105:6</p> <p>ran 16:5 31:14 38:20</p> <p>range 78:20</p> <p>ransom 110:10</p> <p>rapidly 26:10</p> <p>rapport 17:13</p> <p>rate 39:16</p> <p>reached 45:23 50:10 126:20</p> <p>reacted 28:14</p> <p>read 26:20 27:9,13 59:23,25 69:3 74:9,10, 12 84:8 88:19 89:7,9, 21 91:17 92:8,11 93:18,21 105:5 106:14 108:1 124:10,11 125:2 128:15 129:23 130:1</p> <p>reading 26:18 67:11 71:7 74:20 96:9</p> <p>reads 24:23 73:23 106:10,11</p> <p>ready 45:16 138:9</p> <p>real 15:5 17:4 59:11 94:19 108:1</p> <p>realistic 78:20</p> <p>realization 28:11</p> <p>realize 40:16 97:8</p> <p>realized 43:25 44:9 61:22,24 81:2 102:8</p> <p>reason 39:9 119:4 124:4</p> <p>reasonable 78:16</p> <p>reasons 27:2 38:11 47:25 102:23</p> <p>reassured 125:25</p> <p>recall 6:22 10:6 11:16 17:25 18:5 19:3,13 20:17,22 31:11 48:1 52:3 55:3,19 56:9 60:4 63:14 70:15 72:19,25 74:16 76:11 87:25 88:17 94:25 102:13</p>	<p>104:23 112:1 114:15, 17 116:9 117:1 127:8 131:21 133:5</p> <p>receipt 139:6,8</p> <p>receive 33:2,11,23 103:6,10 109:15 114:11 126:19</p> <p>received 95:20 107:22 114:7 132:12</p> <p>recent 13:6</p> <p>recently 8:23</p> <p>recognize 49:3 58:14 105:15</p> <p>recognized 22:14</p> <p>recollect 60:18</p> <p>recollection 75:2</p> <p>record 5:17 6:24 7:8 81:8,9 82:4 97:24 116:10,13 120:9 131:4 138:25</p> <p>records 71:25 99:24 106:16</p> <p>redheaded 119:1</p> <p>reduce 118:4</p> <p>reduces 59:9</p> <p>refer 52:1 90:10</p> <p>reference 133:17</p> <p>referenced 79:14</p> <p>referencing 133:7</p> <p>referral 57:17 82:19</p> <p>referred 92:2</p> <p>referring 32:12 33:6 51:4 53:20 90:22</p> <p>refers 91:16</p> <p>refresh 75:2 130:19</p> <p>regard 96:14</p> <p>registered 133:20</p> <p>registration 66:22 67:5,12</p> <p>rehash 129:12</p>	<p>relate 50:17 135:14</p> <p>related 67:6 95:5</p> <p>relates 64:1 129:2,4 134:24</p> <p>relating 134:15,16 138:25</p> <p>relationship 17:13 22:2 40:23 71:12 74:6 130:7</p> <p>relationships 21:21 22:4,6</p> <p>release 108:21</p> <p>remains 118:21</p> <p>remarks 85:23</p> <p>remember 17:3 18:22, 25 19:1 22:13,23 28:17 35:7,9 60:5 67:2 77:12 92:17 94:22 110:25 111:12,21 112:17 114:13</p> <p>reopen 15:20</p> <p>repair 54:13 69:16</p> <p>rephrase 6:10</p> <p>replaced 69:23</p> <p>reply 83:25 84:3,15</p> <p>represent 55:5 104:18 109:19 128:19</p> <p>representation 103:13,16 132:7</p> <p>representatives 74:18</p> <p>represented 13:15 51:7 137:14</p> <p>represents 6:13 103:13</p> <p>request 59:17 84:22 128:1</p> <p>requesting 74:18</p> <p>require 139:14</p> <p>required 23:7</p> <p>researching 27:19</p>
--	--	--	--

Judd Grisanti - November 01, 2017

<p>reside 7:10 9:12 residence 7:14 resistance 98:13 respect 130:2 139:1 respond 84:2,9 93:7 responding 82:10,11 responds 78:6 84:18 response 6:22 13:18 55:17 76:7 84:4 87:24 responses 5:15 127:25 128:6 rest 108:24 restaurant 8:6,8,10 10:13 11:9 15:13,18,23 25:14,16 27:3,22 28:1 29:18 132:13,15,18 restauranteur 8:5 restaurants 10:7 restrictions 21:3 90:20 retired 8:16 15:16 revenue 79:4 87:13, 16,20 revenues 135:1 review 23:18 33:23 59:19 72:14 76:22 100:10 128:18 138:8 reviewed 59:10 revisit 83:13 Reynaldo 9:10 rid 81:18 97:22 124:4,6 rights 28:20 118:7 riled 92:7 ripped 44:8,24 75:24 roadblock 38:21,24 roadblocks 29:22 34:22 43:9 Robby 66:22 role 16:23</p>	<p>rolling 102:11 Ron 83:22 84:16,25 Ron/thad 79:16 room 122:25 123:5 ropes 16:19 roughly 101:19 row 61:14 rubbed 113:3 rude 110:21,22 rule 24:25 39:24 40:6,8 rules 5:13 24:14 run 24:12 29:22 43:9 73:12 runaround 107:12 running 8:7 14:12 37:10 93:5</p> <hr/> <p style="text-align: center;">S</p> <hr/> <p>Saint 33:13,16 130:5,8, 13,14 134:7,16,24 135:2,5,8 SAITH 139:22 sales 17:20,21 25:6,7 38:16 54:22 72:4 79:12 100:25 101:1,24,25 102:1,3,9,19,21 105:1, 14 139:4,6 salesperson 59:3 salvage 87:14 saturate 38:17 43:16 101:25 sausages 120:7 saved 123:13 saving 59:12 84:24 85:9 saying 77:8 SBVOSB 44:13 61:18 scene 86:6 schedule 26:24 29:5 74:7</p>	<p>school 7:25 science 18:9 25:13,22 Scott 111:22,25 113:5 114:5,21 116:3 SDVOSB 34:19 sealed 135:17 section 63:24 128:23 sell 21:2,3,20 22:1 26:17 32:9 37:1,2 38:2, 15 39:15 40:8 46:24 100:21 101:3,21 selling 16:24 18:1 20:10 25:7 26:11,12 28:8 32:8 62:8 64:19 65:17 80:22 105:7 send 83:25 108:24 109:13 sending 82:20 103:15 105:16 sense 6:7,9,11,25 25:13 55:23 66:7 71:22 76:25 77:16,21 114:6 sensitive 116:7 separate 52:9 56:6 108:16 117:17 sequentially 14:25 series 58:4 88:15 served 13:9 128:7 serves 96:19 set 16:14 58:17 62:12, 18 seven-month 87:15 shadows 17:8 shaked 80:25 shaking 65:20 share 102:19,20 shared 52:17 Shaw 133:6,14,23 134:1 sheet 70:11 Shirley 35:21,22,23</p>	<p>47:12,20 58:24 63:5 shook 62:2 short 8:17 49:24 50:2 81:5,6 show 47:12 50:21 58:3 68:24 73:12 76:12 82:8 87:2 94:10 100:5 114:18 116:21 118:14 127:13 136:5,25 showed 95:18 showing 62:18 63:13, 17 64:23 66:9 69:5 88:8 92:15 shrank 21:7 95:11 shrinking 98:17 shrunk 95:11 shut 101:13 sick 117:6,20 side 16:1 55:22 71:18 75:22 83:13 131:1,2 sides 49:1 sign 23:25 45:25 46:3, 6 56:4 57:8 75:10,14, 16,18,20 85:24 86:11, 17,19,20,22 87:19,23 88:1,2 90:19 95:25 98:22 99:12 118:8,9 121:3 122:2 126:24,25 signatory 24:1 signature 56:8,10,17 139:23 signed 45:21 48:3 55:19,21 56:3,7,8 72:13 73:2 97:17 124:9 significant 59:11 significantly 59:9 signing 55:19 122:16 124:10 simplify 129:3 simply 71:7 Sincerely 74:8 single 79:15</p>
--	---	--	--

Judd Grisanti - November 01, 2017

<p>sir 7:6 8:12 9:8 10:2,4, 14,16 12:12 13:19 16:12 21:16 23:19 24:2 26:2 45:12 50:15 56:18 64:4 65:9 81:23 91:6, 13 93:25 102:16 105:23 126:25 127:10 129:18,24 130:17 138:15</p> <p>sit 7:17 129:12</p> <p>site 61:7</p> <p>situation 34:14 41:24 87:10</p> <p>size 23:11</p> <p>skid 64:6</p> <p>skids 64:8</p> <p>skip 83:24</p> <p>slicks 61:8 64:10,11</p> <p>slides 64:8</p> <p>slow 15:5 89:21 91:17 93:20 103:4 128:2</p> <p>small 25:11 79:21</p> <p>smoking 109:9</p> <p>soft 69:15</p> <p>sold 65:15,16 83:9 115:12</p> <p>sole 16:16,17</p> <p>solely 15:24 21:9,12</p> <p>somebody's 77:9</p> <p>sort 111:13</p> <p>sound 74:6</p> <p>sounded 74:11</p> <p>South 5:10 6:13 14:15 20:12,19 31:22 32:13, 23,24 36:25 38:18,19 39:17,18 40:5,7,11,22 41:6 43:9 45:4,10,17, 19 47:11 49:22 52:11 54:24 56:7 57:13,16 60:19 63:6 64:13 65:11 67:15 69:13,23 71:18 73:13 82:12 83:17 87:18 92:19,20 96:3, 15,18 102:14,21 103:6,</p>	<p>9 107:22 108:13,17 109:20,21,25 110:10 112:4 114:7 118:3 123:2 124:24 125:19 126:18 129:25 133:18, 19 134:2 135:5 136:5</p> <p>South's 71:11 110:1 135:2</p> <p>speak 25:16,23 102:9 122:11</p> <p>speaking 5:22 13:2 60:8 70:7 90:8 91:1,2,3</p> <p>special 42:1</p> <p>specialist 43:18</p> <p>specialized 31:7</p> <p>speculate 6:20</p> <p>speculation 6:25</p> <p>spell 29:13 130:22 131:3</p> <p>spelling 131:5</p> <p>spent 99:10</p> <p>Spindini 8:22</p> <p>split 14:9 123:11,12</p> <p>spoke 13:3 25:24 52:7 87:6 117:14</p> <p>spout 129:6</p> <p>stack 75:1</p> <p>Stage 117:24</p> <p>stand 73:13,14 118:6</p> <p>standard 27:18 84:21</p> <p>standing 89:13,22,24 90:2,3,9,12,13,15,23, 25 91:7,10,24 92:12 93:12,13,14,20,24 94:23 106:12 110:15, 16 118:17</p> <p>standings 89:18,20 99:5 118:2</p> <p>stands 117:12</p> <p>start 14:18 15:25 16:24 17:20 18:12 20:9 38:16 45:8 80:22 105:16 109:15 126:13</p>	<p>started 9:14 15:1,5 17:1,13 18:17 20:11 23:3 40:15 44:2 47:6 49:20 81:2 103:3 104:25 105:7</p> <p>starting 25:5 77:23</p> <p>starts 63:4 76:16 82:16</p> <p>state 7:7</p> <p>stated 106:11 139:10</p> <p>statement 139:16</p> <p>states 133:15</p> <p>stating 133:22</p> <p>status 52:11</p> <p>stay 59:9 116:1</p> <p>staying 115:9</p> <p>stepchild 119:1</p> <p>stepped 54:6,8,10</p> <p>Steve 35:21,22,23 47:12,20 58:24 63:5,7</p> <p>stick 41:18</p> <p>stipulating 97:12</p> <p>stipulation 139:11,14, 19</p> <p>stipulations 28:15</p> <p>stock 28:24 44:15 79:6,7,22 82:1</p> <p>stocking 52:10</p> <p>stood 23:24 26:3 72:4 132:8</p> <p>stop 6:1,8</p> <p>stories 119:19</p> <p>story 49:24 119:23 120:15 123:16</p> <p>straight 36:19</p> <p>strategy 100:21</p> <p>strategy-wise 57:1</p> <p>strike 85:19</p> <p>strikes 81:7</p> <p>struck 80:7</p>	<p>structured 64:15</p> <p>studied 28:13 125:5</p> <p>studies 25:10</p> <p>stuff 25:10 51:25</p> <p>STVOSB 26:21 28:17</p> <p>subject 40:5,7 63:6 138:7 139:3</p> <p>subpoena 137:10,13</p> <p>substance 82:16</p> <p>sudden 106:6 108:8,9</p> <p>sue 98:5</p> <p>sufficient 41:7</p> <p>suggested 79:14</p> <p>suit 25:1</p> <p>summons 132:12</p> <p>supply 26:23 29:5 38:22 39:6 134:2</p> <p>support 125:22</p> <p>supposed 27:11 68:11 106:7 116:5 122:6</p> <p>surgeries 130:12,15 131:25</p> <p>surgery 131:23</p> <p>survive 125:1,11,12, 18,20 126:3,16</p> <p>sweat 127:4</p> <p>switching 18:11</p> <p>sworn 5:2</p> <p>system 69:2 104:11 105:11</p> <hr/> <p style="text-align: center;">T</p> <hr/> <p>table 6:3,19 68:25 72:22 92:3 113:10</p> <p>tackle 100:23</p> <p>tag 17:22</p> <p>takes 105:10</p> <p>taking 5:14 29:13 101:22,23 110:17</p>
--	--	--	---

Judd Grisanti - November 01, 2017

<p>talk 5:17 11:25 12:2,15, 21,24 23:2 28:21 33:22 36:6 41:13 42:3 48:21 49:5 53:21 56:19,20 58:10,17 71:21 77:4 78:2 92:10 100:11 107:11,12,14,15,16 108:10 109:9 110:19 117:22</p> <p>talked 12:18,25 13:1 14:5 29:11 36:13 41:22 48:6,23 60:22 93:11 110:24 116:6</p> <p>talking 8:20 13:20 31:9 36:14 44:2,20 47:15 54:6 59:21 91:9,25 101:6,14 116:20 117:8, 23 125:15 134:7</p> <p>talks 108:10,11</p> <p>target 28:2,9 63:11</p> <p>Taylor 44:19 46:12 47:5,19 48:21 49:6 52:8 73:21 76:19 77:24 78:13 81:12 82:17 84:3,5,10 85:11,16 87:4 88:15 97:16,17 101:17 107:10 114:22 117:15 122:25 124:2 129:17</p> <p>Taylor's 48:9,16 100:4</p> <p>teaching 16:19</p> <p>team 17:22 33:20 38:16 101:24</p> <p>teamed 69:12,20</p> <p>teaming 65:3</p> <p>teams 131:22</p> <p>tears 127:4</p> <p>technology 18:14 25:21 80:18</p> <p>telephone 92:11,21 99:15 116:19</p> <p>telling 10:25 11:18,21 26:7 29:25 64:2 75:6 76:1 85:19 114:14 122:18</p> <p>Tenet 135:8 136:5,24</p>	<p>138:4</p> <p>Tennessee 8:9 21:11, 12,13,14 60:16</p> <p>term 41:4</p> <p>terminated 94:2 97:2, 4,7,10 123:25</p> <p>terminating 96:6</p> <p>termination 94:16 95:1 96:2,4,10,20 119:18 123:20 124:21, 23,24,25 125:10,12,18 129:4</p> <p>terms 17:17 40:21 86:2 91:1,2,3</p> <p>territory 20:9,17,22 21:6,11 98:13,18 115:12</p> <p>testified 5:3</p> <p>testify 7:5</p> <p>testifying 115:2</p> <p>testimony 86:1 124:7</p> <p>Texas 22:17</p> <p>texting 93:4</p> <p>Thad 83:22</p> <p>there'll 6:5</p> <p>thereabouts 94:5</p> <p>thing 24:10 25:8 29:23, 24 36:18 46:13 52:2 57:6,24 60:9 69:19 75:23 85:8 89:21 95:12 99:12 108:1 115:1 120:24 123:6 124:2 138:24</p> <p>things 15:6 25:14 28:1 34:8 36:6,8 51:22 60:14 86:7 89:8 90:11, 12 91:10 92:13 93:5 98:1,20 102:7 113:14 117:7,9 118:5 129:8</p> <p>thinking 38:5 117:12</p> <p>thought 11:14,15 21:2 28:7 29:2 31:15 36:24 37:7,11,21 47:16 57:12 60:19 118:7 124:6</p>	<p>thoughts 57:12 84:4,9, 14</p> <p>thousands 80:16</p> <p>threat 89:23 99:19,21</p> <p>threatened 95:25 121:19,21,22</p> <p>threatening 119:6 121:22</p> <p>threatening-type 99:16</p> <p>three-year 97:13 126:21</p> <p>threshold 139:10</p> <p>thresholds 23:7</p> <p>throw 77:9 98:3</p> <p>Thursday 77:16</p> <p>tier 65:13 72:6</p> <p>ties 84:21 85:14</p> <p>tightened 36:3</p> <p>Tim 59:1,2</p> <p>time 5:18 8:13,14,17 10:22 12:18,23 14:12, 16 15:8,23 17:25 18:2, 3,10,19 19:23 20:23 21:4,17,22 22:8,9,11, 13 23:17 25:3,19 26:18 28:16 29:1,11 33:14 35:7 36:11,12,16,24 38:6 40:15 41:1,3,23 42:10,14 43:20 45:5 47:3,4 48:22 49:4,20 52:3 57:2,4 59:25 60:23 61:9 62:1 70:4 71:13 73:3 74:17 75:3, 5,7,18 76:10 77:13 78:21 81:4,21 82:9 83:18 87:14,16 89:9,15 94:4 95:10 96:24 99:10 101:2,19,23 102:18 103:19 105:17,19 106:16 107:13,24 108:8 109:16 114:11, 13 117:22 118:1 122:3, 4 124:3 125:4 128:11, 12 138:21 139:1,12</p> <p>times 12:5 23:24 49:10</p>	<p>51:25 53:21 91:20 98:8 99:14 100:3 114:16 121:25 125:2,24</p> <p>Tinley 11:3 16:22</p> <p>tip 35:9</p> <p>tired 121:5</p> <p>tissue 10:21 14:14 32:3,5 67:5,6,13 69:15</p> <p>today 7:5,17 8:7 12:20 13:11,17 91:11 96:23 115:3 128:18 129:9,23 132:2 138:14</p> <p>toe 41:16</p> <p>told 31:13,14 34:12 41:9 42:5 45:5 49:4 61:11 75:18 81:10,16 91:6 97:2,3,18,21,25 98:7 100:3 101:13,16 120:4,10,19 121:24 122:14 123:4,23 124:1 129:9,16 131:16 132:2 138:11</p> <p>tomorrow 78:7</p> <p>tongue 35:9</p> <p>top 41:19 115:6</p> <p>totally 44:17 108:16</p> <p>touch 46:12</p> <p>tough 36:1</p> <p>town 19:10 21:25 27:24 47:8 74:7</p> <p>track 61:20</p> <p>treat 14:8</p> <p>treatment 59:7</p> <p>trees 62:2 65:21</p> <p>trial 25:11</p> <p>Troy 35:13,14,15 58:25</p> <p>truck 112:6</p> <p>true 7:14 40:18</p> <p>trust 22:5 47:15</p> <p>truth 121:15 124:7 127:7</p>
---	---	--	--

Judd Grisanti - November 01, 2017

<p>truthfully 7:5</p> <p>turkeys 42:16</p> <p>turn 63:20 79:8 128:22 129:21</p> <p>two-page 66:16</p> <p>type 71:4 112:3</p> <hr/> <p style="text-align: center;">U</p> <hr/> <p>ugly 112:6</p> <p>Uh-huh 13:18 55:17</p> <p>ultimately 13:21 21:11</p> <p>umbrella 16:18</p> <p>understand 6:8 14:13, 25 19:24 21:23 40:6 41:2 44:7 46:18 50:22 70:16,17 85:25 93:21 96:8 110:8 111:14 120:11 123:21 124:21 125:15 134:17</p> <p>understanding 89:1 94:1 96:9 124:15 139:13</p> <p>understood 27:19 28:13,15</p> <p>unfold 38:9</p> <p>uninvited 113:17</p> <p>University 9:17</p> <p>Unjust 134:16,22</p> <p>unjustly 135:1</p> <p>unknowns 79:11</p> <p>unreasonable 79:7</p> <p>unredacted 135:15 136:10</p> <p>upfront 102:3</p> <p>ups 118:21,23,24</p> <p>upset 49:3 111:15,16</p> <p>upside 118:21</p> <p>urologist 131:12</p>	<hr/> <p style="text-align: center;">V</p> <hr/> <p>VA 29:3 34:1,5,10 38:14,17,25 39:13,24 40:8 43:13 44:12 48:13 59:18 62:9 63:6,7,10, 25 64:2 65:4 68:11,12 69:1,2 80:16 101:14, 21,25 104:25 133:24</p> <p>variables 28:22</p> <p>VAS 26:19 28:13 31:6 43:19 44:3 69:7 102:4, 6</p> <p>vendor 52:11 135:2 136:24</p> <p>ventures 9:25 15:9,12</p> <p>verbally 121:22</p> <p>version 56:2 72:15 128:18</p> <p>versions 135:15</p> <p>versus 65:17 86:13</p> <p>veteran 35:15</p> <p>veterans 26:19,24,25 63:11</p> <p>view 64:24</p> <p>viewed 65:1</p> <p>Vinnie 30:15,16,19</p> <p>vis-a-vis 89:25</p> <p>visit 22:1 34:1 101:14, 21</p> <p>visited 68:21 80:24</p> <p>visiting 17:19</p> <p>visits 17:8 59:10</p> <p>VISN 59:14</p> <p>VISN's 59:11</p> <p>volume 39:3,4 66:5</p> <p>volume-wise 63:19</p> <hr/> <p style="text-align: center;">W</p> <hr/> <p>Wait 112:7</p>	<p>WAIVED 139:23</p> <p>walk 15:2</p> <p>walked 83:6</p> <p>walks 113:17</p> <p>wanted 15:10 19:19 23:20,22 40:25 46:6 47:15 48:11 51:9 78:7 83:5 89:2,16 99:25 103:1 113:5,25 114:3 118:18 120:11,15 132:8</p> <p>wanting 77:3</p> <p>warehouses 32:4</p> <p>warehousing 32:15</p> <p>watched 42:16</p> <p>water 81:25 124:6</p> <p>ways 49:9 77:11 118:10</p> <p>wayside 38:10</p> <p>Web 61:7</p> <p>Webster 90:13</p> <p>week 9:14 48:2 77:25 87:7</p> <p>weekends 11:14</p> <p>weekly 42:4</p> <p>weeks 78:5</p> <p>well-written 125:14,16</p> <p>west 7:11 21:1 27:24</p> <p>whatnot 12:2 18:14 35:12 36:3,9 44:3 115:25</p> <p>whatsoever 130:10</p> <p>whirlwind 75:9</p> <p>white 24:12 25:10 106:11</p> <p>Wilbon 5:5,8 14:2 37:5 50:1,5 51:16 53:1,6,7, 10,14,24 54:1 56:16 58:2,9 62:11,17 66:14 68:2,5 73:19 76:15 82:3,7 87:1 88:3,7 92:24 93:2 94:15 100:5</p>	<p>112:7,12,25 115:4 116:12,14,25 119:11 126:17 127:14,18,23 128:10 133:9 135:13, 20 136:3,18,23 137:12, 17,24 138:7,10,20,24 139:8,18</p> <p>wild 21:1</p> <p>William 9:10</p> <p>WILSON 100:9</p> <p>wink 90:8</p> <p>winning 87:10</p> <p>wished 133:16</p> <p>witch 107:9 109:10</p> <p>won 120:10</p> <p>wondering 73:25 115:9</p> <p>word 108:7 123:14</p> <p>words 77:9 89:13 91:18,19 93:18 121:12, 13</p> <p>work 20:18 22:22 24:18 25:18,19 40:13 76:18 80:21 83:5 86:19 87:19 103:17</p> <p>worked 11:13 29:18 44:7 46:23 54:12 112:19</p> <p>working 14:19 20:21 66:7 74:2 78:9,14</p> <p>works 24:19 103:21</p> <p>world 124:5</p> <p>worry 83:23</p> <p>worth 61:16 77:21 78:19</p> <p>wound 59:7,15 61:2 63:11</p> <p>wounds 27:1</p> <p>wrap 138:9</p> <p>write 70:4 83:3,4 85:21</p> <p>writes 77:24 78:13,25 79:9 82:24</p>
--	--	--	--

Judd Grisanti - November 01, 2017

writing 69:6 73:1

written 45:19 70:2,3
79:18 106:18 125:9
126:2

wrong 68:12 113:3
138:12,16,18

wrote 82:24,25

ws 124:3

X

X-D 101:10

Y

y'all 10:15 31:23 45:24
51:7 53:19 54:12 57:19

y'alls 75:24

year 7:18,24 11:16,17
16:6 55:3,4 74:3
132:15,17 139:2

years 5:12 7:14 8:13,
18,20,21 9:3 10:7
42:15 55:2 79:19 84:21
118:21 124:20 125:5

yell 111:1,2

yesterday 24:22
135:16

York 8:3 47:11

you-all 12:24 18:1
20:22 23:6 32:18 47:2
61:3

young 10:23 11:2

Z

Z-O-R-Z-I-A-L 29:15

Zorzoli 29:12,16 30:11,
16