



January 26, 2015

To whom it may concern;

Lopez Foods is the nation's largest Hispanic-owned meat processing company and is ranked among the top 25 elite red meat companies in the United States. Servicing the largest restaurant chains and retailers in the world, Lopez Foods has a philosophy of continuous improvement in the search for excellence. The company is recognized as an industry leader in food safety, cutting edge production, high quality products, product customization, customer satisfaction, and high levels of plant safety.

Lopez Foods recognizes the responsibility for the safety of its associates and for the elimination of loss due to industrial injury and illness. With the firm belief that injuries can be prevented the company has developed a policy to provide working conditions and facilities that ensure the safety and health of its workforce. Committed to working with all associates to identify and to immediately correct unsafe acts and unsafe working conditions, Lopez Foods incorporates safety and incident prevention into every aspect of the business. Partnering with Austian's Risk Services, Inc., is one of the many ways that Lopez Foods accomplishes this important task.

Lopez Foods first engaged Austian's Risk Services, Inc., over 20 years ago and worked hand in hand with Keith Austian, President, to develop a robust safety process through well written programs, facility reviews, and consultations. As the size and scope of the company's operations grew, Lopez Foods implemented the Austian Risk Services, Inc., ARS *Risk Reduction Reviews™* application and review process in 2011.

The value of the review process became evident almost immediately with focus placed upon a startup operation that was experiencing an unprecedented number of accidents. Within one year of implementing the Austian Risk Services, Inc., ARS *Risk Reduction Reviews™*, the incident ratio dropped from double digits to near the industry standard of 5.8 incidents. In 2014, the facility ended the year with an incident ratio of 3.22.

The customized review was perfect for identifying opportunities throughout the entire process as it takes into consideration everything from the on boarding of new employees to the physical aspects of the operation. The process has enabled Lopez Foods to develop a standard of performance by which each facility is gauged. By focusing on more than just being compliant with OSHA regulations it seeks to incorporate best practices that will help Lopez Foods achieve a world class level of performance in terms of industrial safety.

Whether a company is looking for a roadmap to develop, overhaul, or refine its safety process, the Austian Risk Services, Inc., ARS *Risk Reduction Reviews™* application and review process is an invaluable transformation tool.

Richard Lane
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