



REINO E. SALMI, INDEPENDENT CONSULTANT – FACILITY MODELING AND SIMULATION

Reino has over 19 years experience in providing engineering services to clients and companies where he was a critical employee. He assists Op2mize by providing his 14 years of facility modeling and simulation skills to clients to insure that the size, material flow and operations have been fully optimized, in conjunction with other factors that are involved in property decisions. Reino started his career at Jacobs – Sverdrup, an architectural engineering company, where his main focus was to provide facility modeling and simulation services to clients in order to determine the optimal size and layout for facility designs. For one of his clients, Dor-O-Matic, a division of Ingersoll-Rand, Reino was asked to implement and manage an industrial engineering department to today’s standards including Lean concept implementation. Following his work at IR, Reino rejoined his manager from Jacobs-Sverdrup at MacroSolutions, a consulting group that provided facility modeling and simulation

services to its clients. During his career, Reino has assisted over 20 companies save \$3 million dollars annually in capital and operational expense by analyzing their current operations and improving processes and layouts. Reino currently holds a Lean Certification that he has earned while working at Ingersoll-Rand. He is also currently working on attaining his Six Sigma green belt, which will allow him to effectively bring positive changes to any organization through a structured system of process improvement methodologies. Reino is an active author and has contributed several industry papers, including the widely-read paper on the development of a simulation model of warehouse operations, “A Simulation Tool to Determine Warehouse Efficiencies and Storage Allocations”. He earned a BSME from the University of Illinois at Urbana-Champaign and a MSME from the University of Illinois at Chicago.

AREAS OF EXPERTISE

Reino has executed numerous projects in facility modeling and simulation for national and international clients. His industry experience includes food/beverage, distribution/warehousing, automotive, electronics, pharmaceutical, steel, consumer product manufacturing, and building materials. In addition to his expertise in facility modeling, he has provided other industrial engineering services such as; time-motion studies of operators, equipment capacity studies, Lean concepts implementation and warehouse/facility design. A background in mechanical engineering allows Reino to understand the mechanical, structural and electrical needs and requirements of a facility. Reino exhibits strong analytical skills with a “can-do” attitude, which enables him to systematically solve even those complex problems involving many differing factors.

SELECTED CLIENTS

Client	Annual Savings	Location	Assignment
Window and Door Manufacturer	\$ 500,000	Chicago, Il	Process Improvements, Product Design
United States Gypsum	\$ 125,000	Nationwide	Traffic Flow Analysis/Simulation
Dor-O-Matic/Ingersoll-Rand	\$ 265,000	Chicago	Industrial Engineering Manager
Wrigley	\$ 275,000	Nationwide, Foreign	Simulation/Time Motion Study/Warehouse Design
Clairol	\$ 60,000	Connecticut	Simulation
Cooper Tire	\$ 250,000	Ohio/China	Simulation
Lilly Pharmaceutical	\$ 150,000	Indiana	Simulation
McCormick	\$ 75,000	Maryland	Facility Modeling
Pharmavite	\$ 200,000	California	Simulation
The Form House	\$ 35,000	Suburban Chicago	Facility Modeling/Facility Layout
Bagcraft	\$ 275,000	Chicago	Simulation/Warehouse Design
Slater Steel	\$ 65,000	Suburban Chicago	Continuous Improvement
Tamor	\$ 240,000	Massachusetts	Facility Modeling/Facility Layout
Aldrich Chemicals	\$ 320,000	Wisconsin	Facility Modeling
CTS	\$ 60,000	China	Facility Layout
Solar Communications	\$ 120,000	Suburban Chicago	Facility Modeling/Facility Layout

OUTSIDE ACTIVITIES

Reino is actively involved in youth hockey and soccer. As president of the McFetridge Hockey Association for five years, He has significantly improved the hockey experience for the organization’s players and their families. Reino is an avid runner and has competed in middle distance races and has completed marathons and triathlons as well.