

Roller Goals: Photo Correction

In the September 2022 issue of Equipped there was an article about new tube cut-off machines that were purchased to increase roller capacity, create redundancy, and upgrade equipment. The photo used was of the current equipment and we'd like to share a photo of the new equipment.



NSI: The Numbers

Over the last year:

- Accounts Payable has processed over 340,000 vendor invoices and taken advantage of \$593,000 in discounts.
- Accounts Receivable has processed over 315,000 customer invoices.
- Managerial Accounting has costed over 74,000 jobs.

Over the past five years: Payroll has seen the number of IFMC employees increase by about 50% to over 1,200. This results in nearly 64,000 payroll checks issued over the past year.



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A Day in the Life: Numbers. Money. Forecasts. Data.

Successful businesses depend on accurate and timely accounting and financial processes. Stakeholders demand fiscal responsibility. Employees rely on their paychecks being on-time and accurate. Leadership depends on financial data to make decisions. Vendors rely on timely payments. Customers expect accurate invoices.

Northwood Solutions, Inc. (NSI) provides the financial and accounting services for IFMC businesses, taking great pride in the work they do.

ESI recently met with three NSI team members, each from a different area of NSI, to learn more about what their careers encompass.

Managerial Accounting Nicole Ross has been in Managerial Accounting at NSI since 2015. Her days, like the other eight people in the same role, consists of preparing reports and data analysis for their customers. They provide monthly direct margin cost reports to give customers an idea of how they are doing and how specific products/services are faring. They also prepare and send invoices for their customers, calculate inventory values and shipping weights, and are involved in the year-end inventory process.

The list of responsibilities is long so how do Nicole and her teammates know what to do first? They have a lot of deadlines to meet, which helps them prioritize their workload.

Although those in Managerial Accounting work independently quite often they do have frequent questions for others to gain clarification on numbers to make sure they are operating with a high level of accuracy.

Nicole loves her career at NSI. She appreciates that the whole team gets along well, sharing that they really are a great group of people who help each other out. She also likes when a new report comes out that she must become familiar with because she likes the opportunity to learn and grow.

Nicole says someone who pays great attention to detail, knows how to use Microsoft Excel, is a team player and is good at communicating could do well in this role.



IFMC Acronyms

Every business and industry has their own language that includes slang, acronyms, and other unique words and phrases. Do you hear acronyms in the IFMC that you aren't sure what it stands for? Below is a short list of some of the most common acronyms you may hear within the IFMC.

AROP: Accomplishments, Regrets, Opportunities, Priorities

BOL: Bill of Lading

BTO: Build to Order

BSU: Business Services Unit

BUP: Business Unit Profile

CDLR: Chain Driven Live Roller

HD: Heavy Duty

IBU: Independent Business Unit

IFMC: Interdependent Free-Market Consortium

IRL: Investment Readiness Level

MDR: Motorized Driven Roller

PC: Powder Coat

PE: Photo Eye

RFQ: Request for Quote

SS: Stainless Steel

TOR: Top of Roller

TOB: Top of Belt

TOC: Top of Chain

WPA: Weld, Paint, Assembly

Accounts Payable Bonnie Moran has worked for NSI from 2004 to nearly 2009 in various roles including: Accounts Payable, Accounts Receivable, Financial Accounting and Managerial Accounting. She then landed in Accounts Payable, where she is still focusing her efforts today. Of these roles her favorite is Accounts Payable because she gets to work with numbers, problem solve and most importantly, interact with others.

"The job seems like a lot of data entry," Bonnie explained, "but in the process of entering the data, the accounts payable team of nearly a dozen people is also making sure the numbers are accurate. They do things like making sure the purchase order matches the invoice, and that the description, quantity and pricing are accurate. They also approve invoices for payment, code items to the correct general ledger accounts, process credit applications and more."

Doing this takes a reasonable amount of communication as they check with others to verify numbers. They also pay close attention to discounts available and do what they can to take advantage of those.

"Sometimes people think what we do is redundant,"

Bonnie shared, "but it isn't. There are different vendors, different equipment, different companies, and they all do different things."

For success in Accounts Payable, accounting coursework helps. So does being a detail-oriented person. Bonnie said that although she has a degree in general studies, the accounting classes she took have been very valuable to her work and success at NSI.



Financial Accounting Jacob Braman absolutely enjoys his career. He joined NSI a few years ago after an accident limited the type of work he could do and he had to change careers.

Financial Accounting involves gathering information from NSI's Accounts Payable, Accounts Receivable, Payroll, and Managerial Accounting teams to produce over 180 separate financial reports for IFMC leaders each month. They also assist in preparing tax information and documents for audits, checking for accuracy of information every step of the way.

Jacob enjoys the problem-solving required in Financial Accounting. If something doesn't balance, he enjoys figuring it out. He appreciates that there is not a "close enough" mentality and that numbers must be exact and accurate, always balancing.

Going back to school after his first career allowed Jacob to learn about accounting practices. He said that what he learned in school is mirrored in what he does every day. In addition to accounting classes, he said having an eye for detail, a curiosity about why things are the way they are, knowledge of Microsoft Excel and the ability to learn new things quickly will all help in being successful in a Financial Accounting career at NSI.

ESI and Northwood University Partnership



Employment Services, Inc. & Northwood University

Partnership Announcement

A Business Degree that Provides a Lifetime of Returns

Employment Services, Inc. (ESI) has partnered with Northwood University to provide tuition reductions to employees/team members of ESI clients to help them reach their educational and professional goals. Employees will receive a **10% tuition discount** on undergraduate programs through the Adult Degree Program and a **15% discount** on a graduate program. Financial aid and scholarships are also available to students who qualify.

****Discount cannot be combined with other Northwood discounts or scholarships**

Associate's and Bachelor's Options for Working Adults:

Northwood offers opportunities to start – or finish – what you may have already started with [flexible options for busy lifestyles](#). Northwood's community college partnership makes transferring easy, and academic advising support throughout Northwood's programs will ensure you have the support and resources you need to succeed:

- [Earn up to 30 credits for your prior work and life experiences](#)
- Transfer up to 92 previously earned credits
- [Choose from more than 15 specialty concentrations](#)
- Utilize Northwood's flexible onsite and online programs to set a schedule that works for you
- [Military – friendly designation for both active and non-active \(including immediate family\)](#)

Graduate Degree Options

Equip yourself with leadership essentials to transform into a standout thinker and problem solver with competitive business insight. If you're ready to take your career to the next level, Northwood's DeVos Graduate School of Management offers a variety of graduate programs:

Master of Business Administration (MBA)	100% Online
Master of Science in Business Analytics (MSBA)	100% Online
Master of Science in Finance (MSF)	100% Online
Master of Science in Human Resources (MSHR)	100% Online
Master of Science in Organizational Leadership (MSOL)	100% Online
Doctor of Business Administration (DBA)	100% Online



[Apply Online](#) or learn more by contacting Steve at the information below.

Steve Genschaw

Admissions Representative – Alpena/Gaylord (989) 590-1399

genschaw@northwood.edu

Leadership Brags

The following brags were submitted to ESI for publication.

There were no leadership brags submitted for this Equipped.

Leaders may submit information for future editions (new hires, promotions, retirements, completed trainings, etc.) to jackie.krawczak@kabu.net.

Events/Dates to Remember

Equipped Live

October 24, 2022

Time: 6:00 p.m.

Topic: To Be Announced

Location: Microsoft Teams; an email invite will be sent in advance of the event and a reminder the day of

Cost: free

New Employee Orientation

October 18, 2022

Time:

Session 1: 8 - 9:30 am

Session 2: 3 - 4:30 pm

Location: Conference room, downstairs 111

Cost: free for new hires (three months and newer); \$40 for anyone else

Space is limited, registration is required





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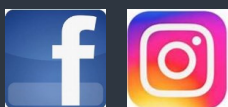
info@358-jobs.com

Misc. Opportunities / Competencies / Career Questions

989.358.JOBS (5627)

jobs@358-jobs.com

Find ESI on



Your Health Matters

A message from USI, ESI's health insurance broker.



Practice Good Healthcare Consumerism

As healthcare costs continue to rise, it's increasingly important to take an active role in decisions about your health, the care you receive, and your health plan. Here are some tips to help you get the most for your money.

Your Health Plan



Select the right health plan. Know how much you spent on healthcare last year to compare plans.



Use tools. Many plans have tools to help you find an in-network provider, compare costs of services, or direct you to the right place, such as telemedicine. Some plans offer a "navigator," or someone to help you find the best place for preventive care, treatment or tests based on your plan.

At the Doctor's Office

- **Make a list of your questions, symptoms or concerns** before visiting a care provider. Be sure to address all your issues — the fewer appointments you need to make, the less money you'll spend.
- **Keep records of appointments** and visits, including provider name, procedures or tests performed, and supplies or medications received or purchased.
- **Get copies of charges** at the time of service, or have copies mailed to you.
- **Keep track of explanation of benefits (EOBs)** you receive and compare them to invoices you receive. Record the dates payments are made.

At the Hospital

- **Find out how much you owe** in advance, if possible. Get an estimate from your provider and contact your plan about your coverage.
- **Ask about the procedure** — can it be performed in an outpatient setting rather than an inpatient setting? Comparing the cost of services can lead to big savings.
- **Ask for a semi-private room**, rather than a private room, to save on costs.
- **Know when to go to the emergency room (ER) versus urgent care** to avoid unnecessary expenses. If an illness or injury is too serious to wait for a scheduled doctor appointment, but is not an emergency, urgent care is the best choice.

At the Pharmacy

- **Follow instructions.** Medications are most effective when used according to your physician's instructions.
- **Ask about an over-the-counter (OTC) alternative.** Your provider should know if an OTC medication would be appropriate for your condition, rather than a prescription medication.
- **Ask about generics.** Your provider should know if a generic version or less expensive drug is just as effective as the prescribed drug.

Sources:
drugsforless.org/patient-education
healthcare.gov/faq-and-reading-health-care-costs
drugsforless.org/patient-education/index.html

Treatment Disclaimer: This material is for informational purposes and is not intended to be exhaustive nor should any discussion or opinion be construed as legal advice. Contact your broker for insurance advice, tax professional for tax advice, or legal counsel for legal advice regarding your particular situation. USI does not accept any responsibility for the content of the information provided or for consequences of any actions taken on the basis of the information provided. ©2022 USI Insurance Services, all rights reserved.