

From: [BCG Terminal Funding Company](#)
To: [Terry McCauley](#)
Subject: The Pension Insider-March Issue
Date: Tuesday, August 07, 2012 1:44:21 PM



The Pension Insider

March, 2012 - Volume 23, Edition 1

The Pension Insider is a monthly newsletter developed for Actuaries, Third Party Administrators, Attorneys, and Consultants who work in the pension arena. The Pension Insider was created to share ideas, success stories, coming events, and industry specific articles.

BCG Terminal Funding Company specializes in settling pension liability for terminating and ongoing pension plans. Today's Solutions for Tomorrow's Needs.

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Hickory Springs Manufacturing Company Named Plan Sponsor's 2012 DB Plan Sponsor

We are pleased to announce that our client, Hickory Springs Manufacturing Company, based in Hickory, North Carolina, has been selected as Plan Sponsor Magazine's Defined Benefit Plan Sponsor of the Year for 2012. The international company was founded in 1944 as a producer of furniture springs. Since then, Hickory Springs has grown into one of the nation's largest integrated manufacturers to the furniture and bedding industries with more than 50 operating facilities in 16 states and China.

In 2011, Hickory Springs participated in the first pension "Buy-In" transaction in the U.S. Advised by BCG, Hickory Springs signed on as the inaugural client of Prudential Financial Inc.'s Portfolio Protected Pension Buy-In Product, a separate account solution that helps plan sponsors move pension risk and better fulfill their pension obligations, heralding the entry of this type of product into the United States marketplace. By participating in the first "Buy-In", they acknowledged their commitment to their Pension Plan and to their employees and the importance of their benefits, and also trying to eliminate the risks associated with managing the investments in a pension plan.

We believe that the honor that Plan Sponsor has bestowed upon Hickory Springs Manufacturing Company reinforces their commitment to looking out for their employees by maintaining the health and longevity of their Pension Plan. We salute Hickory Springs on being honored!

Historic Transaction Meets Plan Sponsor's Risk Transfer Needs

It is the one year anniversary of the first Pension Buy-In transaction involving our firm, Hickory Springs Manufacturing and Prudential and the chatter has not slowed down.

Just in the last few weeks, Prudential released a case study on the Pension Buy-In Transaction and Hickory Springs was named by Plan Sponsor Magazine "Plan Sponsor of the Year". Working through all the regulatory, accounting and actuarial hurdles has paid off and paved the way for other plan sponsors to consider a

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pension risk transfer strategy for their defined benefit plan.

Please [click here](#) to review the case study and send any questions to mdevlin@bcgtermfund.com.

Annuity Rates

Standard Pension Closeout/Terminal Funding Case Rates

No lump sums, no disability or unusual provisions

Immediates - 3.25%

Deferreds - 3.75%

50/50 Split of Immediates and Deferreds - 3.5%



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