

**From:** [BCG Terminal Funding Company](#)  
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**Subject:** The Pension Insider-September Issue  
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## The Pension Insider

September, 2012 - Volume 29, 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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### **Hear Directly from BCG's Client, Hickory Springs Manufacturing Company on Completing the U.S.' First Pension Buy-In Transaction with Prudential**

Many people have read and learned more about the Nation's first pension buy-in completed by Prudential Life Insurance Company. Now you can hear in further detail the process as discussed by the Plan Sponsor, Steve Ellis, CFO of Hickory Springs Manufacturing Company. You will also learn about how they made the decision to de-risk their Defined Benefit Plan using a buy-in with Prudential, as well as how BCG Terminal Funding Co. worked closely with Hickory Springs to complete this first buy-in transaction in the U.S. in 2011.

To hear directly from Steve Ellis/Hickory Springs  
[click here](#)

### **Have We Been Using the Wrong Pension Metric?**

An article in the **Ai-CIO** discusses the benchmark metric we have been using might be the wrong measure to analyze the pension health of defined benefit pension plans.

[www.ai-cio.com](http://www.ai-cio.com)  
[click here](#)

### **Alan Taylor Things De-Risking is Worth the Cost**

In a recent article in **Ai-CIO** you can read why Alan Taylor, Senior HR Manager for a European car parts manufacturer, DENSO, thinks de-risking is worth the cost.

[click here](#)

### Annuity Rates

### **Standard Pension Closeout/Terminal Funding Case Rates**

*No lump sums, no disability or unusual provisions*

**Immediates - 3.00%**

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**Deferreds - 3.25%**

**50/50 Split of Immediates and Deferreds - 3.12%**



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