

MEMO# 3456

January 20, 1992

"THE SMALL PENSION PLAN MARKET"

January 20, 1992 TO: BOARD OF GOVERNORS NO. 6-92 MEMBERS - ONE PER COMPLEX NO. 3-92 DIRECT MARKETING COMMITTEE NO. 2-92 OPERATIONS COMMITTEE NO. 2-92 PENSION COMMITTEE NO. 5-92 PUBLIC INFORMATION COMMITTEE NO. 3-92 RESEARCH COMMITTEE NO. 1-92 SALES FORCE MARKETING COMMITTEE NO. 2-92 SHAREHOLDER COMMUNICATIONS COMMITTEE NO. 2-92 SMALL FUNDS COMMITTEE NO. 1-92 INDUSTRY STATISTICS COMMITTEE NO. 1-92 MARKETING POLICY COMMITTEE NO. 3-92 RE: "THE SMALL PENSION PLAN MARKET"

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@@@@@@@@@@@@@@@@ I enclose a copy of the most recent publication from the Research Department, "The Small Pension Plan Market - The Views of Plan Sponsors." The report details findings of research undertaken to examine the role of small pension plan sponsors in their management of pension plans, their needs for various services and the related role of mutual funds. The study covers plans with total pension assets of less than \$25 million including a segment for plans less than \$1 million. For easier application, the report is divided into two sections: Part I presents findings for defined contribution plans and Part II for defined benefit plans. For comments or questions about this or other research reports, please contact the ICI Research Department at (202) 955-3581. Jacob S. Dreyer Vice President and Chief Economist