

# Potential Pawtucket buyer still deciding

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One potential buyer of Pawtucket Mutual and Narragansett Insurance Co. hopes to be able to decide by early this week whether he will be proceeding with the deal.

Steven Doucette, CEO of Great Northwest Insurance Co., has been meeting with private equity partners, Rhode Island regulators and rating agencies. Without being specific, he said there are several issues that need to be addressed before he can decide whether to move ahead with the deal.

Before Labor Day, he met some of the company's 350 independent agents who showed at scheduled meetings in the Northeast.

"I thought they went well," he said of the agent meetings. He said he was encouraged by the turnout and the reception he and his company ideas were given by agents.

Pawtucket Mutual Insurance Co. and its subsidiary, Narragansett Insurance Co., are currently under rehabilitation by the Rhode Island Department of Business Regulation.

Great Northwest is an underwriting manager with a unique business model called the Micro Insurance Company, which places most sales, underwriting, claims and administrative functions at the agency level using a web-based technology. Using this model, GNIC boasts low underwriting and loss adjustment costs.

Great Northwest is domiciled in Sun Valley, Idaho, and currently does about \$27 million in personal lines and small commercial business in Washington, Oregon, and 10 additional states. In buying PMIC, Great Northwest would triple its premium writings and double its geographic reach by obtaining the PMIC licenses to write in a dozen eastern states, including the New England states. □