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CNA National Marks 40 Years as Top Provider

The company is celebrating its 40th anniversary and noting many achievements since its founding in 1982.

Scottsdale, Ariz.—January 25 is a significant date in the history of CNA National, with this year marking the company’s 40th anniversary. The organization was incorporated in 1982 by founders Paul and Judy Askos, who envisioned an F&I provider that focused on being the best rather than the biggest. That philosophy has guided CNAN throughout the decades as it grew to become the industry leader it is today.

“It is truly thrilling to be celebrating this special occasion,” said Joe Becker, the company’s president and CEO. “Finance and insurance is a critical, competitive and ever-changing industry. Not many companies can claim the longevity that we have. It is a testament to the dedication, loyalty and perseverance of our staff, agents and dealers. I want to extend sincere thanks to everyone whose efforts have contributed to CNA National’s success.”

Over the years, CNAN has seen many changes and exponential growth. Starting with just a handful of employees in Scottsdale, it has expanded to a significantly larger team with members positioned locally and across the U.S., including a robust sales force. In its first year, the company was represented by only four agencies; today it boasts hundreds of individuals marketing a wide range of products to dealerships nationwide.

The first product introduced by CNAN was the “A Series” vehicle service contract, with 2,700 in force at the end of 1982. Over the years, the organization has added its Pro Certified warranty, GAP waiver, tire-and-wheel options, a Lifetime warranty and wrap program, plus seven ancillary products with bundles. All told, the company now has millions of contracts in force. Additionally, CNAN has built an unmatched repertoire of participation offerings that include NCFC, CFC, Dealer Equity and DOWC structures.

The company has collected an unmatched number of awards in 40 years, including 31 Dealers’ Choice Awards with 21 of those being first-place accolades; recognition by J.D. Power and Associates in 2003 for “Highest Overall Dealer Satisfaction” among service contract providers; and a finalist in 2015 for the Better Business Bureau’s Ethics Awards. It has also earned the exclusive endorsement of the American International Automobile Dealers Association (AIADA) for the past 27 years.

Yet another indicator of CNA National’s strength and stability is an impressive list of long-term employees who have worked for the company for 10, 20 and even over 30 years. As just one example, Diana Grimes started in 1984 in the Accounting Department processing checks and now serves as vice president of sales administration.

“Paul and Judy were role models for me. The way they treated their employees and customers is a legacy that continues to live on,” said Grimes. “Their philosophy of ‘just do the right thing’ is the filter through which I view my work and relationships with my team, as well as the agents and dealers I serve. I feel privileged to have grown up with this company and am proud of how we’ve endured and persevered over the years.”

“With an ongoing commitment of doing right by its clients, CNA National is well positioned to continue its success for many more years to come,” said Becker.

About CNA National Warranty Corporation

CNAN is a recognized leader in the vehicle service contract industry. Since its inception, it has grown to become a top finance and insurance provider for automobile dealers, with more than four million contracts in force. The company offers a choice of reinsurance structures (both controlled foreign corporation and non-controlled foreign corporation) as well as GAP coverage and tire-and-wheel protection. It has been named “Best Provider” in *Auto Dealer Today’s* Dealers’ Choice Awards for 17 consecutive years (2005-2010, 2012-2021 for service contracts, and 2011-2013, 2017 and 2020 for reinsurance). In addition, CNAN was the first and one of only two service contract companies recognized for “Highest Overall Dealer Satisfaction” by J.D. Power and Associates.* The company’s service contract program has had the exclusive endorsement of the American International Automobile Dealers Association (AIADA) since 1995. Learn more at CNANational.com.

*J.D. Power and Associates 2003 Dealer Service Contract Satisfaction StudySM based on 5,053 dealer evaluations, www.jdpower.com

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