

# CSCRL SPRING SYMPOSIUM

DEMAND DRIVEN SUPPLY CHAINS

APRIL 16-17, 2020

SPEAKER BIO

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## JOHN P. GAINOR

RETIRED PRESIDENT AND CHIEF EXECUTIVE OFFICER INTERNATIONAL DAIRY QUEEN, INC.; CURRENT DIRECTOR SAIA, INC. AND JACK IN THE BOX, INC.

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### SESSION TITLE

SUPPLY CHAIN – THE  
FOUNDATION FOR GROWTH IN  
THE FOODSERVICE INDUSTRY

John Gainor is the former President and Chief Executive Officer of International Dairy Queen, Inc. (IDQ), a Berkshire Hathaway company. Gainor served in this role from July 2008 until his retirement at the end of 2017. He was responsible for overseeing all aspects of this \$4.5 billion-dollar brand which included 6,900 restaurants in the Dairy Queen, Orange Julius and Karmelkorn systems throughout the United States, Canada and 28 other countries. In 2015 Gainor was a recipient of the Golden Chain Award by Nation's Restaurant News, an award that celebrates the best leaders in the restaurant industry selected for running industry leading operations, mentoring top teams and creating opportunities for others.

Gainor began his career with IDQ in September 2003 as Chief Supply Chain Officer for Unified Supply Chain, Inc., a wholly-owned subsidiary of IDQ. He oversaw the management of all supply chain functions for IDQ including purchasing, logistics, distribution, dairy, frozen novelties, equipment and supplies.

Prior to joining IDQ Gainor held various executive positions in the food service industry.

He was the President and co-founder of Supply Solutions, Inc., which designed and implemented supply chain and logistics solutions for national chain restaurants. His background includes working with franchisors as well as the distribution side of the quick-service and casual dining restaurant industry.



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## SPEAKER BIO CONTINUED

His experience was achieved through leadership roles with Burger King Distribution Services, ProSource Inc., AmeriServe and as a founding partner with Consolidated Distribution Corporation, a leading foodservice redistributor. Gainor launched his career in the transportation industry and for a decade held executive positions with Warner Lambert, a Fortune 150 pharmaceutical and consumer products company.

John Gainor currently serves as a Director on the board of Saia, Inc. (NASDAQ: SAIA), a leading regional and interregional less than truckload and third-party logistics provider that services forty-one states, Canada, Mexico and Puerto Rico. He serves on both the Audit Committee and chairs the Nominating and Governance Committee with Saia, Inc.

Gainor also currently serves as a Director on the Board of Jack in the Box Inc. (NASDAQ: JACK), one of the nation's leading fast-food hamburger chains with more than 2,200 quick-service restaurants in twenty-one states and Guam. He serves on both the Compensation and Nominating and Governance Committee with Jack in the Box Inc.

Gainor was elected in 2019 as a National Trustee on Ohio University's Board of Trustees and is a member of the Academics and Student Success Committee and the Governance Committee.

