

# CSCRL SPRING SYMPOSIUM

DEMAND DRIVEN SUPPLY CHAINS

APRIL 16-17, 2020

ABSTRACT

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## SUPPLY CHAIN – THE FOUNDATION FOR GROWTH IN THE FOODSERVICE INDUSTRY

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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The establishment of an efficient supply chain is vital for the development and growth of any global restaurant chain. Supply chain management, an area of discipline that once was an afterthought, has emerged as a key driver of service, growth and profitability. Mr. Gainor will share how Berkshire Hathaway owned International Dairy Queen leveraged its supply chain enabling this eighty year old brand to expand to nearly 7,000 locations in twenty-seven countries.

