

# Jim Cantalupo Quotes

*Years, Thinking, Focus, Mcdonalds, Discipline, Salad, Running, Track, Lifestyle,  
Two, Infrastructure, Why Not, Balance, Cash, Growth, Lines, Return, Growing,  
Dinner, Said*

You have got to have discipline and focus - on the customer and how you run the business.

~Jim Cantalupo

Some of the analysts were saying, Now you're a cash cow, there's no growth at all, pay it all out in dividends, give me it all, you can't invest wisely.

~Jim Cantalupo

But, on balance, we seized the marketplace. We've got a great infrastructure. And yes it's struggling in some areas because of some external factors and some internal factors.

~Jim Cantalupo

We cover hamburgers, chicken, veggie burgers, salads, we've got a pretty broad range. To me, McDonald's isn't only about the food. It's about the prices, it's about the way we eat.

~Jim Cantalupo

Playtime and toys are good for kids, or they wouldn't buy them. McDonald's can provide that experience. And having dinner with the family is good for kids.

~Jim Cantalupo

McDonald's is almost 50 years old. For 47 years we had a pretty consistent track record of being able to deliver admirable sales.

~Jim Cantalupo

I think we'll still be a family restaurant, we'll be contemporary, we'll be lifestyle, we won't be old, we won't be 60 years old in the view of the consumer.

~Jim Cantalupo

And so if your competitors aren't growing, if there isn't a competitive

reason to grow, and you want focus and discipline to add customers to existing stores, you adjust your strategy.

~Jim Cantalupo

I think we have a great track record on being relevant, on identifying consumer trends, needs and wants.

~Jim Cantalupo

But you know the second month I was here I put out a healthy lifestyles directive. The pundits will say it was because we were sued. Well that's what they say. It was never about that.

~Jim Cantalupo

So Europe's a big driver. And at one point, if the euro hadn't devalued, they would have been making as much money as the US with half the stores. Returns were higher.

~Jim Cantalupo

But we had a pretty diversified portfolio of businesses around the world and things tended to offset each other. But one or two years ago, we had a lot of things happening at the same time.

~Jim Cantalupo

As I said, I haven't spent a lot of time thinking about partner brands.

~Jim Cantalupo

When you raise prices, you've got to make sure you get it to the bottom line. You can fritter it away because of the way you're running the business, with maybe not a totally disciplined approach.

~Jim Cantalupo

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