



Gibraltar Industries Appoints John Neil as VP Strategic Operations

August 1, 2016

ITW Veteran to Drive 80/20 Business Simplification and Operational Improvement Initiatives

VP, Supply Chain John Wagner to Lead New Corporate-Wide Outsourcing Program as 80/20 Process Enters Middle Innings

BUFFALO, N. Y.--(BUSINESS WIRE)--Aug. 1, 2016-- Gibraltar Industries, Inc. (Nasdaq: ROCK), a leading manufacturer and distributor of products for residential and industrial markets, announced today that John Neil has joined the Company in a new role as Vice President Strategic Operations to continue to drive the 80/20 business simplification process while further improving operational excellence across the Company. Neil joins Gibraltar after a 26-year career with Illinois Tool Works Inc., and more recently from SFS Intec. Neil will report to President and CEO Frank Heard.

Working in concert with John Neil, Vice President, Supply Chain John Wagner, who spearheaded the successful launch and initial implementation of Gibraltar's 80/20 program, will lead a new initiative to drive "make-versus-buy" decisions through a comprehensive outsource initiative across the Company.

"The hiring of John Neil to lead our 80/20 business simplification and operational improvement efforts dovetails perfectly with John Wagner's broadened responsibilities to oversee an enterprise-wide make-versus-buy effort as we enter the next phase of 80/20," said Heard.

"John Neil will partner with our operational managers to drive trade focus, business simplification and improvement initiatives across the Company, leading to a stronger emphasis on key markets, enhanced customer partnerships, and a more innovative portfolio of products and services," said Heard. "With his deep and proven experience at ITW and his operational expertise, John will take actions to help Gibraltar develop a greater strategic connection to targeted end-user segments. We welcome John to the team and look forward to his contributions."

"John Wagner has done an exemplary job in launching 80/20 and taking us through the initial 'innings' of the process," said Heard. "We now look forward to leveraging his expertise in supply chain to lead a critical new corporate-wide outsourcing program as we enter the middle innings of the 80/20 process. We thank John for his leadership with the 80/20 initiative and congratulate him on his newly expanded role."

Prior to joining Gibraltar, John Neil was VP & General Manager, Construction North America for SFS Intec for the past three years. Prior to that, Neil spent 26 years at Illinois Tool Works Inc., most recently as General Manager of ITW Industrial Fastening. He holds a Bachelor of Science Degree in Industrial Management and Business Marketing from the University of Akron and an MBA from DePaul University.

About Gibraltar

Gibraltar Industries is a leading manufacturer and distributor of building products for the industrial, infrastructure and residential markets. With a four-pillar strategy focused on operational improvement, product innovation, acquisitions and portfolio management, Gibraltar's mission is to drive best-in-class performance. Gibraltar serves customers worldwide through facilities in the United States, Canada, England, Germany, China, and Japan. Comprehensive information about Gibraltar can be found on its website at www.gibraltar1.com.

Safe Harbor Statement

Information contained in this news release, other than historical information, contains forward-looking statements and is subject to a number of risk factors, uncertainties, and assumptions. Risk factors that could affect these statements include, but are not limited to, the following: the availability of raw materials and the effects of changing raw material prices on the Company's results of operations; energy prices and usage; changing demand for the Company's products and services; changes in the liquidity of the capital and credit markets; risks associated with the integration and performance of acquisitions; and changes in interest and tax rates. In addition, such forward-looking statements could also be affected by general industry and market conditions, as well as general economic and political conditions. The Company undertakes no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by applicable law or regulation.

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