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That Stick!*



December 2020 Issue

As We Close the Door on 2020.....

We think it's safe to say that everyone is looking forward to closing the books on 2020 and moving on to a new year. It's been a challenging time for everyone. While we are very grateful that we were able to stay the course and survive to this point, we are very cognizant that many businesses did not. While we are very fortunate that no one in the McCourt family was lost to Covid, our hearts go out to all those families that did indeed suffer a loss. We express a deep and sincere gratitude to all the first responders, front-line workers, teachers, as well as parents with young children, who continue to face this pandemic with everything they have.

This year has brought about a lot of challenges, but we think it also has brought about a sense of closeness and camaraderie. We learned how to telework, that Zoom calls are way better than emails and phone calls, and the added family time as everyone quarantined was something to cherish as opposed to our normal hustle and bustle lives.

We know we are not out of the woods but we want to let you know how much we truly appreciate the trust and confidence you continue to place in us. We are always open to suggestions for improvement, so, please do not hesitate to reach out to us with better ways we can serve you.

On behalf of everyone at McCourt Label Company, we wish you the best over the holiday season and a healthy and prosperous 2021!





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David Ferguson, President & CEO of McCourt, Set to Retire at Year End

After 25 years at McCourt Label, President and CEO David Ferguson is set to retire at the end of the year. Mr. Ferguson is the second longest tenured President in McCourt's extensive history and has played an integral role in expanding the business and shaping the customer-centric company culture. His hard work and dedication as a labeling problem-solver has truly embodied the company tagline: "Solutions that Stick!"



Sharon Zampogna, Vice President of Sales, has worked alongside him for many years and had this to say, "Working under Dave's leadership my past 23 years here at McCourt has been a true joy. He has not only led this company to what we are today, but personally has been an unbelievable coach, mentor, and friend. He has shaped me into who I am today and for that I'm eternally grateful. I wish him nothing short of the best in his retirement."

Mr. Ferguson had this to say about his time at McCourt, "I have spent the last 25 years doing what I love: working with a fantastic team of people here at McCourt. It's the people who make the business work and I have been blessed to be associated with all of you. It takes a ton of dedication and commitment to keep a small business running in these times and McCourt could not be in better hands. The future is bright! Never forget that we succeed as a team working together. Treat your co-workers and customers well and they will return the favor."

He also plans on making the most of his free time during retirement: "I will have more time to spend with my kids and granddaughter, and have more time to pick up my violin and start playing again, as well as doing more hiking around the area and up in the Adirondacks."

The entire McCourt Team extends our sincere gratitude to Mr. Ferguson and we wish him all the best in his retirement! We will continue to utilize the knowledge and skills he has imparted over the years to provide our customers with the highest quality and most innovative labeling solutions for any application.



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Sal Luzzi Named President & CEO of McCourt

McCourt Label Company is pleased to announce the appointment of Sal Luzzi as its new President and CEO, effective January 1, 2021. Mr. Luzzi has been an employee of McCourt since 2001 and key member of McCourt's executive leadership team since 2016. He will take over from David Ferguson, who has led the company for 25 years. Mr. Ferguson will remain on the board.

Reflecting on his appointment, Sal said: "I am excited to have been selected to lead this amazing company. We have a great family-based culture, broad capabilities and a winning strategy that will enable us to remain strong during these tumultuous times. Building on this success is a challenge that I accept with humility, determination, and resoluteness. I will continue to place our customers at the center of our efforts and decision-making process. I am determined to continue McCourt's momentum based on our differentiated offering, our unique blend of manufacturing capability, innovation, and outstanding customer service. My mission is to lead McCourt to even greater things. The bar I set for myself and my team is high. I am taking over from an experienced management team and filling their shoes will be no easy feat. I thank them for their support and that of my teammates which has enabled me to reach this point in my career. I will do my best to assure everyone that their faith in me is well placed. The company is in great shape operationally and financially and has a very solid base on which to build. Our capability extends to leadership in prime label, oil change reminders, auto apply systems and support of nonprofit fundraisers. I plan on expanding these markets and looking for new opportunities to innovate in the label market space."



Sal, who was born in Bradford has a BS in Environmental Science from Allegheny College and an MBA in Finance from St. Bonaventure University. He lives in Lewis Run with his wife Shannon, and two children Paul and Ryann.