

THE PRIVATE LABEL THEORY

Successful brands do many things alike. At the top of that list is the primary product identifier. In clothing, it's the neck label. You can make a case that the smallest print has the biggest impact. At minimum it says this is a custom made garment directly from the brand you are supporting. It says you care. It provides a far better connection than a "me-too" co-branded souvenir tee.

