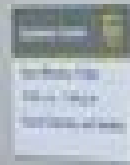


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**United States. Defense Logistics
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appear in isolation as a rare David with the bravado to confront a Goliath but taken together they represent a seismic shift in a business model that has lasted more than a century As Lawrence Ingrassia former business and economics editor and deputy managing editor at the New York Times shows in this timely and eye opening book a growing number of digital entrepreneurs have found new and creative ways to crack the code on the bonanza of physical goods that move through our lives every day They have discovered that manufacturing marketing logistics and customer service have all been flattened where there were once walls that protected big brands like Gillette Sealy Victoria s Secret or Lenscrafters savvy and hungry innovators now can compete on price value quality speed convenience and service Billion Dollar Brand Club reveals the world of the entrepreneurs venture capitalists and corporate behemoths battling over this terrain And what fun it is It s a massive high stakes business saga animated by the personalities flashes of insight and stories behind the stuff we use every day

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