



May 20, 2016

**VIA CERTIFIED MAIL**

BJ's Wholesale Club  
40 Black Rock Turnpike  
Fairfield, CT 06825

BJ's Whole Club Headquarters  
25 Research Drive  
Route 9  
Westborough, MA 01581

Re: Deceptive in-store signs featuring inaccurate wine ratings

Dear Sir or Madam:

I am writing to you on behalf of Truth in Advertising, Inc. ("TINA.org"), a nonprofit consumer advocacy organization based in Connecticut dedicated to protecting consumers nationwide from deceptive advertising. A TINA.org investigation has revealed that BJ's Wholesale Club in Fairfield, CT deceptively displays signs that promote high wine ratings and other favorable characteristics, while the actual wines being sold in conjunction with the signs are different vintages than the ones that are rated, and therefore either do not have the same rating or do not have a rating at all.

For example, BJ's Wholesale Club features a sign for Cupcake Vineyards Sauvignon Blanc that highlights a "recent" rating from 2008 of 90 points from Wine Spectator, as well as other favorable characteristics, which is being used to sell a Cupcake Vineyards Sauvignon Blanc from 2015, a vintage that Wine Spectator has never rated.



As you must know, the quality of a wine can differ significantly with each vintage and consumers rely on ratings and descriptions from wine critics to help them make informed purchasing decisions. There can be no question that the marketing practice explained above is deceptive and lures consumers into buying a wine that is different from what they believe they are purchasing. For this reason, we are alerting the Connecticut Department of Consumer Protection of the use of this deceptive marketing tactic in liquor stores in the state. We urge you to remove all deceptive signs from your store immediately.

Sincerely,

Laura Smith, Esq.  
Legal Director  
Truth in Advertising, Inc.