



May 19, 2016

VIA CERTIFIED MAIL

Wine & Liquor Outlet
528 Boston Post Road
Orange, CT 06477

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 Wine & Liquor Outlet in Orange, 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, Wine & Liquor Outlet features a sign for Stag’s Leap Sauvignon Blanc 2009 that highlights a rating of 91 from Wine & Spirits, as well as other favorable characteristics, which is being used to sell a Stag’s Leap Sauvignon Blanc from 2014, a vintage that Wine & Spirits has never rated.



Similarly, Wine & Liquor Outlet features the sign below for a 2011 bottle of Arrowood Cabernet Sauvignon, which indicates that Wine Enthusiast gave the wine a 92-point rating, while Wine Enthusiast informed TINA.org that it has never rated the Arrowood 2011 Cabernet Sauvignon. Rather, the 92-point rating was awarded to the 2005 and 2007 Arrowood Cabernet Sauvignon.



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.