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8 SUPERIOR COURT OF THE STATE OF CALIFORNIA
9 COUNTY OF SAN DIEGO – CENTRAL
10

11 YISROEL GOLDSTEIN, ISRAEL
DAHAN, L.D.1, a minor, by and through
12 his Guardian Ad Litem, EDEN DAHAN,
L.D.2, a minor, by and through her
13 Guardian Ad Litem, EDEN DAHAN,
SHIMON ABITBUL, DANNY ALMOG,
14 N.A., a minor, by and through his Guardian
Ad Litem, HILA ALMOG, Y.A., a minor,
15 by and through her Guardian Ad Litem,
HILA ALMOG,

16 Plaintiffs,

17 v.
18

19 JOHN T. EARNEST, an individual; LISA C.
EARNEST, an individual, JOHN A.
20 EARNEST, an individual, STATE OF
CALIFORNIA, DEPARTMENT OF FISH
21 AND WILDLIFE, STATE OF
CALIFORNIA, DEPARTMENT OF,
22 JUSTICE; SAN DIEGO GUNS, a California
Limited Liability Company, AMERICAN
23 OUTDOOR BRANDS CORPORATION, a
Nevada Corporation, SMITH & WESSON
24 BRANDS, INC., a Nevada Corporation, and
DOES 1 through 100,
25

26 Defendants.
27
28

No. 37-2020-00016638-CU-PO-CTL

**BRIEF OF AMICUS CURIAE PUBLIC
CITIZEN IN SUPPORT OF PLAINTIFFS’
OPPOSITION TO DEFENDANT SMITH
& WESSON’S DEMURRER TO
PLAINTIFFS’ FIRST AMENDED
COMPLAINT**

Date: June 8, 2021

Time: 10:00 a.m.

Dept.: C-66

Judge: Hon. Kenneth J. Model

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INTEREST OF AMICUS CURIAE*

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2 Amicus curiae Public Citizen, a nonprofit consumer advocacy organization with members
3 in all 50 states, appears before Congress, administrative agencies, and courts on a wide range of
4 issues, and works for the enactment and enforcement of laws protecting consumers, workers, and
5 the public. Public Citizen has a longstanding interest in First Amendment issues—particularly
6 those raised when corporations assert that enforcing valid consumer-protection laws infringes
7 freedom of speech—and has long played a role in the development of commercial-speech
8 doctrine. Public Citizen has appeared as amicus curiae to address commercial-speech issues in
9 many cases concerning public health or other important government and public interests. *See, e.g.,*
10 *Expressions Hair Design v. Schneiderman*, 137 S. Ct. 1144 (2017); *Lorillard Tobacco Co. v.*
11 *Reilly*, 533 U.S. 525 (2001); *Am. Bev. Ass’n v. City & County of San Francisco*, 916 F.3d 749
12 (9th Cir. 2019); *Retail Digital Network, LLC v. Prieto*, 861 F.3d 839 (9th Cir. 2017).

13 Public Citizen is concerned that, in recent years, corporations have sought to use the First
14 Amendment as a tool to stifle legitimate economic regulatory measures and consumer protections.
15 Attempts by industry to blur or erase the distinctions that commercial-speech doctrine draws
16 between regulation of conduct and regulation of speech, as well as between commercial speech
17 and fully protected speech, threaten to tilt the First Amendment balance against laws and
18 regulations that serve important public interests and to hamstring the government’s ability to
19 regulate commerce for the protection of consumers. In this case, for example, defendant Smith &
20 Wesson Brands and its amici raise the First Amendment as a basis for granting Smith & Wesson’s
21 demurrer to the plaintiffs’ claims against the company arising under the common law and
22 California’s unfair competition law (UCL), Cal. Bus. & Prof. Code § 17200. Public Citizen
23 respectfully submits this brief to discuss the proper framework for applying First Amendment
24 principles to plaintiffs’ claims.

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* This brief is submitted pursuant to a motion for leave to file, filed concurrently herewith, and the Court’s order dated February 18, 2021, providing for submission of amicus briefs in support of plaintiffs. This brief was not authored in whole or part by counsel for a party; no party or counsel for a party contributed money that was intended to fund preparing or submitting this brief; and no person other than the amicus curiae or its counsel contributed money that was intended to fund preparing or submitting this brief.

1 **ARGUMENT**

2 **I. The First Amendment does not require dismissal of Plaintiffs’ common-law**
3 **claims.**

4 Plaintiffs are congregants of the Chabad of Poway synagogue who allege physical and
5 emotional injuries arising from a shooting that occurred at the synagogue by an individual using
6 a Smith & Wesson M&P 15 rifle. First Amended Complaint (FAC) ¶¶ 1–3, 22–30. They bring
7 three common-law claims against Smith & Wesson for its role in manufacturing and distributing
8 the weapon: (1) defective design, FAC ¶¶ 174–82 (first cause of action); (2) negligence,
9 *id.* ¶¶ 195–209 (third cause of action); and (3) public nuisance, *id.* ¶¶ 228–42 (sixth cause of
10 action).

11 Smith & Wesson and its amici argue that the First Amendment requires dismissal of the
12 negligence and public nuisance claims because Plaintiffs’ allegations rest in part on Smith &
13 Wesson’s advertising. That argument is incorrect. Plaintiffs’ common-law claims do not raise
14 First Amendment concerns to the extent they are directed to Smith & Wesson’s overall course of
15 conduct, rather than its speech. To the extent that Plaintiffs’ claims are directed to Smith &
16 Wesson’s advertising, those claims pass muster under the First Amendment standards applicable
17 to regulation of commercial speech.

18 **A. Plaintiffs’ common-law claims directed at Smith & Wesson’s course of conduct**
19 **do not implicate the First Amendment.**

20 The First Amendment denies the government the power to “abridg[e] the freedom of
21 speech.” U.S. Const. amend. I. “[R]estrictions on protected expression,” however, “are distinct
22 from restrictions on economic activity or, more generally, on nonexpressive conduct.” *Sorrell v.*
23 *IMS Health Inc.*, 564 U.S. 552, 567 (2011). When the restriction at issue is “directed at commerce
24 or conduct,” the First Amendment generally permits the government to impose the restriction
25 even if it “impos[es] incidental burdens on speech.” *Id.*; *see also Cohen v. Cowles Media Co.*, 501
26 U.S. 663, 669 (1991) (explaining that “generally applicable laws do not offend the First
27 Amendment simply because their enforcement against the press has incidental effects on its ability
28 to gather and report the news”). Accordingly, in evaluating the First Amendment arguments

1 presented by Smith & Wesson and its amici, the initial question that this Court must address is
2 the extent to which the First Amendment applies to Plaintiffs’ claims. *See Barr v. Am. Ass’n of*
3 *Political Consultants, Inc.*, 140 S. Ct. 2335, 2347 (2020) (plurality op.) (stating that courts must
4 “distinguish impermissible content-based speech restrictions from traditional or ordinary
5 economic regulation of commercial activity that imposes incidental burdens on speech”); *Nat’l*
6 *Inst. of Family & Life Advocates v. Becerra*, 138 S. Ct. 2361, 2373 (2018) (“While drawing the
7 line between speech and conduct can be difficult, this Court’s precedents have long drawn it, and
8 the line is long familiar to the bar,” citations and internal quotation marks omitted).

9 Here, Plaintiffs’ negligence and public nuisance claims allege misconduct that is not based
10 on speech. The negligence claim focuses on Smith & Wesson’s alleged violation of its common-
11 law duty to exercise “the highest degree of care to minimize the risk” of its firearms “falling into
12 the hands of dangerous individuals.” FAC ¶ 196. And the public-nuisance claim alleges that Smith
13 & Wesson’s actions “made it especially likely that members of the dangerous class of consumers
14 to which the Shooter belonged would acquire and use particularly dangerous weapons like the
15 Rifle in unlawful acts of violence.” *Id.* ¶ 234. “As a general matter,” these claims are directed at
16 Smith & Wesson’s conduct, “not what [it] may or may not say.” *Rumsfeld v. Forum for Acad. &*
17 *Institutional Rights, Inc.*, 547 U.S. 47, 60 (2006).

18 The demurrer emphasizes that Plaintiffs’ negligence and public-nuisance claims rest, in
19 part, on Smith & Wesson’s marketing practices, *see, e.g.*, FAC ¶¶ 197, 198 (alleging that Smith
20 & Wesson “negligently marketed” its rifle by “engaging in a reckless, deceptive and unlawful
21 campaign that attracted a dangerous category of consumers”). A “generally applicable law”
22 regulating conduct triggers First Amendment scrutiny, however, only if, in its application, it is
23 “directed at” a defendant “because of what [its] speech communicated.” *Holder v. Humanitarian*
24 *Law Project*, 561 U.S. 1, 28 (2010). Plaintiffs’ common-law claims are not “directed at” Smith &
25 Wesson’s advertising. *See, e.g.*, FAC ¶ 117 (referring generally to Smith & Wesson’s “business
26 practices”), ¶ 196 (alleging that Smith & Wesson acted negligently in “design[ing], market[ing],
27 and sell[ing] [its] firearms”), ¶ 234 (alleging that its “marketing, design, and distribution” of
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1 firearms created a public nuisance). Instead, Plaintiffs assert that Smith & Wesson’s advertising
2 formed “an integral part of conduct” by the company “in violation” of its common-law duties.
3 *Giboney v. Empire Storage & Ice Co.*, 336 U.S. 490, 498 (1949). The First Amendment does not
4 bar such claims simply because the allegedly wrongful course of conduct was facilitated by
5 speech. *See, e.g., FTC v. Superior Court Trial Lawyers Ass’n*, 493 U.S. 411, 431–32 (1990)
6 (rejecting a “rule that requires courts to apply the antitrust laws ‘prudently and with sensitivity’
7 whenever an economic boycott has an ‘expressive component,’” because it “would create a
8 gaping hole in the fabric of those laws.”).

9 For example, in *Giboney*, the Supreme Court held that a state could apply “its anti-trade-
10 restraint law to labor union activities, and [could] enjoin union members from peaceful picketing
11 carried on as an essential and inseparable part of a course of conduct which is in violation of the
12 state law.” *Id.* at 491–92 (footnote reference omitted). The union portrayed the picketing as a
13 peaceful attempt “to publicize truthful facts about a labor dispute.” *Id.* at 498. The Court, however,
14 declined to view the picketing “in isolation,” recognizing instead that it constituted one element
15 of “a single and integrated course of conduct” that violated state law. *Id.* Although the union’s
16 conduct was “in most instances brought about through speaking and writing,” the Court explained
17 that “it has never been deemed an abridgment of freedom of speech or press to make a course of
18 conduct illegal merely because the conduct was in part initiated, evidenced, or carried out by
19 means of language, either spoken, written, or printed.” *Id.* at 502; *see also Expressions Hair*
20 *Design*, 137 S. Ct. at 1151 (quoting *Giboney*). Likewise here, to the extent that Plaintiffs’
21 negligence and public-nuisance claims rest on Smith & Wesson’s course of conduct, the
22 company’s use of advertising as part of its alleged wrongdoing is insufficient to raise a First
23 Amendment concern.

24 **B. To the extent that Plaintiffs’ common-law claims are directed at Smith &**
25 **Wesson’s advertising, they satisfy the First Amendment standards applicable**
26 **to the regulation of commercial speech.**

27 Plaintiffs’ negligence and public-nuisance claims implicate the First Amendment only to
28 the extent that the claims are “directed at” Smith & Wesson’s advertising as such, rather than the

1 company’s course of conduct. *Humanitarian Law Project*, 561 U.S. at 28. Smith & Wesson’s
2 advertising is a form of “commercial speech.” *Florida Bar v. Went For It, Inc.*, 515 U.S. 618, 623
3 (1995). Although commercial speech is protected “from unwarranted governmental regulation,”
4 *Central Hudson Gas & Electric Corp. v. Public Service Comm’n of N.Y.*, 447 U.S. 557, 561
5 (1980), the First Amendment “accords a lesser protection to commercial speech than to other
6 constitutionally guaranteed expression,” *id.* at 563. Restrictions on commercial speech are subject
7 to the standard established in *Central Hudson*, which asks whether “restrictions on nonmisleading
8 commercial speech regarding lawful activity” “‘directly advance’ a substantial governmental
9 interest” and are “‘no more extensive than is necessary to serve that interest.’” *Milavetz, Gallop*
10 *& Milavetz, P.A. v. United States*, 559 U.S. 229, 249 (2020) (quoting *Central Hudson*, 447 U.S.
11 at 566 (brackets removed)).

12 1. The initial question under *Central Hudson* is whether the commercial speech at issue is
13 protected speech. Commercial speech receives no First Amendment protection unless it both
14 “concern[s] lawful activity” and is not false or misleading. 447 U.S. at 566.

15 **First**, “[o]ffers to engage in illegal transactions are categorically excluded from First
16 Amendment protection.” See *United States v. Williams*, 553 U.S. 285, 297 (2008). This category
17 of unprotected speech encompasses “commercial activity promoting or encouraging” conduct that
18 is “illegal,” *Hoffman Estates v. Flipside, Hoffman Estates, Inc.*, 455 U.S. 489, 496 (1982),
19 including conduct prohibited by civil laws, see *Pittsburgh Press Co. v. Human Relations Comm’n*,
20 413 U.S. 376, 389 (1973) (holding that an ordinance could prohibit newspaper advertisements
21 “signal[ing] that the advertisers were likely to show an illegal sex preference in their hiring
22 decisions”); *Zauderer v. Office of Disciplinary Counsel of Sup. Ct. of Ohio*, 471 U.S. 626, 645
23 n.12 (1985) (stating that a state may prohibit “attorneys to use advertisements soliciting clients
24 for nuisance suits”).

25 In *Hoffman Estates*, for example, the Court considered an ordinance that imposed a
26 licensing requirement on businesses that sold items “designed or marketed” for illegal drug use.
27 455 U.S. at 492. The Court upheld the ordinance because it “simply regulates the commercial
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1 marketing of items that the labels reveal *may be used* for an illicit purpose.” *Id.* at 496 (emphasis
2 added). The Court explained that the only commercial speech interest implicated by the ordinance
3 was “the attenuated interest in displaying and marketing merchandise in the manner that the
4 retailer desires,” and that the only speech that the ordinance “appreciably limits” involves
5 “commercial activity promoting or encouraging illegal drug use.” *Id.* Citing *Central Hudson*, the
6 Court concluded the “government may regulate or ban” such speech “entirely.” *Id.*

7 Here, Plaintiffs’ negligence and public-nuisance claims contain allegations from which a
8 factfinder could conclude that Smith & Wesson’s advertising does not “concern lawful activity.”
9 *Central Hudson*, 447 U.S. at 566. Specifically, Plaintiffs allege that Smith & Wesson designed its
10 firearm to be easily converted into an assault rifle prohibited by California law, FAC ¶¶ 44-54,
11 and into a machinegun restricted under federal law, *id.* ¶¶ 55, 57, 59, 70; and that Smith & Wesson
12 marketed its weapon through an “advertising campaign that attracted a dangerous category of
13 consumers,” *id.* ¶ 197 (negligence claim), which made it “especially likely that members of the
14 dangerous class of consumers to which the Shooter belonged would acquire and use particularly
15 dangerous weapons like the Rifle in unlawful acts of violence,” ¶ 234 (public nuisance claim);
16 *see also id.* ¶ 75 (alleging that Smith & Wesson was “aware and had actual or constructive
17 knowledge of the fact that its marketing had the effect of attracting this category of consumers”).

18 Smith & Wesson responds that its advertisements “concern lawful activity—the
19 acquisition of lawfully manufactured and legally owned firearms,” *See* Smith & Wesson Dem. to
20 FAC 19 n.15; and its amici worry that accepting the adequacy of Plaintiffs’ allegations would
21 “lead to” lawsuits over “any products that are capable of being misused,” Professors’ Brief 6. But
22 as with the items sold in *Hoffman Estates*, firearms, even if lawfully acquired, “may be used for
23 an illicit purpose.” 455 U.S. at 496. Liability, moreover, requires more than a showing that the
24 products at issue “are capable of being misused”; for advertising to be unprotected speech, the
25 evidence must reveal “commercial activity promoting or encouraging” such misuse, *id.*, and,
26 further, liability requires a showing of negligence or the creation of a public nuisance. And even
27 if Smith & Wesson is found liable in this case, it will retain ample discretion to design and market
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1 its firearms in ways that do not violate its common-law duties. As in *Hoffman Estates*, Smith &
2 Wesson’s liability for the “manner of marketing” at issue would not “appreciably limit” its
3 “communication of information” about the desirability of purchasing its weapons. 455 U.S. at
4 496.

5 **Second**, the government may also “prohibit commercial speech that is false or
6 misleading.” *Kasky v. Nike, Inc.*, 27 Cal. 4th 939, 946 (2002); *see also Central Hudson*, 447 U.S.
7 at 566. In addition, the government may regulate speech that is “potentially misleading,” so long
8 as truthful advertising is not banned outright. *See Zauderer*, 471 U.S. at 644 (“[T]he States may
9 not place an absolute prohibition on certain types of potentially misleading information ... if the
10 information also may be presented in a way that is not deceptive,” quoting *In re R.M.J.*, 455 U.S.
11 191, 203 (1982)); *Nicopure Labs, LLC v. FDA*, 944 F.3d 267, 287 (D.C. Cir. 2019) (“The First
12 Amendment test of regulation of potentially misleading commercial speech allows for contextual
13 determination of accuracy based on consumers’ understanding.”).

14 Here, Plaintiff’s negligence and public nuisance claims rest in part on allegations that
15 Smith & Wesson’s marketing was “deceptive,” FAC ¶ 197 (negligence); ¶¶ 234, 239 (public
16 nuisance), because the company created “the false impression that [its] products like the Rifle are
17 frequently employed by United States military and law enforcement forces,” Pls.’ Resp. to Br. of
18 Amicus Curiae Law Professors 15 (citing FAC ¶¶ 71–110). Although Smith & Wesson and its
19 amici argue that the advertisements are not deceptive or misleading, *see* Smith & Wesson Dem.
20 to FAC 19 n.15; Professors’ Br. 8–10, they do not dispute that a false impression of the kind that
21 Plaintiffs allege is not protected commercial speech under *Central Hudson*. Thus, for purposes of
22 demurrer, Plaintiffs’ claim falls outside the scope of the First Amendment.

23 **2.** Where the speech at issue is “nonmisleading commercial speech regarding lawful
24 activity,” *Milavetz*, 559 U.S. at 249, *Central Hudson*’s remaining prongs look to whether
25 regulation of that speech “directly advances” a “substantial” governmental interest and is “no
26 more extensive than is necessary to serve that interest,”—a standard typically designated as
27 “intermediate scrutiny,” *id.* (internal quotation marks omitted). The state has a substantial interest

1 in preventing violence, so as to “protect[] the health, safety, and welfare of its citizens.” *Rubin v.*
2 *Coors Brewing Co.*, 514 U.S. 476, 485 (1995); *see also* *CTIA—The Wireless Ass’n v. City of*
3 *Berkeley*, 928 F.3d 832, 845 (9th Cir. 2019) (“protecting the health and safety of consumers is a
4 substantial governmental interest”). And imposing liability for encouraging violence would
5 advance this substantial interest. At least at this early stage of the litigation, where Plaintiffs’ UCL
6 and common-law claims have not been fully developed and Smith & Wesson’s course of conduct
7 has not yet been fully established, Smith & Wesson cannot establish as a matter of law that the
8 claims would not satisfy *Central Hudson*. *See Snyder v. Phelps*, 562 U.S. 443, 460 (2011) (“We
9 are required in First Amendment cases to carefully review the record, and the reach of our opinion
10 here is limited by the particular facts before us.”). Indeed, neither Smith & Wesson nor its amici
11 grapple with the question whether Plaintiffs’ claims satisfy intermediate scrutiny. *See* Smith &
12 Wesson Dem. to FAC 19 n.15; Professors’ Brief 3 (citing *Central Hudson* but not applying the
13 *Central Hudson*’s intermediate-scrutiny test).

14 3. Rather than focus on *Central Hudson*, Smith & Wesson and its amici argue that
15 Plaintiffs’ claims must be dismissed if they do not satisfy the incitement standard of *Brandenburg*
16 *v. Ohio*, 395 U.S. 444 (1969). Smith & Wesson Dem. to FAC 15–19; Professors’ Brief 7–8. Under
17 *Brandenburg*, a state may “forbid or proscribe advocacy of the use of force or of law violation ...
18 where such advocacy is directed to inciting or producing imminent lawless action and is likely to
19 incite or produce such action.” 395 U.S. at 447. Advocacy that satisfies the *Brandenburg* test falls
20 within one of “well-defined and narrowly limited classes of speech, the prevention and
21 punishment of which have never been thought to raise any Constitutional problem.” *United States*
22 *v. Stevens*, 559 U.S. 460, 468–69 (2010) (quoting *Chaplinsky v. New Hampshire*, 315 U.S. 568,
23 571–72 (1942)).

24 Commercial speech that does not rise to the level of constitutionally unprotected
25 incitement, however, does not receive full first a protection but, rather, is subject to *Central*
26 *Hudson*. In the pre-*Central Hudson* decision in *Bigelow v. Virginia*, for instance, the Court
27 examined a state law prohibiting advertising of lawful abortion services. 421 U.S. 809, 811
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1 (1975). While noting that the advertisement at issue did not constitute incitement under
2 *Brandenburg, id.* at 819, the Court nonetheless made clear that “[a]dvertising, like all public
3 expression, may be subject to reasonable regulation that serves a legitimate public interest,” *id.* at
4 826. The Court later set forth a specific test for considering commercial-speech restrictions:
5 *Central Hudson’s* intermediate-scrutiny framework. *See Bolger v. Youngs Drug Prod. Corp.*, 463
6 U.S. 60, 64 (1983). Indeed, in *Hoffman Estates*, the Supreme Court applied *Central Hudson* to
7 uphold a restriction on “commercial activity promoting or encouraging illegal drug use” without
8 even citing *Brandenburg* or its incitement standard. 455 U.S. at 496.

9 Smith & Wesson is also wrong to suggest that *Carey v. Population Services International*,
10 431 U.S. 678 (1977), suggests that *Brandenburg* is the applicable test. *See* Smith & Wesson Dem.
11 to FAC 16–17. In *Carey*—another case that preceded *Central Hudson*—the Supreme Court
12 invalidated a state law that “suppress[ed] completely any information about the availability and
13 price of contraceptives.” *Id.* at 700. Applying its then-recent decision in *Virginia State Board of*
14 *Pharmacy v. Virginia Citizens Consumer Council*, 425 U.S. 748 (1976), the Court first explained
15 that the restriction was invalid because it did not address false or misleading speech, and
16 suppressed information “related to activity with which, at least in some respects, the State could
17 not interfere.” *Carey*, 431 U.S. at 701 (quoting *Va. State Bd. of Pharmacy*, 425 U.S. at 760). The
18 Court then, and only in response to the state’s argument that allowing contraceptive advertising
19 would “legitimize sexual activity of young people,” cited *Brandenburg*. Rejecting the argument
20 that advertising could be suppressed on this basis, the Court stated: “As for the possible
21 ‘legitimation’ of illicit sexual behavior, whatever might be the case if the advertisements directly
22 incited illicit sexual activity among the young, none of the advertisements in this record can even
23 remotely be characterized as ‘directed to inciting or producing imminent lawless action and ...
24 likely to incite or produce such action.’” *Id.* (quoting *Brandenburg*, 395 U.S. at 447). *Carey* thus
25 cannot reasonably be read to suggest that *Brandenburg* may shield a restriction on commercial
26 speech that is justified under *Central Hudson*.

1 Most of the other decisions on which Smith & Wesson and its amici rely do not involve
2 commercial speech and the intermediate scrutiny afforded commercial-speech restrictions, but
3 rather involve speech entitled to full First Amendment protection against governmental
4 restrictions. *See* Smith & Wesson Dem. to FAC 15–19; Professors’ Brief 7–8. Accordingly, these
5 decisions are inapposite here. And the commercial-speech cases that Smith & Wesson does cite
6 apply *Central Hudson*—not *Brandenburg* or strict scrutiny—to assess the constitutionality of the
7 speech at issue. *See Lorillard Tobacco Co.*, 533 U.S. at 553–67 (tobacco advertising); *Bolger*,
8 463 U.S. at 64–75 (unsolicited mailed contraceptive advertising); *Rockwood v. City of Burlington*,
9 21 F. Supp. 2d 411, 421–23 (D. Vt. 1998) (tobacco advertising).

10 Finally, the concern expressed by Smith & Wesson’s amici about the possibility of
11 impermissible viewpoint discrimination is misplaced. *See* Professors’ Br. 2–3. Amici observe that
12 Smith & Wesson’s advertising “express[es] the view” that gun ownership “is proper and can even
13 be righteous and noble.” *Id.* at 3. But every commercial advertisement conveys a message,
14 namely, that consumer should purchase the product or service being offered for sale. Nonetheless,
15 because commercial speech “occurs in an area traditionally subject to governmental regulation,”
16 *Central Hudson*, 447 U.S. at 562, the government has greater leeway to make distinctions among
17 different types of speech than would be permitted if applied to fully protected speech. Thus, for
18 example, the Supreme Court has upheld the state’s authority to ban in-person solicitation of clients
19 by attorneys, *Ohralik v. Ohio State Bar Ass’n*, 436 U.S. 447 (1978), while rejecting a similar
20 prophylactic ban on in-person solicitation of clients by certified public accountants, *Edenfield v.*
21 *Fane*, 507 U.S. 761 (1993), because of differences in the potential harm for consumers, *id.* at 776.
22 As the Supreme Court has explained, *Central Hudson*’s standards “ensure” that “the law does not
23 seek to suppress a disfavored message.” *Sorrell*, 564 U.S. at 572 (emphasis added); *see also Matal*
24 *v. Tam*, 137 S. Ct. 1744, 1764 (2017) (principal op. of four justices) (recognizing that the
25 government does not have a substantial interest under *Central Hudson* “in preventing speech
26 expressing ideas that offend”); *id.* at 1767 (concurring op. of four justices, stating that a regulation
27 that “targets speech for its offensiveness” is subject to “heightened scrutiny”). But it is not
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1 impermissible viewpoint discrimination to hold commercial speakers responsible for the harms
2 to the public caused by their marketing practices.

3 **II. Plaintiffs’ UCL claim does not raise constitutional concerns because the First**
4 **Amendment does not protect false or misleading commercial speech.**

5 In addition to common-law claims, Plaintiffs allege that Smith & Wesson violated the
6 UCL, FAC ¶¶ 183–94 (second cause of action), by engaging in “deceptive, untrue or misleading
7 advertising,” *id.* ¶ 186 (quoting Cal. Bus. & Prof. Code § 17200). In particular, they assert that
8 Smith & Wesson’s advertising falsely represents that its firearms are “utilized or endorsed” by
9 law enforcement, *see, e.g., id.* ¶ 85; *see also id.* ¶ 184; Pls. Opp. to Smith & Wesson’s Dem. to
10 FAC at 26, 28–29, and they seek an injunction to prohibit Smith & Wesson “falsely representing
11 its products as being commonly used by, endorsed by or associated with United States
12 military/law enforcement.” *Id.* ¶ 194.

13 Plaintiffs’ UCL claim raises no First Amendment concerns because it is directed solely at
14 commercial speech that receives no constitutional protection. If Plaintiffs have adequately
15 alleged, and ultimately are able to prove, that Smith & Wesson’s advertising contains false or
16 misleading material, this Court may enjoin Smith & Wesson from making such false or
17 misleading advertising without triggering any First Amendment concerns. On the other hand, if
18 Smith & Wesson’s advertisements are not false or misleading, then Plaintiffs’ UCL claim will fail
19 on its own terms to the extent it rests on such allegations, and no First Amendment analysis will
20 be necessary.

21 In short, adjudicating Smith & Wesson’s alleged violation of the UCL for false or
22 misleading advertising will not require this Court to conduct a First Amendment inquiry that is
23 distinct from the issue of the company’s liability under the UCL.
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CONCLUSION

For the foregoing reasons, the Court should deny Smith & Wesson’s demurrer to the extent it is based on the First Amendment.

Dated: March 23, 2021

Respectfully submitted,


/s/ _____
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and

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