John S. West

Partner

Richmond

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Handling all phases of government and internal investigations, John advises clients on regulatory compliance matters. Providing strong strategic and practical advice, he has particular experience in matters involving government contractors, the False Claims Act, and the alcoholic beverage industry.

OVERVIEW

John represents individuals and corporations across the U.S. in all phases of regulatory, civil, and criminal litigation. He has extensive experience defending DOJ investigations, SEC enforcement actions, and federal and state grand jury proceedings, as well as conducting internal investigations for public and private clients. He has handled matters involving government contracting fraud, embezzlement, environmental crimes, health care fraud, securities fraud, tax and bank fraud, insider trading, money laundering, the Foreign Corrupt Practices Act, and the False Claims Act. He also represents manufacturers, wholesalers, and retailers in alcoholic beverage compliance and enforcement matters.

John chairs the firm's Business Litigation Department and is a member of the Executive Committee. Additionally, John provides ongoing analysis and commentary on regulatory developments. He is a contributor for the firm's regulatory blog, Regulatory Oversight.

REPRESENTATIVE MATTERS

- Conducted an internal investigation on behalf of an international export company in connection with embezzlement by an employee of more than $1 million. Represented the company in connection with the prosecution of employees and co-conspirators.
- Represented one of the largest mortgage lenders in the U.S. in Department of Justice and Securities & Exchange Commission investigations. Client faced allegations of extensive accounting issues, securities fraud and bank fraud and we successfully negotiated consensual resolutions with the FDIC, Freddie Mac, and numerous other governmental authorities and major lending institutions.
- Defended a national government contractor under investigation as a result of a *qui tam* action initiated by former employees. The case was resolved with no action taken by the Department of Justice or the relators.
- Conducted an internal investigation in Latin America for the audit committee of a U.S.-based public company, with respect to misappropriation of corporate assets by senior officials.
- Defended financial institutions and individuals in multiple investigations and prosecutions by the SEC and the Department of Justice for alleged bank fraud and securities law violations.

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- Conducted an internal investigation concerning potential securities law violations for a French pharmaceutical company. The investigation involved securing data in foreign countries in a manner consistent with EU privacy laws.
- Provide national regulatory compliance advice to an international alcoholic beverage manufacturer.

AWARDS

- *Chambers USA:* Litigation: White-Collar Crime & Government Investigations, Virginia (2021-2026)
- *Benchmark Litigation:* "Local Litigation Star" in Virginia (2008-2018, 2021, 2023-2025)
- *Best Lawyers in America*®: Corporate Compliance Law (2013-2027), Criminal Defense: White Collar (2010-2027), Government Relations Practice (2013-2027), Qui Tam Law (2024-2027)
- *Best Lawyers in America*®: "Lawyer of the Year" Richmond, Criminal Defense: White-Collar (2020, 2025)
- *Lawdragon: 500 Global Leaders in Crisis Management* (2026)
- AV Rating® by Martindale-Hubbell
- Recognized for Criminal Defense: White Collar, *Law & Politics*' Virginia Super Lawyers (2006-2013, 2016)
- Recognized for Criminal Defense: White Collar, *Super Lawyers – Corporate Counsel Edition* (2009)
- Legal Elite for Criminal Law, *Virginia Business* (2011-2012, 2014-2016, 2018-2023, 2025)

TOP AREAS OF FOCUS

- Due Diligence + Corporate Compliance
- False Claims Act + Other Whistleblower Actions
- Litigation + Trial
- Regulatory Investigations, Strategy + Enforcement
- White Collar Litigation + Investigations

ALL AREAS OF FOCUS

- Beer, Wine + Spirits
- Business Litigation
- Digital Health
- Due Diligence + Corporate Compliance
- False Claims Act + Other Whistleblower Actions
- Federal Trade Commission (FTC)
- Financial Services
- Foreign Corrupt Practices Act (FCPA)
- Government Contracts + National Security
- Litigation + Trial
- Privacy + Cyber
- Regulatory Investigations, Strategy + Enforcement
- Sanctions + Trade Controls
- Securities Litigation
- White Collar Litigation + Investigations

EDUCATION AND CERTIFICATIONS

EDUCATION

- University of Virginia School of Law, J.D., 1992
- Furman University, B.A., *Phi Beta Kappa*, 1987

BAR ADMISSIONS

- Virginia

COURT ADMISSIONS

- U.S. Court of Appeals, Fourth Circuit
- U.S. District Court, Eastern District of Virginia
- U.S. District Court, Western District of Virginia

SPEAKING ENGAGEMENTS

- Panelist, "State AG Investigations vs. Federal Investigations: Key Differences and How to Prepare for Both," myLawCLE, November 10, 2025.
- Presenter, "Criminal Environmental Enforcement: What Happens When It All Goes Wrong," NC Chamber 2018 Environmental Compliance Conference, February 1, 2018.
- Presenter, "The Feds & the States: A One-Two Punch in Drug Price-Fixing Investigations," Third Annual Pharma Law Conference, Troutman Sanders, New York Office, April 27, 2017.
- "New Developments in False Claims Act Litigation," New York Pharma Conference, March 2016.
- "Government Enforcement Actions in 2015," Troutman Sanders' Annual Public Company Seminar.
- "What to Do When the FBI Visits: Standards of Conduct and Government Investigations," Government Contracts Section for the Federal Bar Association, Washington, D.C., October 2010.
- "Minimizing the Risk and Loss of Internal Fraud," Corporate Seminar, June 2010.
- "Fraud Investigation Seminar," Keiter, Stephens/Troutman Sanders, February 2009.
- "Emerging Issues in Government Contracting," KPMG/Troutman Sanders Government Contractors Seminar, June 2008.
- Panelist, "Anatomy of a Corporate Investigation," Washington Metro Area Corporate Counsel Association, May 2008.
- "When the Government Pays Your Client a Visit: How to Protect Your Client and Yourself," Virginia Shippers Association, May 2006.

PUBLICATIONS

- Co-author, "When the Algorithm Pours: How AI-Generated Imagery Is Testing the Boundaries of Alcohol Advertising Regulation," *Regulatory Oversight*, August 25, 2026.
- Co-author, "Key Considerations After DOJ Announces Shifting Enforcement Priorities," *Troutman Pepper Locke*, February 20, 2025.
- Co-author, "VA to Revise Educational Institution Requirements Under the 2018 Veterans Benefits and Transition Act," *Regulatory Oversight*, February 9, 2024.
- Co-author, "TTB Seeking Public Input on Potential Alcoholic Beverage Labeling Changes," *Regulatory*

Oversight, February 7, 2024.

- Co-author, ""Places of Business" Matter in the Virginia Alcoholic Beverage Control Act," *Regulatory Oversight*, October 2, 2023.
- Co-author, "TTB Seeking Comment on Potential Changes to Trade Practice Regulations," *Regulatory Oversight*, November 14, 2022.
- Co-author, "Washington Breweries and Distributors Sue Oregon over Beer Shipping and Distribution Laws," *Regulatory Oversight*, October 17, 2022.
- Co-author, "Model Law Proposes Tighter Requirements for Direct-to-Consumer Alcohol Shipping," *Regulatory Oversight*, August 4, 2022.
- Co-author, "The Fifth Circuit Allows Larger Craft Brewers to Sell Beers To-Go," *Regulatory Oversight*, July 11, 2022.
- Co-author, "Alcohol Regulation as a Model for Cannabis Regulation: The Benefits and Drawbacks," *Cannabis Business Executive*, June 29, 2022.
- Co-author, "Biden Bans Importation of Russian Alcohol and Exportation of Certain Alcohol and Tobacco Products to Russia and Belarus," *Regulatory Oversight*, March 21, 2022.
- Co-author, "Treasury Releases Competition Report for Alcohol Market," *Regulatory Oversight*, March 3, 2022.
- Co-author, "TTB Proposes Favorable Changes to Permit Application and Reporting Requirements for Certain Industry Members," *Regulatory Oversight Blog*, December 8, 2021.
- Co-author, "Advertising Compliance in the Alcoholic Beverage Industry," *Regulatory Oversight Blog*, November 5, 2021.
- Co-author, "When Investigators Pile On, Make Sure You Navigate These Pitfalls," *Corporate Compliance Insights*, November 3, 2021.
- Co-author, "TTB Talks Hard Seltzer at Craft Brewers Conference," *Regulatory Oversight Blog*, October 11, 2021.
- Co-author, "11th Circ. Ruling May Affect Criminal Securities Fraud Cases," *Law360*, January 27, 2017.
- Co-author, "Government Continues Aggressive Use of Foreign Corrupt Practices Act," *Troutman Sanders Advisory*, November 2010.

MEDIA COMMENTARY

- Quoted, "King & Spalding and Troutman Compete for Patent Litigators in New York," *The American Lawyer*, February 1, 2019.
- Quoted, "5 Steps to Protect Against Whistleblowers," *Inside Counsel*, March 27, 2012.
- Quoted, "Can Companies Really Recover From C-Suite Scandals? An Indicted Executive Can Jeopardize an Organization's Future," by Steven Andersen, May 2011.
- Quoted, "NewMarket Accuses Competitor of Bribery," by Emily C. Dooley, August 2010.