



**IMPORT EXPORT
ASSOCIATES (IEA)**

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Leonard (Len) Lang
(Managing Member, Import Export Associates)

Mr. Lang has 33 years of experience with the United States Department of Agriculture (USDA), Food Safety Inspection Service (FSIS). After completing a Biology/Microbiology degree from Lycoming College Len began his career in the food industry as a Food Technologist with Mrs. Paul's Kitchens (Seafood producer) in Philadelphia, PA.

He joined USDA FSIS in 1979. 25 years of his career with USDA FSIS has been spent working with international programs (Imports and Exports related to Meat and Poultry). During those 25 years Len supervised the FSIS Import Inspection Program along the US – Canadian Border and was promoted to Washington, DC where he oversaw Import Policy Development for the country and supervised all import inspectors in the United States. While in Washington he was the APHIS – CBP Liaison working on the new CBP entry and targeting import systems.

Following his retirement from FSIS, he established Import Export Association LLC. Currently Len provides consultation services in a broad variety import, export, and domestic areas dealing with USDA Port of Entry (POE) issues, Labeling Requirements, Import Inspection Requirements, Import Establishment Development, Country Equivalence/Audit/Export requirements (Edible and Inedible Products), US Customs and Border Requirements, APHIS Permits/Certification, and Food and Drug Regulatory Requirements. Len currently works with most of the Import establishments in the United States as well as Processors/Exporters in Canada, Europe, Africa, Australia, New Zealand, South America and the United States. He has developed and delivered training for countries as well as helped in developing the import database currently be started in South America.

He currently is the lead on the following FSIS-Industry Joint Pilots: Barcoding and Single Pallet Labeling, Blu-wrap (self-sustaining imports), Transportation Damage Salvaging, and Alternative Microbiological Sampling Implementation.

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