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the business, according to Aaron. "We just started making hot dogs a few months ago. They're a little leaner and a little firmer than other hot dogs," he said. Aaron hopes that the growing popularity of the Troutmans' hot dogs make the summer busy as well.

A computer regulates the high temperature and humidity needed to produce the right texture of the products.

"It needs to reach temperature quickly so it doesn't get dry, since it will be recooked," said Aaron. A shower cools the product down quickly to avoid growth of bacteria and also keep the product from shriveling. Smoke from Canadian hickory chips makes the natural hickory smoke used to flavor the meats.

"We try to make things that are leaner," he said. "Customer demand is for less salty and leaner products. We make our dry beef less salty than the competition because that's what customers want."

Troutman cites government regulations as a major challenge to the business. "Regulations make it harder to stay in business with new programs and lots of paperwork," he said. "Two of us had to go to school to be certified to process our own meat."

Although the customer base for the business runs the gamut of ages and classes, Aaron has noticed that many of the clientele are middle-aged, married people in their 20s. "They're willing to make another stop for quality," he said.

The ring bologna, also referred to as "trail bologna," is made of beef rounds, has a natural skin, and is "made the same way as always, natural smoked, not sprayed with liquid smoke," said Aaron. The bologna fits the bill for today's customers because it tests out at 85-88 percent lean.

"It's not emulsified, it's ground, which makes it a little more coarse," he said.

The recipe for a signature product, according to Aaron, means not only quality products but a commitment to going the extra mile.

"It takes longer to do it the old-fashioned way," Aaron said.

BEEF

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Year	Average Annual Per Capita Consumption of Meat								Total Red Meat and Poultry (lbs)
	Beef (lbs)	Pork (lbs)	Veal (lbs)	Lamb (lbs)	Meat (lbs)	Chicken (lbs)	Turkey (lbs)	Poultry (lbs)	
1980	76.6	57.3	1.5	1.4	136.7	46.6	10.3	58.9	196.4
1981	77.3	54.7	1.6	1.4	135.0	47.6	10.6	60.8	196.3
1982	77.0	49.1	1.6	1.5	129.2	47.9	10.6	61.0	190.7
1983	78.7	51.8	1.6	1.5	133.6	48.2	11.0	61.8	195.4
1984	78.4	51.5	1.7	1.5	133.1	50.3	11.0	63.3	196.9
1985	79.2	51.9	1.8	1.4	134.3	52.1	11.6	65.6	200.4
1986	78.8	49.0	1.8	1.4	131.0	53.2	12.9	68.1	199.6
1987	73.9	49.2	1.5	1.3	125.9	56.3	14.7	73.1	199.4
1988	72.7	52.5	1.4	1.4	128.0	56.4	15.7	74.6	202.3
1989	69.3	52.0	1.2	1.5	124.0	58.7	16.6	77.0	201.7
1990	67.8	49.8	1.1	1.5	120.2	61.0	17.6	80.3	212.8
1991	66.8	50.4	1.0	1.4	119.6	63.8	18.0	83.3	214.8
1992	66.5	53.1	1.0	1.4	122.0	66.8	18.0	86.2	220.7
1993	65.1	52.4	0.9	1.3	119.7	68.6	17.8	88.2	221.3
1994	67.0	53.0	0.9	1.2	122.1	69.9	17.8	88.8	225.0
1995	67.5	52.4	1.0	1.2	122.1	69.8	17.9	88.2	210.3
1996	67.7	49.1	1.2	1.1	119.1	71.7	18.5	90.2	209.3
1997	66.9	48.7	1.0	1.1	117.7	72.9	17.6	90.5	208.2
1998	68.1	54.3	0.8	1.0	124.2	75.9	17.7	93.6	217.8
1999	69.2	54.4	0.8	1.0	125.4	78.9	17.8	96.7	222.1
2000	67.7	52.2	0.8	1.0	121.7	82.6	17.9	100.5	222.2

* Cattle-Fax Projected

From the National Cattlemen's Beef Association Website

Berkeys Give \$3 Million For Food Science Building

UNIVERSITY PARK (Centre Co.) — An internship by Penn State dairy science student Jeanne Claycomb in Somerset County more than 50 years ago has ultimately led to a \$3 million gift to the University.

As an intern at a dairy processing plant, Claycomb met and later married Earl Berkey, whose family owned and operated the plant. Jeanne and Earl Berkey eventually assumed ownership of the plant and operated it until 1968 as the Berkey Milk Co. They recently decided to give back to Penn State in the form of a \$3 million donation to help construct the Food Science Building.

Now in the planning stage, the building will contain laboratories, classrooms, offices, pilot-scale processing facilities, and a new Creamery manufacturing and sales area. It will be located about a block east of the current facility, the 68-year-old Borland Lab.

The new creamery facility, to be located on the first floor of the new Food Science Building, will be known as The Berkey Creamery in recognition of the couple's generosity.

"The Creamery is a Penn State tradition and hosts thousands of visitors every year, so how appropriate for Penn State to receive this marvelous gift from a couple who have devoted so much of their lives to the dairy industry," said University President Graham Spanier.

The building is estimated to cost \$22 million in combined private, state and University funds. Design for the building is scheduled to begin in 2003 and the building is to be finished early in 2006, according to the University's five-year capital plan.

Jeanne Claycomb Berkey, a Bedford County native, is a 1948 Penn State graduate. Earl Berkey, a Somerset County native, is a 1948 graduate of the University of Iowa and the Penn State Creamery Short Course. Earl Berkey's father, L. Clayton Berkey, entered the dairy business in Somerset in 1925. After Jeanne and Earl Berkey sold the plant, they continued in the retail ice cream business until 1977, after which Earl turned his attention full-time to banking. He retired in 1983. The Berkeys now divide their residence between Somerset and Phoenix, Ariz.

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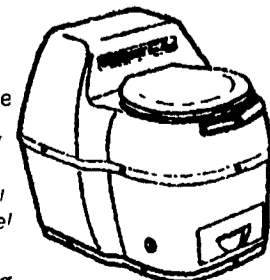
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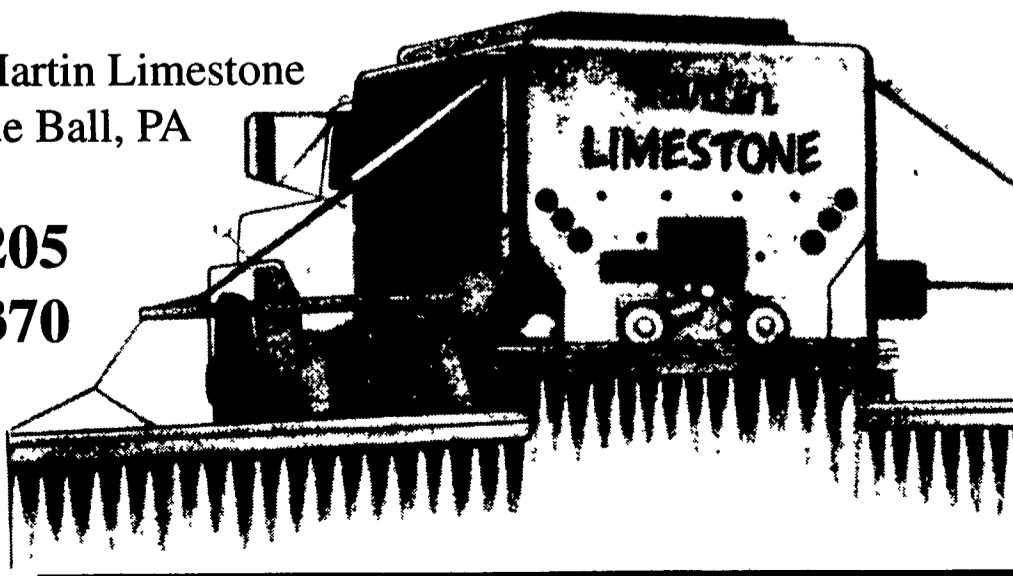
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