

Exhibit 4

Glossary of Terms

Balancing (extra hauling only) – additional transportation costs associated with the daily balancing requirements of PA fluid processing plants to meet daily demand fluctuations

Distribution Method For Divisional Operations - uniform distribution of the overall costs incurred by the total number of pounds of milk sold.

Distribution Method for Weighted Average Cross Section Cost Build-Up – Cross section costs are weighted based on PA production.

GNEMMA Cross Section – The composite of individual entity cost build-ups which include the following entities:

- Land O' Lakes, Inc.
- Dairy Farmers of America, Inc. – Mid East Council
- Dairy Marketing Services, LLC – Mid East
- Dairy Farmers of America, Inc. – North East Council
- Dairylea Cooperative Inc.
- Maryland and Virginia Milk Producers Cooperative Association, Inc.

Hundredweight (cwt) - Unit of measurement for cost build-up, which is equivalent to 11.6 gallons.

Individual Entity Cost Build-up – The summation of all milk marketing related costs for each entity in the cost study.

Over-Order Premium - An amount over the applicable Federal Order or Pennsylvania Milk Marketing Board-established base price, which the Milk Marketing Board mandates be paid to Pennsylvania producers for all Class I milk produced, processed, and utilized in Pennsylvania.

Producer - Individual or organization milking cattle (a.k.a. The dairy farmer).