



08/15/2008

RE: October 1, 2008 U.S. Price Increase

Dear U.S. Kimberly-Clark Professional Distributor Customer,

This letter is to inform you that effective October 1, 2008, Kimberly-Clark Professional will be initiating price increases as follows with select increases above these levels:

- All Washroom, Wiper, Napkin, and Dispenser products will increase up to 12 percent
- All Skin Care products will increase up to 6 percent
- All Safety products (non-natural rubber based) will increase up to 15 percent, and natural rubber based products will increase up to 25 percent

These price increases are necessary due to continued high, and largely unprecedented, inflationary conditions affecting manufacturing input costs, and to recover increased staging and delivery costs deferred from our July price increase. At this time we will not be implementing a separate fuel surcharge as we previously indicated. This price increase will affect the following:

- Into-Stock Prices
- Local Account Until Further Notice (UFN) Price Authorizations
- National Account Until Further Notice (UFN) Price Authorizations
- Fixed Term Price Authorizations will increase accordingly at expiration

Updated Into-Stock Price sheets and Price Authorizations will be available with a minimum 30-day notice in order to allow you to communicate with your customers and update your systems accordingly.

All orders placed by September 15, 2008, calling for immediate delivery no later than September 30, 2008, will be invoiced at the current into-stock prices. All orders placed after September 15, 2008, will be invoiced at the new into-stock prices. To ensure adequate service levels and avoid shortages, Kimberly-Clark Professional will not accept orders exceeding historical monthly order levels.

We continue our work to offset and absorb the inflation affecting input costs by improving productivity and sourcing actions. However, these actions alone are not sufficient given the inflationary conditions affecting our business.

As always, thank you for your continued support of Kimberly-Clark Professional.

Sincerely,
Richard Thorne
Vice President - North American Sales
Kimberly-Clark Professional