



P&G Professional North America  
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December 20, 2007

To Our Valued Customers:

Effective on March 3, 2008, Procter and Gamble Professional will implement a price increase on Cleaning, Laundry and Paper Products. This increase will average approximately 3% to 6%, depending on product mix purchased. We have experienced dramatic commodity and material cost increases; primarily in pulp and crude oil-based materials over the last 12 months. Details of the increase by product will be included in new price lists that will be published on December 20, 2007.

As a company principle, P&G does not take pricing on speculation, but rather to recover costs already incurred. This price increase will enable us to continue to deliver consumer-meaningful innovation which helps grow category sales. Your P&G Professional Sales Representative will provide you with further information.

Orders placed on or before February 29, 2008, will receive the old price. Purchases of old price product will be limited to four weeks of average movement and must ship no later than March 28, 2008. Please contact your P&G Professional representative if you have any questions. Thank you for your continued support of our brands.

Eric S. Hetrick  
Director - P&G Professional North America  
Customer Business Development