

October 28, 2011



Dear KIMBERLY-CLARK PROFESSIONAL\* Distributor,

This letter is to inform of you of a price increase on into stock and contract pricing, effective January 1, 2012. The increase affects Cleanroom categories & Thin Mill Gloves and ranges from 5-15% based upon raw material components.

- Natural Rubber Latex Gloves will increase up to 15%
- Synthetic Nitrile Gloves will increase up to 10%

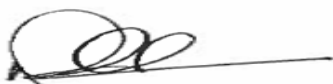
This increase is necessary to partially help offset the unprecedented increases in raw material costs; specifically polymer resin costs, natural rubber costs, and butadiene costs. Continued global demand for these critical raw materials, combined with energy, labor, and extraordinary natural disasters have driven many of these materials to sustained record highs. For example, since 1Q10 Natural Latex is up over 50%, and Butadiene is up over 30%. (Input Cost Charts Attached)

Rest assured that we will continue to leverage Kimberly-Clark's global purchasing power and supply chain network to minimize the impact of these rising input costs to you and your customers. Additionally, significant investments in our manufacturing and technology are enabling us to partially offset the increases and offer customers cost effective and sustainable alternatives in the categories that have been impacted the most.

Updated into-stock pricing schedules will be available on the on the KCP Customer Portal November 7th to allow for effective communications with your customers. All orders placed by December 31, 2011 and calling for immediate delivery will be invoiced at current pricing levels. Kimberly-Clark reserves the right to limit quantities to normal order quantities to insure adequate service levels to our customers.

Thanks for your loyalty and continued support. Please contact your Kimberly-Clark Professional Territory Manager if you have any questions, and to continue to provide your customers with the expert advice and technical performance options that best meet their needs.

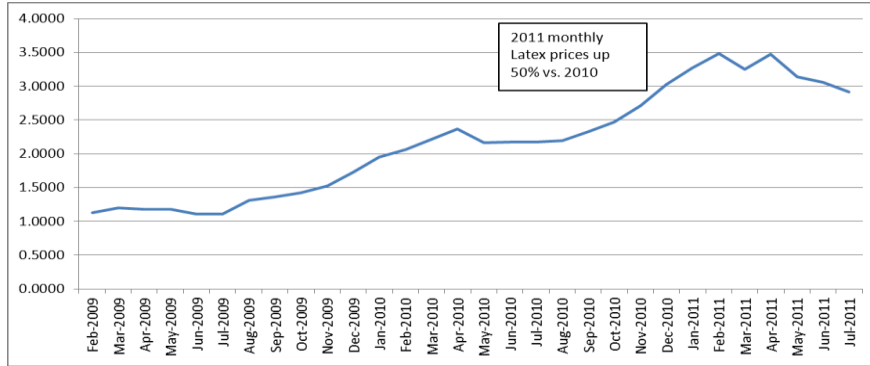
Sincerely,



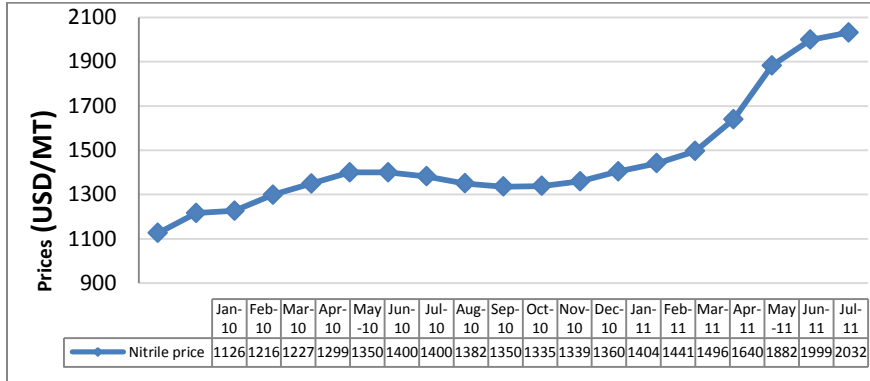
David St. Hilaire  
Vice President, Business Development North American Safety  
KIMBERLY-CLARK PROFESSIONAL\*

# Raw Material Input Costs Market Trending Information

## Natural Rubber Latex



## Butadiene



## Polypropylene Resins

