

July 9, 2018

Re: September 2018 General Price Increase

Dear North American Kimberly-Clark Professional* Customer,

Effective September 1, 2018, Kimberly-Clark Professional* will increase prices up to 9% on towel, tissue, wiper, napkin, skin care, safety, scientific, consumer, and dispenser products with certain items potentially more than 9%. Additionally, select list prices will change.

Updated into-stock prices and price agreements will be available on the Kimberly-Clark Professional* customer portal by July 16th to allow you to communicate with your customers and update your systems.

Orders placed by August 31, 2018, calling for immediate delivery no later than September 5, 2018, will receive current into-stock prices. All orders placed on or after September 1st will receive the new into-stock price.

To ensure adequate service levels and to avoid shortages, August orders will be limited to 1/12th of your current annual demand.

As we work to continuously improve our channel partner experience, as well as our product offerings, we are committed to reinvesting in our portfolio to improve quality and value for our customers.

If you have any questions, please contact your Kimberly-Clark Representative.

Sincerely,

Sincerely,

Andy Clement
Vice President – Sales
Kimberly-Clark Professional*

Michele Bollinger
General Manager - Canada
Kimberly-Clark Professional*