



Harley-Davidson Motor Company, 3700 W. Juneau Ave. Milwaukee, WI 53208 (414) 343-4680

6/26/09

Subject: Packaging and Materials Data Compliance Initiative

Dear Valued Supplier:

In an effort to comply with international packaging regulations the Harley-Davidson Motor Company has developed the Packaging and Materials Data Compliance Initiative. This data retrieval process will allow us to generate international shipping reports in compliance with regulatory reporting standards on imported packaging materials. To meet these regulations Harley-Davidson must close the data gap of parts that have no packaging or material specifications associated with them.

A master part tracking document – the Packaging Summary Form will be used to gather missing packaging data on all existing parts and new products being launched. Upon being filled out by the supplier and returned to Harley-Davidson, packaging data will be loaded, creating a link with each P&A Part. In addition to the regulation compliance data, the Packaging Summary Form includes non-optional packaging cost fields. Utilizing packaging cost data will allow us to better understand our cost structure and potentially leverage economies of scale to reduce overall packaging costs.

Effective immediately, receipt of the Packaging Summary Form will be required prior to production approval for all Harley-Davidson P&A parts. In conjunction with the Packaging Summary form, detailed drawings for custom packaging items will be a required additional attachment to be received by Harley-Davidson.

To download the Packaging Summary Form, directions for use and attachment file name saving guidelines, visit this web address <http://www.h-dsn.com/genbus/packaging.jsp> on the Harley-Davidson Supplier Network.

The expectation of Harley-Davidson is to retrieve all missing information and specifications before the end of the 2009 calendar year. Your compliance in filling out this form is vital in allowing Harley-Davidson to effectively document the missing P&A packaging information. For assistance with the planning and execution of the Packaging and Materials Data Compliance Initiative please contact P&A Packaging Engineer Max Zukowski at [max.zukowski@harley-davidson.com](mailto:max.zukowski@harley-davidson.com) or 414-343-7988.

Sincerely,

A handwritten signature in black ink, appearing to read "Vince Orange".

Vince Orange

Director Supply Management