



Harley-Davidson Motor Company
11800 W. Capitol Drive, Wauwatosa, WI 53222

Dear Valued Supplier:

In an effort to continuously improve existing processes and support successful product launches, Harley-Davidson Motor Company is implementing changes to the Packaging Sketch Form document and the method utilized to collect expendable packaging information on OE and CVO parts and components.

The new M9 Product Development Methodology requires packaging information to be validated earlier in the development phases of the vehicle. The packaging sketch form is used to communicate important information to supplier stakeholders within Harley-Davidson.

The part supplier will now be responsible to submit a completed Expendable Packaging Sketch Form no later than four (4) weeks prior to the first major build event (contact your Harley-Davidson Development Purchasing Analyst for timing requirement). All completed Expendable Packaging Sketch Forms are required to be returned electronically to the appropriate Harley-Davidson Development Purchasing Analyst.

After you submit the completed Expendable Packaging Sketch Form, Harley-Davidson will either confirm the packaging proposal is acceptable or require further modifications.

It is Harley-Davidson's expectation that component parts for the first major build event be in production representative packaging. It is the supplier's responsibility to ensure that there is enough time to obtain production packaging for the build events given the outlined process.

Blank Expendable Packaging Sketch Forms and requirements for establishing container quantity and size requirements are located on H-DSN under General Business Information in the Packaging Specifications section (<http://www.h-dsn.com/genbus/packaging.jsp>).

Thank you in advance for your compliance and assistance. Please let your Development Purchasing Analyst know if you have any questions or concerns.

Sincerely,

A handwritten signature in black ink, appearing to read "Kipp R.", with a long horizontal line extending to the right.

Kipp Podlewski
Director Materials & Product Development Purchasing