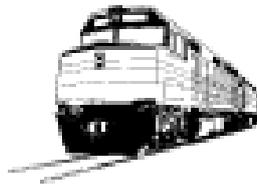




FREIGHT ROUTING GUIDE



Version 15 – Revised 2/21/11

INTRODUCTION

This guide has been prepared to provide a greater understanding and means to effectively manage corporate wide transportation expense. Because transportation costs have a direct relationship with the cost of our products, the Harley-Davidson Transportation Excellence Council (TEC) has negotiated service and rate agreements with numerous transportation companies to maximize service and value throughout the Harley-Davidson supply chain. The goal of the TPC is to provide expedient transportation service providing the greatest overall value Harley-Davidson enterprise wide.

By following the routing instructions contained in this guide, we will assure the most efficient flow of materials to/from our suppliers and delivery of products to our dealers. To minimize and control transportation expense, one must follow these routing instructions for all non-motorcycle shipments.

Thank You

Harley-Davidson Motor Company
Transportation Excellence Council (TEC):

Harley-Davidson

Bryon Bowers
Steve Foster
Jim Pino
Dirk Wilken
Bill Taylor
Kevin Kohlwey
Joe Trapp

UPS Network Management

Gregg Spence
Jim Thomas
Greg Lepkowski
Jeremy Roskovensky
Judy Bruce
Roberta Smith
Dan Williams
Patti Beck
Chong Kim
Jeff Eddy
Anthony Pryal
Kevin Latour
Deb Leszczynski
Sheri Mecklenberg
Jake Itzenheiser

TABLE OF CONTENTS

GENERAL FREIGHT

Page

Definition of freight terms -----	4 - 8
Terms of Sale - Domestic-----	9
Terms of Sale - International-----	10 - 11
Tracing shipments -----	12 - 13

EXPEDITED FREIGHT

Definition of different types of expedited carriers-----	14
How to decide which type of expedited carrier to use-----	15 - 16
Premium (Expediting) Transportation - Domestic-----	17 - 23
Premium (Expediting) Transportation - International-----	24
Contact names by H-D site-----	24

NON EXPEDITED FREIGHT

International Shipments -----	25
Non Recurring Inbound, Only One Shipment from Any Supplier--	26
LTL Routing Guide Graph-----	26
Recurring Inbound, More Than One, Shipment from Any Supplier--	27
Outbound Shipment from Any H-D Site-----	28
Moving Freight between H-D Facilities in the Same Location---	28

DEFINITION OF TERMS

AIR BILL

A non-negotiable document by which an airline acknowledges receipt of freight and contracts for its movement. In many cases the air bill also serves as the invoices for freight charges.

AIR FREIGHT

Movement of merchandise via airplane.

BILL OF LADING

A non-negotiable document by which a surface transportation service acknowledges receipt of freight and contracts for its movements.

BREAKBULK

A large terminal that separates composite loads into individual shipments and then routes them to different destinations. Also called break or hub or distribution center.

CARRIER

An individual or corporation engaged in the business of transportation goods via air, surface, rail or water.

CARTAGE

The process of moving freight from a supplier to a consolidation or from a carrier to a receiver via carts, hand truck or motor truck.

CLAIM

A demand made upon a transportation service for payment due to of loss, damage, or overcharge.

COLLECT SHIPMENT

A shipment for which freight charges are paid to a transportation service by the consignee.

COMMERCIAL ZONE

Areas defined by the Interstate Commerce Commission and state regulatory commissions that are not subject to publish rates and regulations. It also defines the area under F.O.B terms where freight should be delivered free to the consolidators.

COMMON CARRIER

A transportation service engaged in the business of transportation persons or goods for compensation and for all persons impartially.

DEFINITION OF TERMS, cont.

CONCEALED DAMAGE

Damage to the contents of a package that is in good order externally.

CONNECTING CARRIER

One of two or more carriers participating in the movement of a shipment from origin to destination.

CONSIGNEE

The party to whom goods are shipped.

CONSIGNOR

The party by whom goods are shipped.

CONSOLIDATING

The practices of having suppliers deliver shipments to an agent for the purpose of combining their shipments into carload, truckload, or volume air shipments.

CONTRACT CARRIER

A transportation service engaged in the business of transporting persons or goods for compensation while under contract to a specific shipper(s).

DUNNAGE

The material used to protect or support freight in or on trucks.

DUTY

A tax levied by a government on the import, export, use or consumption of goods.

ENTRY (CUSTOMS)

A statement of the kinds, quantities and values of goods imported together with duties due, if any, and declared before a customs officer or other designated officer.

EXPEDITE

To arrange with transportation service for rapid delivery of a shipment.

EXPORT

Any traffic having subsequent movement to a foreign country.

F.O.B.

A term meaning "Free On Board" (See terms of Sale)

DEFINITION OF TERMS, cont.

FREE ASTRAY

The portion of a shipment delivered without charge subsequent to the time of original shipment delivery.

FREIGHT ALL KINDS (FAK)

The abbreviation applied to a pooling of different commodities for simplification of rating or pricing.

FREIGHT ASTRAY

A shipment miscarried or unloaded at the wrong terminal, billed and forwarded to the correct terminal, free of charges, because of being astray, hence the term "freight astray".

IMPORT

Any traffic having prior movement from a foreign country.

INTERLINE

Freight moving from origin to destination via two or more transportation services.

INTRASTATE SHIPMENTS

Transportation of shipments within a state.

INTERSTATE SHIPMENTS

Transportation of shipments between states.

LESS THAN TRUCKLOAD (LTL)

The quantity of freight less than that required for the application of a truckload rate.

NATIONAL MOTOR FREIGHT CLASSIFICATION (NMFC)

A publication for motor carriers containing rules, descriptions and ratings on all commodities moving in commerce.

NESTED

Packed one within another.

ON HAND

Freight which cannot be delivered by carrier and is held awaiting disposition.

OVERAGE

Excess freight over the quantity believed to have been shipped, or more than the quantity shown on the shipping document.

DEFINITION OF TERMS, cont.

O S & D (Over, Short & Damaged)

A term used to describe a shipment that has been damaged or lost in transit or arrives with more containers than originally shipped.

PACKING LIST

A detailed listing of the contents of a shipment.

PICK-UP

The collection of goods at consignor by the transportation service.

POINT OF ORIGIN

The city from which merchandise is shipped.

PREPAID

A term denoting transportation charges are to be paid by the consignor.

PRO-NUMBER

Carrier's identification number assigned to a freight bill covering a shipment of merchandise.

RECONSIGNMENT

A change in the delivery address that takes place after the shipment has been tendered to the transportation service.

REFUSED FREIGHT

Freight which the consignee or owner refused to accept.

ROUTING

Instructions to consignor on proper carrier to use in shipping merchandise.

SHIPPERS LOAD AND COUNT

Denotes that the contents of a car or trailer were loaded and counted by the shipper and not checked or verified by the transportation line.

STORAGE

Holding of freight by the carrier at the owner's risk.

STORAGE CHARGE

Charge assessed by carrier for holding freight in storage.

DEFINITION OF TERMS
, cont.

TARIFF

A schedule of rates, rules and regulations published by a carrier or on behalf of a carrier by an agency.

TRACE

To track the movement of a shipment and determine its location.

TRUCKLOAD (TL)

Quantity of freight required to fill a truck. When used in connection with freight rates, the quantity of freight necessary to qualify shipments for a truckload rate.

TERMS OF SALE - DOMESTIC

All shipments are governed by terms of sale. Terms of sale determine the logistics responsibility of the buyer and seller. Domestic shipment terms of sale are often referred to as F.O.B. (*Free On Board*) terms of sale. Specifically, F.O.B. terms specify three things:

1. Who incurs the transportation charges,
2. Who controls the movement of the shipment and,
3. Where title to the goods pass to the buyer.

F.O.B. terms of sale are expressed in two parts; where the freight charges start (either at the shipment ORIGIN or the shipment DESTINATION) and whether the shipment is shipped PREPAID or COLLECT.

Below are several commonly used F.O.B. terms of sale.

1. **F.O.B. Origin, Freight Collect**
Harley-Davidson pays the transportation costs
Harley-Davidson owns the goods in transit
Harley-Davidson files any freight claims

2. **F.O.B. Origin, Freight Prepaid**
Supplier pays the transportation costs
Harley-Davidson owns the goods in transit
Harley-Davidson files any freight claims

3. **F.O.B. Destination Freight Collect**
Harley-Davidson pays the transportation costs
Supplier owns the goods in transit
Supplier files any freight claims

4. **F.O.B. Destination Freight Prepaid**
Supplier pays the transportation costs
Supplier owns the goods in transit
Supplier files any freight claims

TERMS OF SALE - INTERNATIONAL - INCOTERMS

The terms of sale on international purchases may look similar to domestic "FOB" terms, but work differently in practice. Incoterms describe what costs are included in the price of a shipment of goods, all other charges after that point being "collect" to H-D as a buyer. If a supplier contract uses Incoterms, there is less room for error or interpretation of whether H-D or a supplier is responsible for a specific cost or charge.

Following is a list of common Incoterms you may see when buying from foreign suppliers:

CFR - "Cost and Freight"

The selling price includes all origin inland freight as well as ocean freight to the named port of discharge, such as "CFR Baltimore".

CIF - "Cost, Insurance and Freight"

The same as CFR, with the addition of prepaid insurance to the named port.

CIP - "Carriage and Insurance Paid"

Seller pays freight and insurance to specified location, possibly beyond destination port.

CPT - "Carriage Paid To"

Seller pays freight to specified location, possibly beyond destination port.

DAF - "Delivered at Frontier"

Cargo is delivered to border point.

DDP - "Delivered Duty Paid"

The selling price includes all costs required to deliver the goods to H-D, including transportation, duties and taxes.

DDU - "Delivered Duty Unpaid"

Delivered without payment of duties by seller.

DEQ - "Delivered ex Quay"

Freight is unloaded onto dock with duties paid.

DES - "Delivered ex Ship"

Seller pays freight to destination port; buyer arranges discharge from ship.

TERMS OF SALE - INTERNATIONAL - INCOTERMS CONTINUED

EXW - "Ex Works"

H-D, the buyer, takes delivery of goods from seller's plant or warehouse.

FAS - "Free Alongside Ship"

Pricing includes delivery of the goods to the pier for full container shipments and delivery to the consolidation point for less than container load. FAS is usually combined with a named point, such as "FAS Keelung".

FCA - "Free Carrier"

Title transfers when the goods are given to the carrier. On full containers, this means as soon as the container is loaded, and on less than a container, at the consolidation point. H-D, as the buyer, pays all of the costs from that point.

FOB - "Free On Board"

The selling price of the goods includes inland transportation, pier delivery and loading charges at the origin port, as applicable. FOB is usually combined with a named point, such as "FOB Santos".

TRACING SHIPMENTS

H-D employees can use Flex Global View (FGV) to track any inbound or cross docked OE part for all H-D production facilities. The web address for FGV is:

https://fgv.ups-scs.com/fgv/admin_login.build_logon

If you need a User ID & Password please contact your local UPS-SCS Transportation person see list of contact names on pg. 24 of this guide.

You can trace shipments in FGV with any of the following:

- Supplier Code or Name and ASN number
- PO or Part number
- Carrier SCAC or PRO number

To trace any shipment not using FGV you must have the carrier's PRO number or Airbill number. Most carriers maintain Internet web sites that can be used for tracking shipments.

To track a shipment through your site transportation contact the following information is required:

1. The carrier PRO number or Airbill number. If you have this information, nothing else is needed.
2. Date shipped
3. Shipper Name
4. Origin city, state or zip code
5. Destination
6. Number of pieces and total weight of shipment
7. Bill of lading identification number

Most of the above information may be obtained from the ASN sent from the supplier. If no ASN is available, the information can be obtained from the supplier.

You may trace your own shipments via the Internet using or by calling the carrier once you have the correct PRO or tracking number:

FOR SHIPMENT TRACKING

Estes Express

www.estes-express.com

Jill Yeatts-Townsend 804.353.1900 ext. 2744

Vitran Express

www.vitranexpress.com/

Sue Coen @ 724.449.9000 ext. 162

Pitt-Ohio

www.pittohio.com

Frank Spadea @ 717.497.1214

A Duie Pyle

www.aduiepile.com

Shannon Fustos @ 800.523.5020

Nebraska Transport

www.nebt.com

Shelley Bailey @ 800.347.6331

AAA Cooper Transportation

www.aaacooper.com

Linda Howerton @ 334.671.3158

Lakeville Motor Express

www.lakevillemotor.com

Lori Ostman @ 800.888.4950 ext. 2445

Expedited Freight Systems

www.expedited.org

Lisa Macarra @ 800.558.5210

Small Package - UPS (UPSS)

www.ups.com/tracking/tracking/

Call 800.877.1497

For tracking issues and further follow up please contact the

UPS Control Tower

414.501.1546 or 877.612.8044

Version 15 – Revised 2/21/11

DEFINITION OF DIFFERENT TYPES OF EXPEDITED CARRIERS

Quick Reference for types of Expedited Freight Carriers

Air Freight

Skidded freight, normal weights and sizes, greater than what can be handled by Next Flight Out or Charter.

Charter Flight

Chartered plane type, prop or jet, along with door size and weight plane can carry are limiting factors. Also, how quickly do you need it, speed of plane, and position of plane (where is it located now).

Ground Courier

Any sized & weight shipment, from parcel up to and including truckload.

Next Flight Out or Over The Counter

Moved on airlines scheduled flights. Restricted in weight to 70 pounds per package, dimensions are limited to 90 united inches (Length+Width+Height=90" or less).

Parcel

Restricted by per box weight limitation of 40 pounds. Also restricted to box sizes allowed by parcel carrier.

HOW TO DECIDE WHICH TYPE OF EXPEDITED CARRIER TO USE

- ***Is freight needed in four hours or less and will shut the production line down?***

Is supplier less than 75 miles away?

Choose a ground courier. Approx. cost will be \$50 to \$500.

Is supplier between 75 and 500 miles away?

Choose a charter. Approx. cost will be \$2,000 to \$12,000.

- ***Is freight needed in 4 to 6 hours?***

Is supplier less than 200 miles away?

Choose ground courier. Approx. cost will be \$100 to \$300.

Is supplier greater than 200 miles away?

Choose charter. Approx. cost will be \$2000 to \$8000.

- ***Is freight needed in 6 to 12 hours?***

Is supplier less than 500 miles away?

Choose ground courier. Approx. cost will be \$300 to \$800.

Is supplier greater than 500 miles away and can each piece in the shipment be packaged less than 70 pounds with DIM less than 90 united inches (length + width + height)?

Choose next flight out, also called over the counter. Approx. cost will be \$350 to \$800.

If supplier is greater than 500 miles away and shipment is not suitable, size or weight, for Next Flight Out?

Choose charter. Approx. cost will be \$2000 to \$5000.

- ***Is freight needed next day?***

Is supplier less than 800 miles away?

Choose ground courier. Approx. cost will be \$800 to \$1500. You must specify a team of drivers.

Can material be packaged in boxes of 40 pounds or less?

Choose parcel service. Approx. cost will be \$35 to \$75 per box.

Skidded material?

Choose air freight. Approx. cost will be \$900 to \$2000 per skid.

PREMIUM (EXPEDITED) TRANSPORTATION - DOMESTIC
PILGRIM ROAD and Product Development Center

When expediting time critical shipments contact:

- 1. Anthony Pryal Office-262.502.8271 or Cell-414.375.6359
- 2. Kevin LaTour Office-262.502.8201 or Cell-414.375.6325
- 3. Dan Williams Cell-262.751.1257

Provide the following information:

- 1. Complete origin address with contact names and telephone numbers.
- 2. Complete destination address with contact names and telephone numbers.
- 3. Number of pieces being shipped.
- 4. Weight of each piece being shipped.
- 5. Dimensions (height, width, length) of each piece being shipped.
- 6. Appropriate site paper work to ship or receive.
- 7. Realistic time needed at destination. The difference between a few hours may mean thousands of dollars less in cost.
- 8. Purchase Order number and account code for charging shipping cost.

If the site contact is not available, please use the following list to contact an expedited carrier. These carriers have signed national contracts with Harley-Davidson and are listed in order of preference by type of service.

<u>Carrier Type</u>		<u>Telephone Number</u>
Ground Courier	Quality Air Forwarding	800.237.6090
	Pilot	414.856.9992
	Tri-State Expedited	800.821.6395
Next Flight out	Quality Air Forwarding	800.237.6090
Charter Flight	Quality Air Forwarding	800.237.6090
	Pilot	414.856.9992
Parcel	UPS	800.742.5877

Version 15 – Revised 2/21/11

PREMIUM (EXPEDITED) TRANSPORTATION - DOMESTIC
GREENWOOD DISTRIBUTION CENTER

When expediting time critical shipments contact **Dan Williams at 262.751.1257** as soon as possible to start the process. Provide the following information:

1. Complete origin address with contact names and telephone numbers.
2. Complete destination address with contact names and telephone numbers.
3. Number of pieces being shipped.
4. Weight of each piece being shipped.
5. Dimensions (height, width, length) of each piece being shipped.
6. Appropriate site paper work to ship or receive.
7. Realistic time needed at destination. The difference between a few hours may mean thousands of dollars less in cost.
8. Purchase Order number and account code for charging shipping cost.

If the site contact is not available, please use the following list to contact an expedited carrier. These carriers have signed national contracts with Harley-Davidson and are listed in order of preference by type of service.

<u>Carrier Type</u>		<u>Telephone Number</u>
Ground	Quality Air Forwarding	800.237.6090
Next Flight out	Quality Air Forwarding	800.237.6090
Charter Flight	Quality Air Forwarding Pilot	800.237.6090 414.856.9992
Parcel	UPS	800.742.5877
Air Freight	Quality Air Forwarding	800.237.6090

PREMIUM (EXPEDITED) TRANSPORTATION - DOMESTIC
JUNEAU AVENUE

When expediting time critical shipments contact **Dave Schuenke at 414.343.4292** as soon as possible to start the process. Provide the following information:

1. Complete origin address with contact names and telephone numbers.
2. Complete destination address with contact names and telephone numbers.
3. Number of pieces being shipped.
4. Weight of each piece being shipped.
5. Dimensions (height, width, length) of each piece being shipped.
6. Appropriate site paper work to ship or receive.
7. Realistic time needed at destination. The difference between a few hours may mean thousands of dollars less in cost.
8. Purchase Order number and account code for charging shipping cost.

If the site contact is not available, please use the following list to contact an expedited carrier. These carriers have signed national contracts with Harley-Davidson and are listed in order of preference by type of service.

<u>Carrier Type</u>		<u>Telephone Number</u>
Ground Courier	Quality Air Forwarding	800.237.6090
Next Flight out	Quality Air Forwarding	800.237.6090
Charter Flight	Quality Air Forwarding	800.237.6090
	Pilot	414.856.9992
Parcel	UPS	800.742.5877

PREMIUM (EXPEDITED) TRANSPORTATION - DOMESTIC
KANSAS CITY

When expediting time critical shipments contact:

- 1. **Chong Kim** **Office - 816.270.8183 or Cell- 502.271.7160**
- 2. **Jeff Eddy** **Office - 816.918.6825 or Cell- 816.270.8429**

Provide the following information:

1. Complete origin address with contact names and telephone numbers.
2. Complete destination address with contact names and telephone numbers.
3. Number of pieces being shipped.
4. Weight of each piece being shipped.
5. Dimensions (height, width, length) of each piece being shipped.
6. Appropriate site paper work to ship or receive.
7. Realistic time needed at destination. The difference between a few hours may mean thousands of dollars less in cost.
8. Purchase Order number and account code for charging shipping cost.

If the site contact is not available, please use the following list to contact an expedited carrier. These carriers have signed national contracts with Harley-Davidson and are listed in order of preference by type of service.

<u>Carrier Type</u>		<u>Telephone Number</u>
Ground Courier	Quality Air Forwarding	800.237.6090
	AFC Worldwide Express	800.301.2596
Next Flight out	Quality Air Forwarding	800.237.6090
	AFC Worldwide Express	800.301.2596
Charter Flight	Quality Air Forwarding	800.237.6090
	AFC Worldwide Express	800.301.2596
Parcel	UPS	800.742.5877

PREMIUM (EXPEDITED) TRANSPORTATION - DOMESTIC
TOMAHAWK

When expediting time critical shipments contact

1. **Anthony Pryal Office-262.502.8271 or Cell- 414.375.6359**
2. **Dan Williams Cell- 262.751.1257**

Provide the following information:

1. Complete origin address with contact names and telephone numbers.
2. Complete destination address with contact names and telephone numbers.
3. Number of pieces being shipped.
4. Weight of each piece being shipped.
5. Dimensions (height, width, length) of each piece being shipped.
6. Appropriate site paper work to ship or receive.
7. Realistic time needed at destination. The difference between a few hours may mean thousands of dollars less in cost.
8. Purchase Order number and account code for charging shipping cost.

If the site contact is not available, please use the following list to contact an expedited carrier. These carriers have signed national contracts with Harley-Davidson and are listed in order of preference by type of service.

<u>Carrier Type</u>		<u>Telephone Number</u>
Ground Courier	Quality Air Forwarding	800.237.6090
Next Flight out	Quality Air Forwarding	800.237.6090
Charter Flight	Quality Air Forwarding	800.237.6090
Parcel	UPS	800.742.5877

PREMIUM (EXPEDITED) TRANSPORTATION - DOMESTIC
MOTORCYCLE DELIVERY

When expediting time critical shipments contact:

- 1. **Judy Bruce** Office- 717.505.7303 or Cell- 717.817.2301
- 2. **Jeremy Roskovensky** Office- 717.852.6510 or Cell- 717.818.7561

Provide the following information:

- 1. Complete origin address with contact names and telephone numbers.
- 2. Complete destination address with contact names and telephone numbers.
- 3. Number of pieces being shipped.
- 4. Weight of each piece being shipped.
- 5. Dimensions (height, width, length) of each piece being shipped.
- 6. Appropriate site paper work to ship or receive.
- 7. Realistic time needed at destination. The difference between a few hours may mean thousands of dollars less in cost.
- 8. Purchase Order number and account code for charging shipping cost.

If the site contact is not available, please use the following list to contact an expedited carrier. These carriers have signed national contracts with Harley-Davidson and are listed in order of preference by type of service.

<u>Carrier Type</u>		<u>Telephone Number</u>
Ground Courier	Quality Air Forwarding	800.237.6090
Parcel	UPS	800.742.5877

PREMIUM (EXPEDITED) TRANSPORTATION - DOMESTIC
YORK, SYNCREON, CRANE

When expediting time critical shipments contact:

1. **Judy Bruce** Office- 717.505.7303 or Cell- 717.817.2301
2. **Jeremy Roskovensky** Office- 717.852.6510 or Cell- 717.818.7561

Provide the following information:

1. Complete origin address with contact names and telephone numbers.
2. Complete destination address with contact names and telephone numbers.
3. Number of pieces being shipped.
4. Weight of each piece being shipped.
5. Dimensions (height, width, length) of each piece being shipped.
6. Appropriate site paper work to ship or receive.
7. Realistic time needed at destination. The difference between a few hours may mean thousands of dollars less in cost.
8. Purchase Order number and account code for charging shipping cost.

If the site contact is not available, please use the following list to contact an expedited carrier. These carriers have signed national contracts with Harley-Davidson and are listed in order of preference by type of service.

<u>Carrier Type</u>		<u>Telephone Number</u>
Ground Courier	Quality Air Forwarding	800.237.6090
	Tri- State Expedited	888.888.7996
Next Flight out	Quality Air Forwarding	800.237.6090
Charter Flight	Quality Air Forwarding	800.237.6090
Parcel	UPS	800.742.5877

PREMIUM (EXPEDITED) TRANSPORTATION

INTERNATIONAL

When expediting time critical shipments contact the appropriate site individual as soon as possible to start the process. You will be required to provide the following information:

1. Complete origin address with contact names and telephone numbers.
2. Complete destination address with contact names and telephone numbers.
3. Number of pieces being shipped.
4. Weight of each piece being shipped.
5. Dimensions (height, width, length) of each piece being shipped.
6. Appropriate site paper work to ship or receive.
7. Realistic time needed at destination. The difference between a few hours may mean thousands of dollars less in cost.
8. Purchase Order number and account code for charging shipping cost.

Contact names by site are:

Site	Contact	Telephone
Pilgrim Rd	Anthony Pryal	414.375.6359
	Kevin Latour	414.375.6325
	Dan Williams	262.751.1257
Greenwood Dist Center	Dan Williams	262.751.1257
Product Dev. Center	Patti Beck	414.215.1511
	Anthony Pryal	414.375.6359
	Kevin Latour	414.375.6325
Juneau	Dave Schuenke	414.343.4292
Kansas City	Chong Kim	502.271.7160
	Jeff Eddy	816.270.8429
Tomahawk	Anthony Pryal	414.375.6359
	Dan Williams	262.751.1257
H-D Transportation	Jim Thomas	717.505.7056
York, Syncreon, CRANE	Judy Bruce	717.817.2301
	Jeremy Roskovensky	717.818.7561

Version 15 – Revised 2/21/11

INTERNATIONAL OCEAN OR AIR SHIPMENTS

Motorcycles

- Import and Export of Motorcycles
 Bill Taylor **717.852.6877**

Parts and Accessories

-Import of Parts and Accessories
 Jim Pino **414.343.4855**

-Exports of Parts and Accessories to:

Japan, Asia/Pac, Australia, New Zealand and Europe:
 Jim Pino **414.343.4855**

Latin America:
 Jim Pino **414.343.4855**

Canada:
 Jim Pino **414.343.4855**

International Customs Compliance & Product Classification

If you have any questions or problems regarding Customs procedures, import or export compliance, contact **Bill Taylor @ 717.852.6877; cell phone 717.818.1635.**

All commodities shipped internationally require a Harmonized Commodity Code (HCC) number. Previously classified items show a HCC in the AS-400 database. If this information is missing or otherwise unavailable please contact **Bill Taylor @ 717.852.6877; cell phone 717.818.1635 for assistance.**

**NON RECURRING INBOUND, ONLY ONE
SHIPMENT FROM ANY SUPPLIER**

1. For shipments packaged, not on skids, less than 150 pounds, and have a combined length and girth 130" or less and maximum length of 108".

Ship United Parcel Service (UPS) - Collect
See contact list on page 28 to obtain UPS account number

2. All shipments exceeding weight stated above but less than 10,000 pounds and fitting on 8 pallets or less ship as follows:

For freight shipping from listed state to any H-D plant please see the LTL routing guide listed on the page 28.

3. If the shipment is greater than **10,000 pounds** contact your local traffic coordinator to set up a TL movement.

(See list on next page 29)

Printable Version - Harley-Davidson LTL Routing Guide Matrix



2011 Routing Guide
ms03.xls

Version 15 – Revised 2/21/11

RECURRING INBOUND, MORE THAN ONE,
SHIPMENT FROM ANY SUPPLIER

When shipping on a recurring basis, contact the assigned H-D traffic personnel from the site that will be receiving the material. This will accomplish several things:

1. Insure the most effective, least cost corporate approved carrier is used.
2. Have a freight routing letter issued to the supplier, with a copy for your files to maintain ISO compliance.
3. Have the correct routing on your purchase order.
4. Site specific electronic files will have correct routings.

NOTICE: THIRD PARTY FREIGHT POLICY:

Harley-Davidson Motor Company (HDMC) will only pay freight invoices for OE material shipped into or out of it facilities listed below, no third party freight will be paid. Third party freight is defined as shipments tendered to another supplier of non-Harley business entity, for which HDMC is required to pay the actual freight invoice. In the event HDMC has provided written agreement prior to shipment to absorb the cost of transportation, this expense is to be either added onto your product invoice to HDMC or included in the piece price itself. No exception to this policy will be made; this change was effective January 1, 2005.

Contact names by site are:

(PLEASE REFERENCE THE SITE CONTACT LISTING ON PAGE 24)

**OUTBOUND SHIPMENT
FROM ANY H-D SITE**

When shipping outbound freight contact the assigned site traffic personnel or use the established site shipping procedures. Each site has an ISO shipping request form found at the following local locations:

Site	Type Process	Contact	Telephone
H-D Capitol Drive	Manual	Anthony Pryal	414.375.6359
H-D Greenwood DC	Manual	Dan Williams	262.751.1257
H-D Juneau Ave	Manual	Dave Schuenke	414.343.4292
H-D Kansas City	Electronic form, p:/shared/quality/conve rted ISO DOCS/K15j007a.xls	Chong Kim	502.271.7160
H-D Pilgrim Road	Manual	Anthony Pryal	414.375.6359
H-D PDC	Manual	Shipping Dock or Patti Beck	414.465.6500 or 414.215.1511
H-D Tomahawk	Manual	Anthony Pryal	414.375.6359
		Dan Williams	262.751.1257
H-D Transportation	EDI 211(BOL)	Jim Thomas	732.740.2140
H-D York	Electronic form, o:\shared\share\Shippin g Request.xls	Judy Bruce	717.817.2301

Moving Freight Between H-D Facilities In The Same Location

Interplant moves at the same location must be completed by a local union Harley-Davidson Company Shuttle Drivers. This is limited to moves between Harley-Davidson plants in the following areas:

Moves between Plants located in Franklin, WI; the Milwaukee, WI area plants and the Tomahawk, WI plants.

Moves between York MVC and York production plants and the Penske facility in York, PA.

In the event more work is available then Harley-Davidson union drivers are available a local cartage agent will be used.