December 13, 2006

#### Dear Valued Supplier:

In mid-September, we sent a packet of information highlighting critical invoice requirements necessary to support Harley-Davidson Motor Company's new accounts payable system.

At that time, we requested that you complete a Business Reply Card to provide Harley-Davidson with your compliance status as it relates to your invoices and our new system. We appreciate the responses we have received from our supplier network. If you have yet to provide your compliance status, please do so now by mailing the Business Reply Card from your packet. If you have any questions regarding this process, please contact the Harley-Davidson or Buell employee with whom you typically do business. If you do not have a company contact, please call the Supplier Support Desk at (414) 343-8185.

Beginning January 1, 2007, our new accounts payable system will allow suppliers to invoice Harley-Davidson Motor Company and Buell Motorcycle Company via manual (mailed invoice) or e-mail invoice. To streamline the invoice approval process, <u>Harley-Davidson Motor Company and Buell Motorcycle Company invoices must be sent to the central Harley-Davidson Motor Company mailing address effective January 1, 2007</u>:

#### Purchased Order (PO) Invoices:

Harley-Davidson Motor Company P.O. Box 493 Milwaukee, WI 53201

## All Other Invoices (Non-PO Invoices) and A/P Correspondence:

Harley-Davidson Motor Company P.O. Box 553 Milwaukee, WI 53201

## E-mail Invoices (PO/Non-PO Invoices):

apelectronicinvoices@HARLEY-DAVIDSON.COM

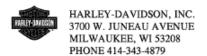
If you are sending an invoice without a purchase order, you must include the first and last name of the Harley-Davidson or Buell employee requisitioning the goods or services on the invoice.

# **Important Notes**

Invoices for goods or services provided to Harley-Davidson Michigan, Harley-Davidson Europe, Harley-Davidson Japan, Harley-Davidson Australia, Harley-Davidson Brazil, Harley-Davidson Dealer Services or Harley-Davidson Financial Services should be sent to the address you currently use. This communication does not apply to those entities.

To expedite the payment process for Harley-Davidson Motor Company and Buell Motorcycle Company suppliers, the required information provided in the September information packet for Purchase Order and Non-Purchase Order invoices must be provided.

As part of our new accounts payable system implementation, all suppliers will be issued a new supplier ID number. This new number will be linked to your current supplier ID number and will appear on payment stubs, checks, H-DSN, etc. Your supplier ID number (new or existing) is required on all invoices. If you do not know your supplier ID number, please refer to the check and check stub sample below. The supplier ID number is circled in two places.





TO THE ORDER

Paul's Baseball Store 123 Lilly Road Menomonee Falls WI 53051



If you have any questions about our new invoicing and accounts payable processes, you can contact Accounts Payable at:

Phone: (414) 343-7425 or (414) 343-4879 E-mail: hdmcap@HARLEY-DAVIDSON.COM

Harley-Davidson Motor Company thanks you for your continued support and flexibility as we near our goal of becoming more operationally excellent in our accounts payable processes. We also want to extend our warmest wishes to you for a happy and safe holiday season. We look forward to working with you in 2007.

Sincerely,

James Brostowitz

Vice President, Treasurer Harley-Davidson, Inc.

John Olin

Vice President, Controller

John 4 Oli

Harley-Davidson Motor Company

Matt Levatich

Vice President, Materials Management

Harley-Davidson Motor Company