

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, 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:

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.



HARLEY-DAVIDSON, INC.
3700 W. JUNEAU AVENUE
MILWAUKEE, WI 53208
PHONE 414-343-4879

US BANK 79-1160759
WAUSAU, WISCONSIN
DATE: 11/09/2006
200101
CHECK NUMBER
0000330
VOIDVOID**VOID**

PAY VOID VOID VOID VOID VOID VOID VOID VOID and VOID/VOID

TO THE ORDER OF Paul's Baseball Store
123 Lilly Road
Menomonee Falls WI 53051

VOID VOID VOID VOID VOID VOID VOID
BY VOID VOID VOID VOID VOID VOID VOID
AUTHORIZED SIGNATURE

200101	Paul's Baseball Store	Check Number: 0000330			
REF#	DESCRIPTION	INVOICE DATE	AMOUNT	DISCOUNT	NET AMOUNT

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,

A handwritten signature in black ink, appearing to read "James Brostowitz".

James Brostowitz
Vice President, Treasurer
Harley-Davidson, Inc.

A handwritten signature in black ink, appearing to read "John Olin".

John Olin
Vice President, Controller
Harley-Davidson Motor Company

A handwritten signature in black ink, appearing to read "Matt Levatich".

Matt Levatich
Vice President, Materials Management
Harley-Davidson Motor Company