

September 1, 2006

Dear Valued Supplier:

At Harley-Davidson, our mission is to fulfill dreams of customers through the experiences of motorcycling. More than 9,000 employees and 1,200 dealerships across the globe actively drive this mission every day. At the same time, through the value of the products and services you provide for Harley-Davidson, you and all members of our supplier network have a vital role in contributing to our customers' dreams, and accordingly, our Company's success.

We believe Harley-Davidson's ongoing competitiveness is important to you. In today's dynamic marketplace, Harley-Davidson is committed to continually drive waste out of our business and become more operationally excellent. This focus doesn't stop at our factory or office walls; it extends to you as well.

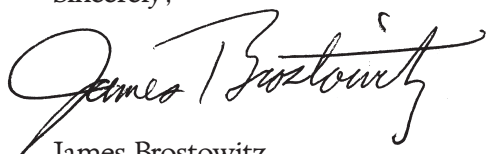
To this last point, we have identified improvement opportunities in our invoicing and accounts payable processes. To realize these efficiencies, we need your help.

The enclosed information highlights what you need to know about modifications that may be required to make your invoices compatible with our new accounts payable system. Please take the time to review the packet thoroughly.

Please complete and mail the enclosed Business Reply Card which will provide us your compliance status. If you have questions, please call your Harley-Davidson contact.

Harley-Davidson thanks you for your continued focus on helping us become more operationally excellent. We also thank you for the value you help create – and the dreams you help fulfill – for our customers.

Sincerely,



James Brostowitz  
Vice President, Treasurer  
Harley-Davidson Motor Company



John Olin  
Vice President, Controller  
Harley-Davidson Motor Company