850 – Purchase Order
ANSI X.12
Version 004010

Usage Convention

The 850 transaction set is the Purchase Order which accommodates procurement of production and indirect materials and services. The purchase order transaction set (850) provides for a more efficient means to communicate the transfer of purchasing requirement information. This transaction replaces the paper purchase order normally mailed or faxed to suppliers. This transaction was developed for use for both direct and indirect materials and services considering the AIAG guidelines.

This version (4010) is century compliant and is a common version for all Harley-Davidson sites. In addition, both the ANSI X.12 (X12) standard and the Harley-Davidson (H-D) standard are shown for all attributes.

The following Interchange ID and Qualifier must be set up to receive the Purchase Order transaction set from Harley-Davidson.

Interchange ID Qualifier (ISA07):	01
Interchange Receiver ID (ISA08):	062629324
Application Sender's Code (GS02):	062629324

Since the Purchase Order transaction set is common among all Harley-Davidson plants, it is extremely important to be able to associate the Scheduler Issuer (N1 SI) and the Ship To Location (N1 ST) segment codes to the correct plant and location. These codes must be included in the Ship Notice/Manifest (856) transaction set. For a list of valid codes and to determine the correct data combination for the Scheduler Issuer and Ship To Location, refer to Appendix A "Plant / Ship To Locations Codes".

Please note that purchase order messages may contain asterisks (*), therefore, it is **recommended that the asterisks (*) is not used as a segment delimiter**.

Seg	Ref Des	Data Element	Name	Attributes	Description

Header

ST **Transaction Set Header – Software Translator will provide – (M)**

| | ST01 | 143 | Transaction Set Identifier Code | H-D M ID 3 X12 M ID 3/3 | '850' Code that defines this transaction set as purchase order |
| | ST02 | 329 | Transaction Set Control Number | H-D M AN 4/9 X12 M AN 4/9 | Sequential number assigned by translator |

BEG **Beginning Segment for Purchase Order – (M)**

	BEG01	353	Transaction Set Purpose Code	H-D M ID 2 X12 M ID 2/2	One of the following identifying codes will populate this element: '00' Original '01' Cancellation of original purchase order '04' Change '05' Replacement of the original purchase order
					The following code is for future use: '06' Confirmation purchase order
	BEG02	92	Purchase Order Type Code	H-D M ID 2 X12 M ID 2/2	One of the following identifying codes will populate this element: 'BE' Blanket order/estimated quantities (not firm) 'BK' Blanket order (quantity firm) – Internal H-D use 'RL' Release or Delivery Order 'SA' Stand-alone order
	BEG03	324	Purchase Order Number	H-D M AN 1/15 X12 M AN 1/22	Purchase order number of Harley-Davidson may be up to 15 characters. MRO P.O.'s are 8 characters. If the PO has a revision level, this information will display in the BEG04 element.
	BEG04	328	Release Number	H-D M AN 8 X12 O AN 1/30	Purchase order's release number if purchase order type (BEG02) equals RL. If the purchase order type is BE, BK or SA, the data that displays in this element is the purchase order's revision level.

	BEG05	373	Date	H-D M DT 8 X12 M DT 8/8	CCYYMMDD – The date including the century assigned to the P.O. by Harley-Davidson.
	BEG06	367	Contract Number	H-D O AN 1/15 X12 O AN 1/30	The contract number as agreed to and referenced in this P.O., generally for MRO purchases.
CUR	**Currency – (M)**				
	CUR01	98	Entity Identifier Code	H-D M ID 2 X12 M ID 2/3	'BY' Code identifying the buying party, the purchaser, Harley-Davidson
	CUR02	100	Currency Code	H-D M ID 3 X12 M ID 3/3	One of the following identifying codes will populate this element: 'USD' The ISO code for United States dollars 'CAD' Canadian dollars 'MXP' Mexican pesos
REF	**Reference Identification – (O)**				
	REF01	128	Reference Identification Qualifier	H-D M ID 2 X12 M ID 2/3	'LF' Code identifying the assembly line feed location
	REF02	127	Reference Identification	H-D M AN 1/30 X12 X AN 1/30	The location where the product, item, or service will be delivered to or used.
PER	**Administration Communications Contact – (M)**				
	PER01	366	Contact Function Code	H-D M ID 2 X12 M ID 2/2	'BD' Code identifying the Harley-Davidson buyer
	PER02	93	Name	H-D M AN 1/35 X12 O AN 1/60	The name and the phone number of the Harley-Davidson buyer.

FOB   **FOB Related Instructions – (M)**

	FOB01	146	Shipment Method of Payment	H-D M ID 2 X12 M ID 2/2	One of the following identifying codes will populate this element: 'CC' Collect from Harley-Davidson 'PC' Prepaid but charged to Harley-Davidson. 'PP' Prepaid by seller, the supplier. The codes above indicate who will pay the freight carrier from the supplier's dock.
	FOB2	309	Location Qualifier	H-D M ID 2 X12 X ID 1/2	One of the following identifying codes will populate this element: 'DE' Shipping Destination (supplier pays) 'OR' Shipping Point Origin (customer pays). The above codes specify transportation responsibilities.

TD5   **Carrier Details** (**Routing Sequence/Transit Time**) **– (X)**

	TD502	66	Identification Code Qualifier	H-D M ID 1/2 X12 X ID 1/2	One of the following identifying codes will populate this element: '2' The SCAC code (standard carrier alpha code) as recommended by AIAG indicating the origin/delivery carrier 'ZZ' Carrier other than SCAC
	TD503	67	Identification Code	H-D M AN 2/40 X12 X AN 2/80	The abbreviated name of the freight carrier, the SCAC code or the name of the other carrier. See Appendix C, Standard Carrier Alpha Codes, for valid SCACs.

N9   **Reference Identification – (X)**

	N901	128	Reference Identification Qualifier	H-D M ID 2 X12 M ID 2/3	'CU' Code identifying the clear text clause at the P.O. or header level
	N902	127	Reference Identification	H-D M AN 1/20 X12 AN 1/30	See message text

MSG   Message Text – (O)

MSG01	933	Free-Form Message Text	H-D M AN 1/264 X12 M AN 1/264	To identify important information about the purchase order that is contained in the body of the purchase order.

N1   Name – Buying Party (Purchaser) – (M)

N101	98	Entity Identifier Code	H-D M ID 2 X12 M ID 2/3	'BY' Code identifying the buying party, the purchaser
N103	66	Identification Code Qualifier	H-D M ID 1/2 X12 X ID 1/2	One of the following identifying codes will populate this element: '1' The Duns code for H-D '92' Assigned by buyer See Appendix A, Plant / Ship To Location Codes, for the correct Identification Code Qualifier.
N104	67	Identification Code	H-D M AN 2/10 X12 X AN 2/80	See Appendix A, Plant / Ship To Location Codes, for valid codes.

N1   Name – Selling Party – (M)

N101	98	Entity Identifier Code	H-D M ID 2 X12 M ID 2/3	'SE' Code identifying the selling party as identified on the P.O.
N103	66	Identification Code Qualifier	H-D M ID 2 X12 M ID 1/2	'92' Code of supplier assigned by the buyer
N104	67	Identification Code	H-D M AN 2/13 X12 X AN 2/80	Supplier code assigned by the purchaser, Harley-Davidson.

N1   Name – Ship to Location – (X)

N101	98	Entity Identifier Code	H-D M ID 2 X12 M ID 2/3	'ST' Code identifying the ship to location
N103	66	Identification Code Qualifier	H-D M ID 1/2 X12 X ID 1/2	One of the following identifying codes will populate this element: '1' The Duns code for H-D '92' Assigned by buyer See Appendix A, Plant / Ship To Location Codes, for the correct Identification Code Qualifier.
N104	67	Identification Code	H-D M AN 2/10 X12 X AN 2/80	See Appendix A, Plant / Ship To Location Codes, for valid codes.

N2   **Additional Name Information – (X)**

N201	93	Name	H-D M AN 1/32 X12 M AN 1/60	The name of the purchaser, Harley-Davidson Motor Company.

N3   **Additional Address Information – (X)**

N301	166	Address	H-D M AN 1/55 X12 M AN 1/55	The address of the ship to location.
N302	166	Address	H-D M AN 1/55 X12 0 AN 1/55	Additional address information as needed.

Detail

PO1   **Baseline Item Data – (M)**

PO101	350	Assigned Identification	H-D M AN 1/5 X12 O AN 1/20	The P.O. line item assigned to the following quantity and item. If shipping against this transaction, this data must be entered in the REF RE (REF02) segment in the ASN (856 transaction).
PO102	330	Quantity Ordered	H-D M R 1/15 X12 X R 1/15	The quantity ordered on this purchase order for this line item, material, or service.
PO103	355	Unit or Basis for Measurement Code	H-D M ID 2 X12 O ID 2/2	The 2-digit unit of measure code identified in data element 355. See Appendix D, Unit of Measure Codes, for valid codes.
PO104	212	Unit Price	H-D M R 1/17 X12 X R 1/17	The unit price for the quantity and unit of measure of this item.
PO105	639	Basis of Unit Price Code	H-D M ID 2 X12 O ID 2/2	One of the following identifying codes will populate this element: 'NC' No charge 'NE' Not to exceed 'QT' Quoted The code identifying the basis for the P.O. price.
PO106	235	Product / Service ID Qualifier	H-D M ID 2 X12 X ID 2/2	'BP' Code identifying buyer's part number as issued by Harley- Davidson

PO107	234	Product / Service ID	H-D M AN 1/18 X12 X AN 1/48	The part number as issued by Harley-Davidson including the revision level. This may be the production part or PRO-AMS number.
PO108	235	Product / Service ID Qualifier	H-D M ID 2 X12 X ID 2/2	'MF' Code identifying the manufacturing (OEM) part number for MRO equipment / part purchases
PO109	234	Product / Service ID	H-D M AN 1/18 X12 X AN 1/48	The manufacturers part number as issued by the OEM manufacturer, generally for MRP parts purchases.
PO110	235	Product / Service ID Qualifier	H-D M ID 2 X12 X ID 2/2	'VP' Code identifying the supplier's (sellers) part number
PO111	234	Product / Service ID	H-D M ID 1/18 X12 X ID 1/48	The suppliers part number as issued by the supplier, generally for MRO.
PO112	235	Product ID Qualifier	H-D M ID 2 X12 X ID 2/2	'DR' Code identifying the drawing revision
PO113	234	Drawing Revision Level	H-D M AN 1/4 X12 M AN 1/48	The alphanumeric code indicating the drawing revision level as shown on the P.O.

PID   **Product / Item Description – (O)**

PID01	349	Item Description Type	H-D M ID 1 X12 M ID 1/1	'F ' Code identifying free form item description of the purchase order
PID05	352	Description	H-D M AN 1/80 X12 X AN 1/80	The item description, not included elsewhere, of the product, service, or item ordered on the P.O.

REF   **Reference Identification (This will only be used when multiple deliver to locations show on the same P.O.; otherwise header level is used.) – (X)**

REF01	128	Reference Identification Qualifier	H-D M ID 2 X12 M ID 2/3	'LF' Code identifying assembly line feed location
REF02	127	Reference Identification	H-D M AN 1/30 X12 X AN 1/30	The location where the product, item, or service is to be delivered to or used.

SAC   **Service, Promotion, Allowance or Charge Information – (O)**

	SAC01	248	Allowance or charge indicator	H-D M ID 1 X12 M ID 1/1	'C' Code identifying a charge
	SAC02	1300	Service, Promotion, Allowance, or Charge Code	H-D M ID 4 X12 X ID 4/4	One of the following identifying codes will populate this element: 'A880' Cancellation charge 'C850' Expedited service charge 'G470' Restocking charge 'G760' Set-up charge 'G830' Shipping & Handling 'ZZZZ' = Mutually defined Refer to SAC15 for description.
	SAC05	610	Amount	H-D M N2 1/15 X12 O N2 1/15	The total monetary amount of the charge or cedit.
	SAC12	331	Allowance or charge method of Handling Code	H-D M ID 2 X12 O ID 2/2	One of the following identifying codes will populate this element: '04' Credit Customer Account '06' Charge to be paid by customer
	SAC15	352	Description	H-D X AN 1/80 X12 X AN 1/80	Description of the charge. If code ZZZZ is in SAC02, this description will be used.

TAX   **Tax Reference – (M)**

	TAX01	325	Tax Identification Number	H-D X AN 1/20 X12 X AN 1/20	**This number is required if TAX12 is tax exempt.**
	TAX02	309	Location Qualifier	H-D M ID 2 X12 X AN 1/2	'SP' Code identifying the issuing state authority
	TAX03	310	Location Identifier	H-D M AN 2 X12 X AN 1/30	The appropriate two position state code
	TAX12	441	Tax Exempt Code	H-D M ID 1 X12 O ID 1/1	One of the following identifying sales and use tax codes will populate this element: '1' Tax exempt (Yes, tax exempt) '2' Taxable (No, not tax exempt)

DTM   Date/Time Reference – (X)

DTM01	374	Date/Time Qualifier	H-D M ID 3 X12 M ID 3/3	'106' Code identifying the required shipment due date
DTM02	373	Date	H-D M DT 8 X12 X DT 8/8	CCYYMMDD. The date including the century the shipment is due at the Harley-Davidson location.

TD5   Carrier Details (Routing Sequence/Transit Time) To be used only when multiple shipment locations are entered on the same P.O. – (X)

TD502	66	Identification Code Qualifier	H-D M ID 1/2 X12 X ID 1/2	One of the following codes will populate this element: '2' Code identifying the SCAC code (Standard Carrier Alpha Code) as recommended by AIAG indicating the origin/delivery carrier 'ZZ' Carrier other than SCAC
TD503	67	Identification Code	H-D M AN 2/40 X12 X AN 2/80	The abbreviated name of the freight carrier, the SCAC code or the name of the other carrier. See Appendix C, Standard Carrier Alpha Codes, for valid SCACs.

SCH   Line Item Schedule – (O)

SCH01	380	Quantity	H-D M R 1/15 X12 M R 1/15	The quantity scheduled for a specific line item for this location. The sum of these values for all locations should equal the total quantity in P0102.
SCH02	355	Unit or Basis for Measurement Code	H-D M ID 2 X12 M ID 2/2	The 2-digit unit of measure code identified in data element 355, which must be the same as the line item unit of measure in P01.
SCH05	374	Date/Time Qualifier	H-D M ID 3 X12 M ID 3/3	'106' Code identifying required by date
SCH06	373	Date	H-D M DT 8 X12 M DT 8/8	CCYYMMDD – The date including the century when the specific line item quantity is required/due.

N9   **Reference Identification – (X)**

| | N901 | 128 | Reference Identification Qualifier | H-D M ID 2
X12 M ID 2/3 | 'L1' Code identifying line item identifier, at the line item level |
| | N902 | 127 | Reference Identification | H-D M AN 1/20
X12 X AN 1/30 | See message text |

MSG   **Message Text – (O)**

| | MSG01 | 933 | Free-Form Message Text | H-D M AN 1/264
X12 M AN 1/264 | To identify important information of the purchase order that is contained in the body of the purchase order. |

N1   **Name –Buying Party (Purchaser) To be used when multiple ship to locations are entered on the same P.O. – (X)**

	N101	98	Entity Identifier Code	H-D M ID 2 X12 M ID 2/3	'BY' Code identifying the buyer party, the purchaser
	N103	66	Identification Code Qualifier	H-D M ID 1/2 X12 X ID 1/2	One of the following identifying codes will populate this element: '1' The Duns code for H-D '92' Assigned by buyer See Appendix A, Plant / Ship To Location Codes, for the correct Identification Code Qualifier.
	N104	67	Identification Code	H-D M AN 2/10 X12 X AN 2/80	See Appendix A, Plant / Ship To Location Codes, for valid codes.

N1   **Name (to be used only when multiple ship to locations are entered on the same P.O.) – (X)**

	N101	98	Entity Identifier Code	H-D M ID 2 X12 M ID 2/3	'ST' Code identifying the ship to location
	N103	66	Identification Code Qualifier	H-D M ID 1/2 X12 X ID 1/2	One of the following identifying codes will populate this element: '1' The Duns code for H-D '92' Assigned by buyer See Appendix A, Plant / Ship To Location Codes, for the correct Identification Code Qualifier.
	N104	67	Identification Code	H-D M AN 2/10 X12 X AN 2/80	See Appendix A, Plant / Ship To Location Codes, for valid codes.

N2   Additional Name Information (to be used only when multiple ship to locations are entered on the same P.O.) – (X)

N201	93	Name	H-D M AN 1/32 X12 M AN 1/60	The name of the purchaser, Harley-Davidson Motor Company.

N3   Additional Address Information (to be used only when multiple ship to location are entered on the same P.O.) – (X)

N301	166	Address	H-D M AN 1/55 X12 M AN 1/55	The address of the ship to location.
N302	166	Address	H-D M AN 1/25 X12 O AN 1/55	Additional address information as needed.

Summary

CTT   Transaction Totals – (M)

CTT01	354	Number of Line Items	H-D M N0 1/6 X12 M N0 1/6	The number of P01 segment.
CTT02	347	Hash Total	H-D M R 1/10 X12 O R 1/10	The total of the quantity used in P0102 segment without regard to decimal points.

AMT   Monetary Amount – (M)

AMT01	522	Amount Qualifier Code	H-D M ID 2 X12 M ID 1/3	'TT' Code identifying total P.O. transaction amount.
AMT02	782	Monetary Amount	H-D M R 1/18 X12 M R 1/18	The total monetary amount as calculated by the P.O. issuer. This is the quality X price by item added together, summarized in total.

SE   Transaction Set Trailer – (M)

SE01	96	Number of Included Segments	H-D M N0 1/10 X12 M N0 1/10	The total number of segments included in the 850 transaction including ST and SE.
SE02	329	Translation Set Control Number	H-D M AN 4/9 X12 M AN 4/9	Transaction set control number, which must match the same element in the transaction set header (ST02).

850 Loop Structure

Segment	Description	Segment*
Header		
BEG	Beginning Segment for Purchase Order	1
CUR	Currency	1
REF	LF – Assembly Linefeed Location	1
REF	BD – H-D Purchasing Contact	1
FOB	Shipment Method of Payment	1
TD5	Carrier Details	1
N9	CU – Text Message	1
MSG	Text Message	1
N1	BY – Buying Party	1
N1	SE – Selling Party	1
N1	ST – Ship To	1
N2	Name of Purchaser, H-D	1
N3	Address of the Ship To	1
Detail		
P01	Item Data	1
PID	Item Description in Text Format	1
REF	LF – Assembly Line Feed Location	1
SAC	Charge Information	1
TAX	Tax Reference	1
DTM	Shipment Due Date	1
TD5	Carrier Detail	1
SCH	Required By Date	1
N9	L1 – Text Message at Line Item	1
MSG	Text Message	1
N1	BY – Buying Party	1
N1	ST – Ship To	1
N2	Name of Purchaser, H-D	1
N3	Address of the Ship To	1
Summary		
CTT	Transaction Totals	1
AMT	Monetary Amount	1

Notes:
>   *   Shows the maximum number of times the segment can repeat according to Harley-Davidson specifications.

Loop that repeats multiple times

Raw EDI Example of Parts & Accessories' 850s

Original 850 Different Part Numbers, Same Due Date	Replacement 850 Different Part Numbers, Same Due Date
ST¬850¬000000352 BEG¬00¬SA¬P-0000230800¬000¬20050406 CUR¬BY¬USD PER¬BD¬BOB JONES, 999-9999 FOB¬CC¬OR TD5¬¬ZZ¬USFH N9¬CU¬SEE MESSAGE TEXT MSG¬= MSG¬SHIP TO: UNIFIED SOLUTIONS, INC. MSG¬ 9801 80TH AVENUE MSG¬ PLEASANT PRAIRIE, WI 53158 MSG¬NOTE: ALL FREIGHT COSTS NEED TO BE MSG¬BILLED "THIRD PARTY" TO HARLEY-DAVIDSON MSG¬MOTOR COMPANY, 10000 SOUTH FRANKLIN DR., MSG¬FRANKLIN, WI 53132 MSG¬= MSG¬REQUESTED DELIVERIES ON THIS PO REFLECT MSG¬IN-HOUSE DATES, NOT SHIPPING DATES. MSG¬ACKNOWLEDGE PO TO CONFIRM RECEIPT: SIGN/ MSG¬RETURN BLUE COPY TO BUYER WITHIN 15 DAYS MSG¬IF PAPER PO; SEND EDI FUNCTIONAL ACKNOW- MSG¬LEDGMENT WITHIN 7 DAYS IF ELECTRONIC PO. MSG¬####################################### MSG¬ALL MATL MUST MEET "PACKAGING & LABELING MSG¬FOR INBOUND PARTS & ACCESSORIES" SPEC. MSG¬NONCOMPLIANCE MAY RESULT IN CHARGEBACKS. MSG¬####################################### MSG¬PLEASE CALL BOB JONES (414-999-9999) MSG¬IF UNABLE TO DELIVER AS SCHEDULED. N1¬BY¬¬92¬4143438416 N1¬SE¬¬92¬TEST N1¬ST¬¬92¬4149477280 N2¬HARLEY-DAVIDSON MOTOR CO. INC. N3¬9801 80TH AVE.¬PLEASANT PRAIRIE, WI PO1¬1¬24¬EA¬41.72¬QT¬BP¬67041-04¬¬¬¬¬DR¬G PID¬F¬¬¬¬TACHOMETER TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1 DTM¬106¬20050603 PO1¬2¬24¬EA¬41.86¬QT¬BP¬68049-04¬¬¬¬¬DR¬E PID¬F¬¬¬¬TACH TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1 DTM¬106¬20050603 PO1¬3¬24¬EA¬10.35¬QT¬BP¬67085-95¬¬¬¬¬DR¬C PID¬F¬¬¬¬INSTRUMENT CONSOLE, BLACK, FXDL TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1 DTM¬106¬20050603 PO1¬4¬300¬EA¬1.02¬QT¬BP¬67211-04¬¬¬¬¬DR¬C PID¬F¬¬¬¬BACK CLAMP, 5" SPEEDO, BLACK TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1 DTM¬106¬20050603 PO1¬5¬24¬EA¬42.66¬QT¬BP¬67450-04¬¬¬¬¬DR¬D PID¬F¬¬¬¬TACH, W/SILVER/STAINLESS TRIM TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1 DTM¬106¬20050603 PO1¬6¬12¬EA¬20¬QT¬BP¬88811-01¬¬¬¬¬DR¬A PID¬F¬¬¬¬HARNESS, INSTRUMENTS TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1 DTM¬106¬20050603 PO1¬7¬10¬EA¬31.73¬QT¬BP¬88811-04¬¬¬¬¬DR¬B PID¬F¬¬¬¬HARNESS, SPEEDOMETER & TACHOMETER- TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1 DTM¬106¬20050603 PO1¬8¬10¬EA¬18.1¬QT¬BP¬68822-01¬¬¬¬¬DR¬A	ST¬850¬000000356 BEG¬05¬SA¬P-0000230800¬001¬20050406 CUR¬BY¬USD PER¬BD¬BOB JONES, 999-9999 FOB¬CC¬OR TD5¬¬ZZ¬USFH N9¬CU¬SEE MESSAGE TEXT MSG¬= MSG¬SHIP TO: UNIFIED SOLUTIONS, INC. MSG¬ 9801 80TH AVENUE MSG¬ PLEASANT PRAIRIE, WI 53158 MSG¬NOTE: ALL FREIGHT COSTS NEED TO BE MSG¬BILLED "THIRD PARTY" TO HARLEY-DAVIDSON MSG¬MOTOR COMPANY, 10000 SOUTH FRANKLIN DR., MSG¬FRANKLIN, WI 53132 MSG¬= MSG¬REQUESTED DELIVERIES ON THIS PO REFLECT MSG¬IN-HOUSE DATES, NOT SHIPPING DATES. MSG¬ACKNOWLEDGE PO TO CONFIRM RECEIPT: SIGN/ MSG¬RETURN BLUE COPY TO BUYER WITHIN 15 DAYS MSG¬IF PAPER PO; SEND EDI FUNCTIONAL ACKNOW- MSG¬LEDGMENT WITHIN 7 DAYS IF ELECTRONIC PO. MSG¬####################################### MSG¬ALL MATL MUST MEET "PACKAGING & LABELING MSG¬FOR INBOUND PARTS & ACCESSORIES" SPEC. MSG¬NONCOMPLIANCE MAY RESULT IN CHARGEBACKS. MSG¬####################################### MSG¬PLEASE CALL BOB JONES (414-999-9999) MSG¬IF UNABLE TO DELIVER AS SCHEDULED. N1¬BY¬¬92¬4143438416 N1¬SE¬¬92¬TEST N1¬ST¬¬92¬4149477280 N2¬HARLEY-DAVIDSON MOTOR CO. INC. N3¬9801 80TH AVE.¬PLEASANT PRAIRIE, WI Deleted Segment Deleted Segment Deleted Segment Deleted Segment PO1¬2¬24¬EA¬49.94¬QT¬BP¬68049-04¬¬¬¬¬DR¬E PID¬F¬¬¬¬TACH TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1 DTM¬106¬20050603 PO1¬3¬24¬EA¬11.42¬QT¬BP¬67085-95¬¬¬¬¬DR¬C PID¬F¬¬¬¬INSTRUMENT CONSOLE, BLACK, FXDL TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1 DTM¬106¬20050603 PO1¬4¬300¬EA¬1.02¬QT¬BP¬67211-04¬¬¬¬¬DR¬C PID¬F¬¬¬¬BACK CLAMP, 5" SPEEDO, BLACK TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1 DTM¬106¬20050603 PO1¬5¬24¬EA¬42.66¬QT¬BP¬67450-04¬¬¬¬¬DR¬D PID¬F¬¬¬¬TACH, W/SILVER/STAINLESS TRIM TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1 DTM¬106¬20050603 Deleted Segment Deleted Segment Deleted Segment Deleted Segment PO1¬7¬10¬EA¬31.73¬QT¬BP¬88811-04¬¬¬¬¬DR¬B PID¬F¬¬¬¬HARNESS, SPEEDOMETER & TACHOMETER TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1 DTM¬106¬20050603 Deleted Segment

PID¬F¬¬¬¬HARNESS ASSY, INSTRUMENTS	Deleted Segment
TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1	Deleted Segment
DTM¬106¬20050603	Deleted Segment
PO1¬9¬10¬EA¬25.73¬QT¬BP¬68810-04¬¬¬¬¬DR¬B	PO1¬9¬10¬EA¬25.73¬QT¬BP¬68810-04¬¬¬¬¬DR¬B
PID¬F¬¬¬¬INSTRUMENT HARNESS	PID¬F¬¬¬¬INSTRUMENT HARNESS
TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1	TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1
DTM¬106¬20050603	DTM¬106¬20050603
PO1¬10¬5¬EA¬19.25¬QT¬BP¬68550-01¬¬¬¬¬DR¬A	Deleted Segment
PID¬F¬¬¬¬HARNESS ASSY, INSTUMENTS	Deleted Segment
TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1	Deleted Segment
DTM¬106¬20050603	Deleted Segment
PO1¬11¬100¬EA¬10.33¬QT¬BP¬68992-00¬¬¬¬¬DR¬A	PO1¬11¬100¬EA¬10.33¬QT¬BP¬68992-00¬¬¬¬¬DR¬A
PID¬F¬¬¬¬INDICATOR HOUSING	PID¬F¬¬¬¬INDICATOR HOUSING
TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1	TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1
DTM¬106¬20050603	DTM¬106¬20050603
CTT¬11¬543	CTT¬7¬492
AMT¬TT¬5709.01	AMT¬TT¬4410.08
SE¬81¬000000352	SE¬65¬000000356

**Original 850
Same Part Numbers, Different Due Date**

ST¬850¬000030751
BEG¬00¬SA¬P-0000241206¬000¬20050525
CUR¬BY¬USD
PER¬BD¬ BOB JONES, 999-9999
FOB¬PP¬OR
TD5¬¬ZZ¬HD
N9¬CU¬SEE MESSAGE TEXT
MSG¬REQUESTED DELIVERIES ON THIS PO REFLECT
MSG¬IN-HOUSE DATES, NOT SHIPPING DATES.
MSG¬ACKNOWLEDGE PO TO CONFIRM RECEIPT: SIGN/
MSG¬RETURN BLUE COPY TO BUYER WITHIN 15 DAYS
MSG¬IF PAPER PO; SEND EDI FUNCTIONAL ACKNOW-
MSG¬LEDGMENT WITHIN 7 DAYS IF ELECTRONIC PO.
MSG¬"COMPARE YOUR PART REVISION LEVEL,GES,
MSG¬AND OTHER CORPORATE SPECIFICATIONS FOR
MSG¬THE LATEST REVISIONS."
MSG¬PLEASE CALL PLANNER MARY SMITH AT
MSG¬(414) 999-9999 IF UNABLE TO SHIP AS
MSG¬SCHEDULED.
MSG¬#####################################
MSG¬ALL MATL MUST MEET "PACKAGING & LABELING
MSG¬FOR INBOUND PARTS & ACCESSORIES" SPEC.
MSG¬NONCOMPLIANCE MAY RESULT IN CHARGEBACKS.
MSG¬#####################################
N1¬BY¬¬92¬4143438416
N1¬SE¬¬92¬C9953
N1¬ST¬¬92¬4143438744
N2¬HARLEY-DAVIDSON MOTOR CO. INC.
N3¬FRANKLIN, WI
PO1¬1¬64¬EA¬8.54¬QT¬BP¬55447-96
PID¬F¬¬¬¬TRIM PIECE FOR FLHT
TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1
DTM¬106¬20050614
PO1¬2¬34¬EA¬8.54¬QT¬BP¬55447-96
PID¬F¬¬¬¬TRIM PIECE FOR FLHT
TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1
DTM¬106¬20050616
PO1¬3¬34¬EA¬8.54¬QT¬BP¬55447-96
PID¬F¬¬¬¬TRIM PIECE FOR FLHT
TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1
DTM¬106¬20050617
CTT¬3¬132
AMT¬TT¬1127.28
SE¬44¬000030751

Original 850 One Line Item	Cancelled 850 One Line Item
ST¬850¬000000814 BEG¬00¬SA¬BP1000000001¬000¬20050307 CUR¬BY¬USD PER¬BD¬BOB JONES, 999-9999 FOB¬CC¬OR TD5¬¬ZZ¬VITR N9¬CU¬SEE MESSAGE TEXT MSG¬= MSG¬SHIP TO: UNIFIED SOLUTIONS, INC. MSG¬ 9801 80TH AVENUE MSG¬ PLEASANT PRAIRIE, WI 53158 MSG¬NOTE: ALL FREIGHT COSTS NEED TO BE MSG¬BILLED "THIRD PARTY" TO HARLEY-DAVIDSON MSG¬MOTOR COMPANY, 10000 SOUTH FRANKLIN DR., MSG¬FRANKLIN, WI 53132 MSG¬= MSG¬REQUESTED DELIVERIES ON THIS PO REFLECT MSG¬IN-HOUSE DATES, NOT SHIPPING DATES. MSG¬PLEASE CALL PLANNER BOB JONES AT MSG¬(999) 999-9999, IF UNABLE TO DELIVER AS MSG¬SCHEDULED. N1¬BY¬¬92¬4143438416 N1¬SE¬¬92¬TEST N1¬ST¬¬92¬4149477280 N2¬HARLEY-DAVIDSON MOTOR CO. INC. N3¬PLEASANT PRAIRIE, WI PO1¬1¬100¬EA¬9.99¬QT¬BP¬C6469.1AJ¬¬¬¬¬DR¬F PID¬F¬¬¬¬BRAKE PIVOT SHAFT TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1 DTM¬106¬20050708 CTT¬1¬100 AMT¬TT¬275 SE¬33¬000000814	ST¬850¬000000871 BEG¬01¬SA¬BP1000000001¬001¬20050307 CUR¬BY¬USD PER¬BD¬BOB JONES, 999-9999 FOB¬CC¬OR TD5¬¬ZZ¬VITR N9¬CU¬SEE MESSAGE TEXT MSG¬= MSG¬SHIP TO: UNIFIED SOLUTIONS, INC. MSG¬ 9801 80TH AVENUE MSG¬ PLEASANT PRAIRIE, WI 53158 MSG¬NOTE: ALL FREIGHT COSTS NEED TO BE MSG¬BILLED "THIRD PARTY" TO HARLEY-DAVIDSON MSG¬MOTOR COMPANY, 10000 SOUTH FRANKLIN DR., MSG¬FRANKLIN, WI 53132 MSG¬= MSG¬REQUESTED DELIVERIES ON THIS PO REFLECT MSG¬IN-HOUSE DATES, NOT SHIPPING DATES. MSG¬PLEASE CALL PLANNER BOB JONES AT MSG¬(999) 999-9999, IF UNABLE TO DELIVER AS MSG¬SCHEDULED. N1¬BY¬¬92¬4143438416 N1¬SE¬¬92¬TEST N1¬ST¬¬92¬4149477280 N2¬HARLEY-DAVIDSON MOTOR CO. INC. N3¬PLEASANT PRAIRIE, WI PO1¬1¬100¬EA¬9.99¬QT¬BP¬C6469.1AJ¬¬¬¬¬DR¬F PID¬F¬¬¬¬BRAKE PIVOT SHAFT TAX¬21193¬SP¬WI¬¬¬¬¬¬¬¬1 DTM¬106¬20050708 CTT¬1¬100 AMT¬TT¬275 SE¬33¬000000871

Original 850	Changed 850 Sent only by York P&A (N1 SI = 062629324) Includes Different Part Numbers with different Due Dates
ST¬850¬000000999 BEG¬00¬SA¬MP1000001800¬000¬20050218 CUR¬BY¬USD PER¬BD¬MARY JAMES- YORK FOB¬CC¬OR TD5¬¬ZZ¬HECI N9¬CU¬SEE MESSAGE TEXT MSG¬Confirming to: RON SMITH MSG¬. MSG¬OWNERSHIP OF TOOLING SHALL BECOME AND MSG¬REMAIN THE PROPERTY OF HARLEY DAVIDSON MSG¬AND IS TO BE HELD AT SUPPLIER FACILITY MSG¬AFTER COMPLETION OF THIS PURCHASE ORDER. MSG¬SUPPLIER IS RESPONSIBLE FOR PREVENTATIVE MSG¬MAINTENANCE, PRESERVATION, AND INSURANCE MSG¬OF TOOLING UNTIL CALLED FOR BY MSG¬HARLEY-DAVIDSON. TOOLING SHALL BE MSG¬RETURNED IN FIRST CLASS CONDITION LESS MSG¬REASONABLE WEAR AND TEAR. MSG¬SUPPLIER TO MARK EACH APPLICABLE TOOL MSG¬WITH HARLEY-DAVIDSON PART NUMBER AND MSG¬LOGO AS DIRECTED. MSG¬THE SUPPLIER SHALL BE RESPONSIBLE TO MSG¬CERTIFY ACCEPTANCE GAUGES ANNUALLY MSG¬MAINTAIN CALIBRATION RECORDS AND RECALL MSG¬SYSTEM FOR REVIEW BY AN APPROPRIATE MSG¬HARLEY DAVIDSON REPRESENTATIVE. MSG¬STANDARDS USED FOR CALIBRATION OF MSG¬ACCEPTANCE GAUGES MUST BE TRACEABLE TO MSG¬N I S T OR OTHER INTERNATIONAL MSG¬RECOGNIZED STANDARDS. MSG¬FIRST ARTICLE INSPECTION AND TOOLING MSG¬SURVEY IS REQUIRED AS DEFINED IN DOING MSG¬BUSINESS WITH HARLEY DAVIDSON MANUAL. MSG¬NOTE: THIS PURCHASE ORDER MAY NOT BE MSG¬ALTERED IN ANY MANNER WITHOUT PRIOR MSG¬AUTHORIZATION OF THE HARLEY DAVIDSON MSG¬PURCHASING DEPARTMENT. N1¬BY¬¬1¬062629324 N1¬SE¬¬92¬TEST N1¬ST¬¬1¬062629324 PO1¬1¬1000¬EA¬9.18¬QT¬BP¬47777-88¬¬¬¬¬DR¬C PID¬F¬¬¬¬BOSS TAX¬89-106892¬SP¬PA¬¬¬¬¬¬¬¬1 DTM¬106¬20050321 N9¬LI¬SEE MESSAGE TEXT MSG¬HD TO MAKE 47101-96A MSG¬DUE DATE FOR FOUR WEEKS AFTER PURCHASE MSG¬ORDER WRITTEN - IF PARTS ARE COMPLETED MSG¬EARLY PLEASE SHIP EARLY - PLEASE ADVISE MSG¬SHIP DATE SO PURCHASE ORDER CAN BE MSG¬UPDATED MSG¬MARK FREIGHT ATTN: YORK P&A BLDG 52	ST¬850¬000001000 BEG¬04¬SA¬MP1000001800¬001¬20050218 CUR¬BY¬USD PER¬BD¬MARY JAMES- YORK FOB¬CC¬OR TD5¬¬ZZ¬HECI N9¬CU¬SEE MESSAGE TEXT MSG¬Confirming to: RON SMITH Deleted Segment N1¬BY¬¬1¬062629324 N1¬SE¬¬92¬TEST N1¬ST¬¬1¬062629324 PO1¬1¬107¬EA¬9.18¬QT¬BP¬47777-884¬¬¬¬¬DR¬C PID¬F¬¬¬¬BOSS TAX¬89-106892¬SP¬PA¬¬¬¬¬¬¬¬1 DTM¬106¬20050222 N9¬LI¬SEE MESSAGE TEXT MSG¬HD TO MAKE 47101-96A Deleted Segment Deleted Segment Deleted Segment Deleted Segment MSG¬SHIP VIA UPS ACCT#16952X MSG¬SHIP TO: 1425 EDEN ROAD YORK PA 17402 MSG¬MARK FREIGHT ATTN: YORK P&A BLDG 52 PO1¬2¬1000¬EA¬9.18¬QT¬BP¬47780-84¬¬¬¬¬DR¬C PID¬F¬¬¬¬BOSS TAX¬89-106892¬SP¬PA¬¬¬¬¬¬¬¬1 DTM¬106¬20050331 N9¬LI¬SEE MESSAGE TEXT MSG¬HD TO MAKE 47167-96A MSG¬MARK FREIGHT ATTN: YORK P&A BLDG 52

CTT¬1¬1000 AMT¬TT¬1180 SE¬56¬000000999	CTT¬2¬1107 AMT¬TT¬1306.26 SE¬30¬000001000