



**CONFIDENTIAL**

**HIGHLANDER 4X2**

EFFECTIVE DATE: 1/05/09

MODEL	DESCRIPTION	GRADE TRANS.	MSRP	DEALER INVOICE	COMMENTS
6946	Base 4X2 V6	Base 5ECT	\$27,600	\$24,840	
6950	Sport 4X2 V6	Sport 5ECT	\$30,000	\$27,000	
6954	Limited 4X2 V6	Limit 5ECT	\$33,070	\$29,762	
6942	Base 4X2 L4	Base 5ECT	\$25,705	\$23,134	

FACTORY INSTALLED OPTIONS	MSRP	DEALER PRICE	MODEL APPLICATION				CONFLICTS	REQUIREMENTS
			6946	6950	6954	6942		

**AUDIO**

DJ	AM/FM/6CD w/ 6 spkr	\$320	\$240		O			EJ, NV, QD, QE, QF, QG	
DJ	AM/FM/6CD w/ 6 spkr	\$540	\$416	O			O	EJ, NV, QD, QE, QF, QG	
EJ	JBL Premium Audio & Bluetooth	\$630	\$473		O	O		DJ, NV, QD, QE, QF, QG, QH, QI	
NV	Navigation & JBL Premium Audio	\$2,530	\$2,118		O			DJ, EJ, QD, QE, QF, QG, QH, QI	
NV	Navigation & JBL Premium Audio	\$2,505	\$2,099			O		DJ, EJ, QD, QE, QF, QG, QH, QI	

**OPTION**

CD	Tonneau cover	\$90	\$72	O			O	CQ, QA, QB	
CQ	Convenience package	\$240	\$192	O			O	CD, DR, QA, QB	
DR	Roof rails	\$150	\$120	O			O	CQ, QA, QB	
EH	Cold weather package	\$60	\$48	O	O		O	QE, QF, QG	
EY	Rear seat entertainment	\$1,700	\$1,360		O	O		QH, QI, SR	
FE	50 state emissions	\$0	\$0	O	O	O	O		
HD	Heated seats	\$440	\$352			O		QH, QI	
HJ	Homelink	\$125	\$100		O			QD, QE, QF, QG	
LA	Leather & Heated seats (3-row)	\$1,840	\$1,472		O			LP, SD	
LP	Leather & Heated seats (2-row)	\$1,490	\$1,192		O			LA	SD
PB	Power back door	\$400	\$320		O	O		QI	

MODEL APPLICATION    ■ = Not Available    O = Optional    STD =Standard Equipment

Delivery, Processing and Handling Fee is based on the value of the processing, handling and delivery services provided by Toyota and Toyota's overall pricing strategy. Federal, state and local taxes, advertising fees, if any, and the Delivery, Processing, and Handling Fee are additional.

SUGGESTED RETAIL PRICES: These guidelines are provided by the importer. The selling dealer is free to establish its own selling price. All models comply with 2009 safety standards.

## HIGHLANDER 4X2

EFFECTIVE DATE: 1/05/09

MODEL	DESCRIPTION	GRADE TRANS.	MSRP	DEALER INVOICE	COMMENTS
6946	Base 4X2 V6	Base 5ECT	\$27,600	\$24,840	
6950	Sport 4X2 V6	Sport 5ECT	\$30,000	\$27,000	
6954	Limited 4X2 V6	Limit 5ECT	\$33,070	\$29,762	
6942	Base 4X2 L4	Base 5ECT	\$25,705	\$23,134	

FACTORY INSTALLED OPTIONS	MSRP	DEALER PRICE	MODEL APPLICATION				CONFLICTS	REQUIREMENTS
			6946	6950	6954	6942		
<b>PC</b> Special paint	\$220	\$176	O	O	O	O		
<b>PE</b> 8-Way Power Driver Seat	\$320	\$256	O			O	SD	TH
<b>PN</b> Anti-theft w/ immobilizer	\$280	\$224	O			O	PR, QB, QD	
<b>PN</b> Anti-theft w/ immobilizer	\$220	\$176		O			PR, QB, QD	
<b>PR</b> Immobilizer	\$60	\$48	O			O	PN, QA, QB	
<b>QB</b> EVP 2 - Base 3 Row	\$545	\$490	O			O	CD, CQ, DR, PN, PR, QA, QM, RL, SD	
<b>QC</b> Front dual zone auto HVAC	\$375	\$300		O			QM	PO, PP
<b>QE</b> EVP 4 - Sport	\$865	\$778		O			DJ, EH, EJ, HJ, NV, QC, QD, QF, QG, QM, QR, SD	
<b>QF</b> EVP 5 - Sport	\$1,025	\$923		O			DJ, EH, EJ, HJ, NV, QC, QD, QE, QG, QM, QR, SD	
<b>QG</b> EVP 6 - Sport	\$2,475	\$2,228		O			DJ, EH, EJ, HJ, NV, QC, QD, QE, QF, QM, QR, SD	
<b>QH</b> EVP 7 - Limited	\$1,505	\$1,355			O		EJ, HD, NV, QI, QR, SR	
<b>QI</b> EVP 8 - Limited	\$3,280	\$2,952			O		EJ, HD, NV, PB, QH, QR, SR	
<b>QM</b> Manual rear HVAC	\$385	\$308		O			QC, QR	PO, PP
<b>QM</b> Manual rear HVAC	\$415	\$332	O			O	QC, QR	PO, PP
<b>QR</b> Auto rear HVAC	\$585	\$468		O	O		QM	QC
<b>RF</b> Rear spoiler	\$200	\$160			O			
<b>RL</b> Daytime running lights	\$130	\$104	O			O	QA, QB	
<b>SD</b> 3rd row seat delete	(\$740)	(\$592)	O	O				
<b>SR</b> Power moonroof	\$850	\$680		O	O		QH, QI	

MODEL APPLICATION

■ = Not Available

O = Optional

STD =Standard Equipment

Delivery, Processing and Handling Fee is based on the value of the processing, handling and delivery services provided by Toyota and Toyota's overall pricing strategy. Federal, state and local taxes, advertising fees, if any, and the Delivery, Processing, and Handling Fee are additional.

SUGGESTED RETAIL PRICES: These guidelines are provided by the importer. The selling dealer is free to establish its own selling price. All models comply with 2009 safety standards.

## HIGHLANDER 4X2

EFFECTIVE DATE: 1/05/09

MODEL	DESCRIPTION	GRADE TRANS.	MSRP	DEALER INVOICE	COMMENTS
6946	Base 4X2 V6	Base 5ECT	\$27,600	\$24,840	
6950	Sport 4X2 V6	Sport 5ECT	\$30,000	\$27,000	
6954	Limited 4X2 V6	Limit 5ECT	\$33,070	\$29,762	
6942	Base 4X2 L4	Base 5ECT	\$25,705	\$23,134	

FACTORY INSTALLED OPTIONS	MSRP	DEALER PRICE	MODEL APPLICATION					CONFLICTS	REQUIREMENTS
			6946	6950	6954	6942			
SR Power Moonroof	\$910	\$728	O					QH, QI	
TH Third Row Seat	\$740	\$592				O			
TO Tow package	\$220	\$176	O	O	O	O			

MODEL APPLICATION

■ = Not Available

O = Optional

STD =Standard Equipment

Delivery, Processing and Handling Fee is based on the value of the processing, handling and delivery services provided by Toyota and Toyota's overall pricing strategy. Federal, state and local taxes, advertising fees, if any, and the Delivery, Processing, and Handling Fee are additional.

SUGGESTED RETAIL PRICES: These guidelines are provided by the importer. The selling dealer is free to establish its own selling price. All models comply with 2009 safety standards.



# HIGHLANDER 4X2

EFFECTIVE DATE: 01/05/09

FACTORY INSTALLED OPTIONS		OPTIONAL EQUIPMENT DESCRIPTIONS
CD	Tonneau cover	Tonneau cover
CQ	Convenience package	Convenience package: roof rail and tonneau cover
DJ	AM/FM/6CD w/ 6 spkr	AM/FM/6CD w/ 6 speakers
DR	Roof rails	Roof rails
EH	Cold weather package	Cold weather package
EJ	JBL Premium Audio & Bluetooth	JBL AM/FM/6CD w/ 9 speakers and Bluetooth
EY	Rear seat entertainment	Rear seat entertainment with 2 wireless headsets
FE	50 state emissions	50 state emissions
HD	Heated seats	Heated seats
HJ	Homelink	Homelink
LA	Leather & Heated seats (3-row)	Leather and heated seats for 3-row models
LP	Leather & Heated seats (2-row)	Leather and heated seats for 2-row models
NV	Navigation & JBL Premium Audio	AVN Navigation & JBL AM/FM/4CD with 9 speakers and Bluetooth
PB	Power back door	Power back door
PC	Special paint	Special paint
PE	8-Way Power Driver Seat	8-Way Power Driver Seat
PN	Anti-theft w/ immobilizer	Anti-theft system with engine immobilizer
PR	Immobilizer	Engine immobilizer
QC	Front dual zone auto HVAC	Front dual zone auto HVAC
QM	Manual rear HVAC	Manual rear HVAC

Delivery, Processing and Handling Fee is based on the value of the processing, handling and delivery services provided by Toyota and Toyota's overall pricing strategy. Federal, state and local taxes, advertising fees, if any, and the Delivery, Processing, and Handling Fee are additional.

SUGGESTED RETAIL PRICES: These guidelines are provided by the importer. The selling dealer is free to establish its own selling price. All models comply with 2009 safety standards.



# TOYOTA

*CONFIDENTIAL*

2009 SUGGESTED PRICE GUIDE

## HIGHLANDER 4X2

EFFECTIVE DATE: 01/05/09

FACTORY INSTALLED OPTIONS	OPTIONAL EQUIPMENT DESCRIPTIONS
QR <i>Auto rear HVAC</i>	Auto rear HVAC
RF <i>Rear spoiler</i>	Rear spoiler
RL <i>Daytime running lights</i>	Daytime running lights with auto on/off
SD <i>3rd row seat delete</i>	3rd row seat delete
SR <i>Power moonroof</i>	Power tilt and slide moonroof
TO <i>Tow package</i>	Tow package

Delivery, Processing and Handling Fee is based on the value of the processing, handling and delivery services provided by Toyota and Toyota's overall pricing strategy. Federal, state and local taxes, advertising fees, if any, and the Delivery, Processing, and Handling Fee are additional.

SUGGESTED RETAIL PRICES: These guidelines are provided by the importer. The selling dealer is free to establish its own selling price. All models comply with 2009 safety standards.



**CONFIDENTIAL**

# HIGHLANDER 4X4

2009 SUGGESTED PRICE GUIDE

SCHEDULE B

EFFECTIVE DATE: 1/05/09

MODEL	DESCRIPTION	GRADE TRANS.	MSRP	DEALER INVOICE	COMMENTS
6948	Base 4X4 V6	Base 5ECT	\$29,050	\$26,145	
6952	Sport 4X4 V6	Sport 5ECT	\$31,450	\$28,305	
6956	Limited 4X4 V6	Limit 5ECT	\$34,520	\$31,067	

FACTORY INSTALLED OPTIONS	MSRP	DEALER PRICE	MODEL APPLICATION				CONFLICTS	REQUIREMENTS
			6948	6952	6956			

**AUDIO**

DJ	AM/FM/6CD w/ 6 spkr	\$320	\$240		O			EJ, NV, QD, QE, QF, QG	
DJ	AM/FM/6CD w/ 6 spkr	\$540	\$416	O				EJ, NV, QD, QE, QF, QG	
EJ	JBL Premium Audio & Bluetooth	\$630	\$473		O	O		DJ, NV, QD, QE, QF, QG, QH, QI	
NV	Navigation & JBL Premium Audio	\$2,530	\$2,118		O			DJ, EJ, QD, QE, QF, QG, QH, QI	
NV	Navigation & JBL Premium Audio	\$2,505	\$2,099			O		DJ, EJ, QD, QE, QF, QG, QH, QI	

**OPTION**

CD	Tonneau cover	\$90	\$72	O				CQ, QB	
CQ	Convenience package	\$240	\$192	O				CD, DR, QB	
DR	Roof rails	\$150	\$120	O				CQ, QB	
EH	Cold weather package	\$60	\$48	O	O			QE, QF, QG	
EY	Rear seat entertainment	\$1,700	\$1,360		O	O			QH, QI, SR
FE	50 state emissions	\$0	\$0	O	O	O			
HD	Heated seats	\$440	\$352			O		QH, QI	
HJ	Homelink	\$125	\$100		O			QD, QE, QF, QG	
LA	Leather & Heated seats (3-row)	\$1,840	\$1,472		O			LP, SD	
LP	Leather & Heated seats (2-row)	\$1,490	\$1,192		O			LA	SD
PB	Power back door	\$400	\$320		O	O		QI	

MODEL APPLICATION

■ = Not Available

O = Optional

STD =Standard Equipment

Delivery, Processing and Handling Fee is based on the value of the processing, handling and delivery services provided by Toyota and Toyota's overall pricing strategy. Federal, state and local taxes, advertising fees, if any, and the Delivery, Processing, and Handling Fee are additional.

SUGGESTED RETAIL PRICES: These guidelines are provided by the importer. The selling dealer is free to establish its own selling price. All models comply with 2009 safety standards.



# HIGHLANDER 4X4

EFFECTIVE DATE: 1/05/09

MODEL	DESCRIPTION	GRADE TRANS.	MSRP	DEALER INVOICE	COMMENTS
6948	Base 4X4 V6	Base 5ECT	\$29,050	\$26,145	
6952	Sport 4X4 V6	Sport 5ECT	\$31,450	\$28,305	
6956	Limited 4X4 V6	Limit 5ECT	\$34,520	\$31,067	

FACTORY INSTALLED OPTIONS	MSRP	DEALER PRICE	MODEL APPLICATION				CONFLICTS	REQUIREMENTS
			6948	6952	6956			
<b>PC</b> Special paint	\$220	\$176	O	O	O			
<b>PE</b> 8-Way Power Driver Seat	\$320	\$256	O					
<b>PN</b> Anti-theft w/ immobilizer	\$220	\$176		O		PR, QB, QD		
<b>PN</b> Anti-theft w/ immobilizer	\$280	\$224	O			PR, QB, QD		
<b>PR</b> Immobilizer	\$60	\$48	O			PN, QB		
<b>QB</b> EVP 2 - Base 3 Row	\$545	\$490	O			CD, CQ, DR, PN, PR, QA, QM, RL, SD		
<b>QC</b> Front dual zone auto HVAC	\$375	\$300		O		QD, QE, QF, QG, QM		
<b>QE</b> EVP 4 - Sport	\$865	\$778		O		DJ, EH, EJ, HJ, NV, QC, QD, QF, QG, QM, QR, SD		
<b>QF</b> EVP 5 - Sport	\$1,025	\$923		O		DJ, EH, EJ, HJ, NV, QC, QD, QE, QG, QM, QR, SD		
<b>QG</b> EVP 6 - Sport	\$2,475	\$2,228		O		DJ, EH, EJ, HJ, NV, QC, QD, QE, QF, QM, QR, SD		
<b>QH</b> EVP 7 - Limited	\$1,505	\$1,355			O	EJ, HD, NV, QI, QR, SR		
<b>QI</b> EVP 8 - Limited	\$3,280	\$2,952			O	EJ, HD, NV, PB, QH, QR, SR		
<b>QM</b> Manual rear HVAC	\$415	\$332	O			QB, QC, QD, QE, QF, QG, QR, SD		
<b>QM</b> Manual rear HVAC	\$385	\$308		O		QB, QC, QD, QE, QF, QG, QR, SD		
<b>QR</b> Auto rear HVAC	\$585	\$468		O	O	QM	QC	
<b>RF</b> Rear spoiler	\$200	\$160			O			
<b>RL</b> Daytime running lights	\$130	\$104	O			QB		
<b>SD</b> 3rd row seat delete	(\$740)	(\$592)		O		LA, QE, QF, QG, QM, QR, PE, QB		
<b>SR</b> Power moonroof	\$850	\$680		O	O	QH, QI		

MODEL APPLICATION = Not Available O = Optional STD =Standard Equipment

Delivery, Processing and Handling Fee is based on the value of the processing, handling and delivery services provided by Toyota and Toyota's overall pricing strategy. Federal, state and local taxes, advertising fees, if any, and the Delivery, Processing, and Handling Fee are additional.

SUGGESTED RETAIL PRICES: These guidelines are provided by the importer. The selling dealer is free to establish its own selling price. All models comply with 2009 safety standards.

## HIGHLANDER 4X4

EFFECTIVE DATE: 1/05/09

MODEL	DESCRIPTION	GRADE TRANS.	MSRP	DEALER INVOICE	COMMENTS
6948	Base 4X4 V6	Base 5ECT	\$29,050	\$26,145	
6952	Sport 4X4 V6	Sport 5ECT	\$31,450	\$28,305	
6956	Limited 4X4 V6	Limit 5ECT	\$34,520	\$31,067	

FACTORY INSTALLED OPTIONS	MSRP	DEALER PRICE	MODEL APPLICATION					CONFLICTS	REQUIREMENTS
			6948	6952	6956				
SR Power Moonroof	\$910	\$728	O					QH, QI	
TO Tow package	\$220	\$176	O	O	O				

MODEL APPLICATION

■ = Not Available

O = Optional

STD =Standard Equipment

Delivery, Processing and Handling Fee is based on the value of the processing, handling and delivery services provided by Toyota and Toyota's overall pricing strategy. Federal, state and local taxes, advertising fees, if any, and the Delivery, Processing, and Handling Fee are additional.

SUGGESTED RETAIL PRICES: These guidelines are provided by the importer. The selling dealer is free to establish its own selling price. All models comply with 2009 safety standards.



# HIGHLANDER 4X4

EFFECTIVE DATE: 01/05/09

FACTORY INSTALLED OPTIONS		OPTIONAL EQUIPMENT DESCRIPTIONS
CD	Tonneau cover	Tonneau cover
CQ	Convenience package	Convenience package: roof rail and tonneau cover
DJ	AM/FM/6CD w/ 6 spkr	AM/FM/6CD w/ 6 speakers
DR	Roof rails	Roof rails
EH	Cold weather package	Cold weather package
EJ	JBL Premium Audio & Bluetooth	JBL AM/FM/6CD w/ 9 speakers and Bluetooth
EY	Rear seat entertainment	Rear seat entertainment with 2 wireless headsets
FE	50 state emissions	50 state emissions
HD	Heated seats	Heated seats
HJ	Homelink	Homelink
LA	Leather & Heated seats (3-row)	Leather and heated seats for 3-row models
LP	Leather & Heated seats (2-row)	Leather and heated seats for 2-row models
NV	Navigation & JBL Premium Audio	AVN Navigation & JBL AM/FM/4CD with 9 speakers and Bluetooth
PB	Power back door	Power back door
PC	Special paint	Special paint
PE	8-Way Power Driver Seat	8-Way Power Driver Seat
PN	Anti-theft w/ immobilizer	Anti-theft system with engine immobilizer
PR	Immobilizer	Engine immobilizer
QC	Front dual zone auto HVAC	Front dual zone auto HVAC
QM	Manual rear HVAC	Manual rear HVAC

Delivery, Processing and Handling Fee is based on the value of the processing, handling and delivery services provided by Toyota and Toyota's overall pricing strategy. Federal, state and local taxes, advertising fees, if any, and the Delivery, Processing, and Handling Fee are additional.

SUGGESTED RETAIL PRICES: These guidelines are provided by the importer. The selling dealer is free to establish its own selling price. All models comply with 2009 safety standards.



# TOYOTA

*CONFIDENTIAL*

2009 SUGGESTED PRICE GUIDE

## HIGHLANDER 4X4

EFFECTIVE DATE: 01/05/09

FACTORY INSTALLED OPTIONS	OPTIONAL EQUIPMENT DESCRIPTIONS
---------------------------	---------------------------------

<b>QR</b> <i>Auto rear HVAC</i>	Auto rear HVAC
<b>RF</b> <i>Rear spoiler</i>	Rear spoiler
<b>RL</b> <i>Daytime running lights</i>	Daytime running lights with auto on/off
<b>SD</b> <i>3rd row seat delete</i>	3rd row seat delete
<b>SR</b> <i>Power moonroof</i>	Power tilt and slide moonroof
<b>TO</b> <i>Tow package</i>	Tow package

Delivery, Processing and Handling Fee is based on the value of the processing, handling and delivery services provided by Toyota and Toyota's overall pricing strategy. Federal, state and local taxes, advertising fees, if any, and the Delivery, Processing, and Handling Fee are additional.

SUGGESTED RETAIL PRICES: These guidelines are provided by the importer. The selling dealer is free to establish its own selling price. All models comply with 2009 safety standards.