



**CONFIDENTIAL**

**VENZA FWD**

2010 SUGGESTED PRICE GUIDE

SCHEDULE B

EFFECTIVE DATE: 10/2009

MODEL	DESCRIPTION	GRADE TRANS.	MSRP	DEALER INVOICE	COMMENTS
2810	FWD L4		\$26,275	\$23,777	
2812	FWD V6		\$28,100	\$25,290	

FACTORY INSTALLED OPTIONS	MSRP	DEALER PRICE	MODEL APPLICATION					CONFLICTS	REQUIREMENTS
			2810	2812					

**AUDIO**

<b>EJ</b>	JBL Premium Audio	\$1,090	\$818	<input type="radio"/>	<input type="radio"/>				NV	
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**OPTION**

<b>CQ</b>	Convenience Package	\$860	\$688	<input type="radio"/>	<input type="radio"/>				LP, LX	
<b>EY</b>	Rear Seat Entertainment	\$1,680	\$1,344	<input type="radio"/>	<input type="radio"/>				SR	EJ, NV
<b>FE</b>	50 State Emissions	\$0	\$0	<input type="radio"/>	<input type="radio"/>					
<b>HS</b>	Lighting Package	\$815	\$652	<input type="radio"/>	<input type="radio"/>				LP, LX	CQ
<b>LA</b>	Leather Package	\$1,600	\$1,280	<input type="radio"/>	<input type="radio"/>				LP, LS, LX	
<b>LP</b>	Premium Package #1	\$3,845	\$3,076	<input type="radio"/>	<input type="radio"/>				CQ, HS, LA, LS, LX, SA	
<b>LS</b>	Comfort Package	\$2,100	\$1,680	<input type="radio"/>	<input type="radio"/>				LA, LP, LX	
<b>LX</b>	Premium Package #2	\$4,345	\$3,476	<input type="radio"/>	<input type="radio"/>				CQ, HS, LA, LP, LS, SA	
<b>NV</b>	Navigation System	\$2,590	\$2,093	<input type="radio"/>	<input type="radio"/>				EJ	
<b>PC</b>	Special Color	\$220	\$176	<input type="radio"/>	<input type="radio"/>					
<b>SA</b>	Security Package	\$570	\$456	<input type="radio"/>	<input type="radio"/>				LP, LX	
<b>SR</b>	Panoramic Roof	\$1,050	\$840	<input type="radio"/>	<input type="radio"/>				EY	
<b>TO</b>	Tow Prep Package	\$220	\$176	<input type="radio"/>	<input type="radio"/>					

MODEL APPLICATION  = Not Available     = 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.

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FACTORY INSTALLED OPTIONS	OPTIONAL EQUIPMENT DESCRIPTIONS
<b>CQ</b> <i>Convenience Package</i>	Includes Smart Key System with Push Button Start, Power Rear Door with Jam Protection and Chrome-Accented Door Handles
<b>EJ</b> <i>JBL Premium Audio</i>	Includes JBL Synthesis surround sound AM/FM 6 Disc In-dash CD Changer with integrated satellite radio, MP3/WMA playback capability, hands-free phone capability via Bluetooth wireless technology and 13 speakers
<b>EY</b> <i>Rear Seat Entertainment</i>	Includes Rear Seat DVD Entertainment System with 9-Inch Display and Two Wireless Headphones and Remote (Includes 120V Power Outlet and RCA Jacks)
<b>FE</b> <i>50 State Emissions</i>	50 State Emissions
<b>HS</b> <i>Lighting Package</i>	Includes High Intensity Discharge (HID) Headlamps with Automatic High Beam Feature
<b>LA</b> <i>Leather Package</i>	Includes Leather Seating Surfaces, 4-Way Power Front Passenger Seat with Lumbar Support, Satin Mahogany Wood-Grain-Style Interior Trim, Leather-Wrapped Steering Wheel and Leather-Wrapped Shift Knob With Satin Mahogany Wood-Grain-Style Inlay
<b>LP</b> <i>Premium Package #1</i>	Includes Leather Seating Surfaces, 4-Way Power Front Passenger Seat with Lumbar Support, Satin Mahogany Wood-Grain-Style Interior Trim, Leather-Wrapped Steering Wheel, Leather-Wrapped Shift Knob with Satin Mahogany Wood-Grain-Style Inlay, High Intensity Discharge (HID) Headlamps with Automatic High Beam Feature, Smart Key System With Push Button Start, Power Rear Door with Jam Protection, Chrome-Accented Door Handles, Back-Up Camera and Anti-Theft System
<b>LS</b> <i>Comfort Package</i>	Includes Leather Seating Surfaces, 4-Way Power Front Passenger Seat with Lumbar Support, Driver and Front Passenger Seat Multi-Stage Seat Heaters, Satin Mahogany Wood-Grain-Style Interior Trim, Leather-Wrapped Steering Wheel, Leather-Wrapped Shift Knob with Satin Mahogany Wood-Grain Style Inlay, Color-Keyed Foldable Power Heated Outside Mirrors and Windshield Wiper De-Icer
<b>LX</b> <i>Premium Package #2</i>	Includes Leather Seating Surfaces, 4-Way Power Front Passenger Seat With Lumbar Support, Driver and Front Passenger Seat Multi-Stage Seat Heaters, Satin Mahogany Wood-Grain-Style Interior Trim, Leather-Wrapped Steering Wheel, Leather-Wrapped Shift Knob with Satin Mahogany Wood-Grain-Style Inlay, High Intensity Discharge (HID) Headlamps with Automatic High Beam Feature, Smart Key System with Push Button Start, Power Rear Door with Jam Protection, Chrome-Accented Door Handles, Back-Up Camera, Anti-Theft System, Color-Keyed Foldable Power Heated Outside Mirrors and Windshield Wiper De-Icer
<b>NV</b> <i>Navigation System</i>	Includes Voice-Activated Touch-Screen DVD Navigation System with JBL Synthesis Surround Sound AM/FM 4 Disc In-Dash CD Changer with Integrated Satellite Radio, MP3/WMA Playback Capability, Hands-Free Phone Capability and Music Streaming Via Bluetooth Wireless Technology and 13 Speakers
<b>PC</b> <i>Special Color</i>	Special Color
<b>SA</b> <i>Security Package</i>	Includes Back-Up Camera and Anti-Theft System
<b>SR</b> <i>Panoramic Roof</i>	Includes Panoramic glass roof with front power tilt/slide moonroof

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**FACTORY INSTALLED OPTIONS**

**OPTIONAL EQUIPMENT DESCRIPTIONS**

**TO** *Tow Prep Package*

Includes Engine Oil Cooler, Larger Radiator Fan and A Heavy Duty Alternator

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**VENZA AWD**

MODEL	DESCRIPTION	GRADE TRANS.	MSRP	DEALER INVOICE	COMMENTS
2820	AWD L4		\$27,725	\$25,090	
2822	AWD V6		\$29,550	\$26,595	

FACTORY INSTALLED OPTIONS	MSRP	DEALER PRICE	MODEL APPLICATION					CONFLICTS	REQUIREMENTS
			2820	2822					

**AUDIO**

<b>EJ</b>	JBL Premium Audio	\$1,090	\$818	<input type="radio"/>	<input type="radio"/>			NV	
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**OPTION**

<b>CQ</b>	Convenience Package	\$860	\$688	<input type="radio"/>	<input type="radio"/>			LP, LX	
<b>EY</b>	Rear Seat Entertainment	\$1,680	\$1,344	<input type="radio"/>	<input type="radio"/>			SR	EJ, NV
<b>FE</b>	50 State Emissions	\$0	\$0	<input type="radio"/>	<input type="radio"/>				
<b>HS</b>	Lighting Package	\$815	\$652	<input type="radio"/>	<input type="radio"/>			LP, LX	CQ
<b>LA</b>	Leather Package	\$1,600	\$1,280	<input type="radio"/>	<input type="radio"/>			LP, LS, LX	
<b>LP</b>	Premium Package #1	\$3,845	\$3,076	<input type="radio"/>	<input type="radio"/>			CQ, HS, LA, LS, LX, SA	
<b>LS</b>	Comfort Package	\$2,100	\$1,680	<input type="radio"/>	<input type="radio"/>			LA, LP, LX	
<b>LX</b>	Premium Package #2	\$4,345	\$3,476	<input type="radio"/>	<input type="radio"/>			CQ, HS, LA, LP, LS, SA	
<b>NV</b>	Navigation System	\$2,590	\$2,093	<input type="radio"/>	<input type="radio"/>			EJ	
<b>PC</b>	Special Color	\$220	\$176	<input type="radio"/>	<input type="radio"/>				
<b>SA</b>	Security Package	\$570	\$456	<input type="radio"/>	<input type="radio"/>			LP, LX	
<b>SR</b>	Panoramic Roof	\$1,050	\$840	<input type="radio"/>	<input type="radio"/>			EY	
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<b>EJ</b> <i>JBL Premium Audio</i>	Includes JBL Synthesis surround sound AM/FM 6 Disc In-dash CD Changer with integrated satellite radio, MP3/WMA playback capability, hands-free phone capability via Bluetooth wireless technology and 13 speakers
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<b>FE</b> <i>50 State Emissions</i>	50 State Emissions
<b>HS</b> <i>Lighting Package</i>	Includes High Intensity Discharge (HID) Headlamps with Automatic High Beam Feature
<b>LA</b> <i>Leather Package</i>	Includes Leather Seating Surfaces, 4-Way Power Front Passenger Seat with Lumbar Support, Satin Mahogany Wood-Grain-Style Interior Trim, Leather-Wrapped Steering Wheel and Leather-Wrapped Shift Knob With Satin Mahogany Wood-Grain-Style Inlay
<b>LP</b> <i>Premium Package #1</i>	Includes Leather Seating Surfaces, 4-Way Power Front Passenger Seat with Lumbar Support, Satin Mahogany Wood-Grain-Style Interior Trim, Leather-Wrapped Steering Wheel, Leather-Wrapped Shift Knob with Satin Mahogany Wood-Grain-Style Inlay, High Intensity Discharge (HID) Headlamps with Automatic High Beam Feature, Smart Key System With Push Button Start, Power Rear Door with Jam Protection, Chrome-Accented Door Handles, Back-Up Camera and Anti-Theft System
<b>LS</b> <i>Comfort Package</i>	Includes Leather Seating Surfaces, 4-Way Power Front Passenger Seat with Lumbar Support, Driver and Front Passenger Seat Multi-Stage Seat Heaters, Satin Mahogany Wood-Grain-Style Interior Trim, Leather-Wrapped Steering Wheel, Leather-Wrapped Shift Knob with Satin Mahogany Wood-Grain Style Inlay, Color-Keyed Foldable Power Heated Outside Mirrors and Windshield Wiper De-Icer
<b>LX</b> <i>Premium Package #2</i>	Includes Leather Seating Surfaces, 4-Way Power Front Passenger Seat With Lumbar Support, Driver and Front Passenger Seat Multi-Stage Seat Heaters, Satin Mahogany Wood-Grain-Style Interior Trim, Leather-Wrapped Steering Wheel, Leather-Wrapped Shift Knob with Satin Mahogany Wood-Grain-Style Inlay, High Intensity Discharge (HID) Headlamps with Automatic High Beam Feature, Smart Key System with Push Button Start, Power Rear Door with Jam Protection, Chrome-Accented Door Handles, Back-Up Camera, Anti-Theft System, Color-Keyed Foldable Power Heated Outside Mirrors and Windshield Wiper De-Icer
<b>NV</b> <i>Navigation System</i>	Includes Voice-Activated Touch-Screen DVD Navigation System with JBL Synthesis Surround Sound AM/FM 4 Disc In-Dash CD Changer with Integrated Satellite Radio, MP3/WMA Playback Capability, Hands-Free Phone Capability and Music Streaming Via Bluetooth Wireless Technology and 13 Speakers
<b>PC</b> <i>Special Color</i>	Special Color
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