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KEY SELLING POINTS

- 1** Everyday Capability - Seating for 8
- 2** Advanced Audio and Safety Technologies
- 3** Premium Interior Amenities
- 4** Smooth and Responsive Ride
- 5** Outstanding Value

■ WHAT'S NEW FOR 2014

- **Models & Packaging**
 - **Highlander LE** replaces **Highlander**
 - **Highlander LE Plus** replaces **Highlander Plus**
 - **Highlander XLE** replaces **Highlander SE**
 - **Highlander Limited Platinum** is **Highlander Limited** with Platinum Package standard, and therefore has its own model code
- **Performance**
 - Double wishbone rear suspension replaces MacPherson strut rear suspension
 - Increased ride comfort and responsiveness
 - Reduced noise, vibration, harshness
 - Electric Power Steering (EPS) control has been optimized to reduce the transmission of vibrations for superior handling performance
 - Increased use of high-tensile strength sheet steel and increased number of spot welds increases torsional rigidity; highly rigid body and reduced weight helps ensure driving stability and performance
 - Dynamic Torque Control adopted for AWD replacing full-time 4WD; AWD system is lighter, more fuel efficient, offers superior traction and capable of cooperative control with other systems to ensure stability compared to conventional AWD; Lock Mode included and torque distribution can be displayed in 4.2-in. LCD MID
 - 6-speed automatic transmission with sequential shift mode and Snow Mode now standard on all gas models
 - ATF warmer adopted for 4-cylinder models to enhance fuel efficiency

Look for this icon  and **red** typeface to easily identify **NEW** features or changes for 2014.

¹Please see "Cautions" section in the back of the CARS book for important information on this feature.

■ WHAT'S NEW FOR 2014 (CONTINUED)

• Performance (continued)

- Transmission control unit refined to enhance fuel efficiency
- Hydraulic engine mounts adopted (front, right and left), rear engine mount optimized; significantly reduced engine vibration
- Increased muffler size by 4 liters to reduce noise, vibration, harshness
- Radiator size and shape revised for optimum cooling performance, radiator fan diameter and vanes adjusted to reduce noise

• Exterior

- Redesigned bold, new exterior styling
- Body is longer and wider with increased front and rear overhangs
- Smoked-chrome accent headlights now standard on **Limited**
- Automatic High Beam Headlights now available (**Limited**)
- LED Daytime Running Lights (DRL) standard on **Limited**
- New Chromtec® roof rails (standard on **XLE** and **Limited**) and 19-in. alloy wheels (**Limited**)
- New, larger alloy wheels: 18-in. split 5-spoke alloy wheels standard on **LE**, 18-in. 5-spoke machined-face alloy wheels standard on **LE Plus** and **XLE** and 19-in. Chromtec® alloy wheels standard on **Limited**
- New panoramic moonroof available, includes mesh-type deflector to suppress wind noise and buffeting (**Limited**)
- 5 new exterior colors (some discontinued)
- Enhanced aerodynamics include aerodynamic windshield wipers, aero stabilizing fins on outer mirrors and rear combination lamps; under-floor aerodynamics have been optimized to reduce the coefficient of drag for more efficiency and stability
- Rear quarter windows have been enlarged for better visibility
- Available power liftgate now height-adjustable
- Heated side view mirrors with integrated turn signals standard on all models
- Windows now surrounded in chrome trim

• Interior

- Increased front- and 2nd-row leg room
- Redesigned interior features more soft-touch materials and revised trim and accent color combinations
- New larger 24.5L center console storage with roll-top
- New soft-touch in-dash shelf with easy cable management
- Use and placement of sound absorbing and insulating materials optimized: acoustic glass for windshield adopted, floor silencer and floor insulator coverage increased by 30% to enhance interior quietness, separate type floor silencer has been adopted to enhance interior quietness
- Second-row retractable window sunshades (standard on **XLE** and **Limited**)
- Compact double wishbone rear suspension allows for increased third-row seat width and increase from 7-passenger capability to 8-passenger seating
- 60/40 split third row replaces 50/50 split third row and adds recline function

*Please see "Cautions" section in the back of the CARS book for important information on this feature.

■ WHAT'S NEW FOR 2014 (CONTINUED)

• Interior (continued)

- New 2nd-row captain's chairs with side table available (available on **XLE**, standard on **Limited**; changes seating capacity from 8 to 7)
- Space between 2nd-row folded seat and rear door opening increased for easier entry/exit to/from 3rd row
- Increased cargo capacity†
- Hip room increased in all three rows
- A pillars made thinner for better visibility
- New 3-spoke steering wheel with new layout of switches
- MID moved to inside instrument panel - 3.5-in. black and white MID on **LE** and **LE Plus**; 4.2-in. color MID on **XLE** and **Limited**
- Driver Easy Speak (standard on **Limited**)
- New instrument panel design and color
- Ambient lighting added (**Limited**)
- Second row heated seats available (**Limited**)
- Heated and ventilated front seats now available (standard on **Limited**)
- Heated steering wheel available (**Limited**)
- 60/40 second row sliding and reclining bench seat (**LE**, **LE Plus**, **XLE**) replaces second row with Center Stow seat and Center Stow console

• Audio/In-Cabin Technology

- New standard Entune™ Audio head units with Intelligent Touch controls: Entune™ Audio on **LE**, Entune™ Audio Plus on **LE Plus**, Entune™ Premium Audio with Navigation and App Suite† on **XLE**, Entune™ Premium JBL® Audio with Navigation and App Suite† on **Limited**

• Safety

- Standard front passenger seat cushion airbag† added for a total of 8 airbags†
- Standard Whiplash-Injury-Lessening (WIL)† front seats
- Rear Parking Assist Sonar now available (standard on **Limited**)
- Lane Departure Alert with Automatic High-beam headlights available (**Limited**)
- Blind Spot Monitor (BSM)† with Rear Cross Traffic Alert (RCTA)† now available (standard on **Limited**)
- Pre-Collision System (PCS)† with Dynamic Radar Cruise Control (DRCC)† now available (**Limited**)
- Safety Connect®† now available (**Limited**)

†Please see "Cautions" section in the back of the CARS book for important information on this feature.

■ TRIMS AT A GLANCE

LE

SETTING THE BAR

- Color-keyed heated power outside mirrors with turn signal indicators and folding feature
- 2.7L DOHC 16-valve 4-cylinder with Dual Variable Valve Timing with intelligence (VVT-i)
- 6-speed Electronically Controlled Transmission with intelligence (6ECT-i) and sequential shift mode and snow mode
- Available 3.5L DOHC 24-valve V6 with Dual Variable Valve Timing with intelligence (VVT-i)
- Available FWD (4-cyl. or V6) or AWD (V6 only)
- Independent MacPherson strut front suspension; double-wishbone rear suspension with front and rear stabilizer bars
- Front and rear air conditioning with air filter and second- and third-row vents
- Entune™ Audio[†] - includes the Entune Multimedia Bundle (6.1-in. touch-screen AM/FM CD player with MP3/WMA playback capability, 6 speakers, auxiliary audio jack, USB 2.0 port with iPod^{®†} connectivity and control, advanced voice recognition, hands-free phone capability, access and music streaming via iPod^{®†} and Bluetooth^{®†} wireless technology), Intelligent Touch controls and integrated backup camera[†] display with projected path
- 18-in. split 5-spoke alloy wheels standard
- Standard 8 airbags[†]
- Standard 8-passenger seating

LE PLUS

MORE CONVENIENCE

- Standard 3.5L DOHC 24-valve V6 with Dual Variable Valve Timing with Intelligence (VVT-i)
- 8-way power adjustable driver's seat including power thigh and lumbar support, 4-way adjustable front passenger seat, 60/40 split sliding & reclining fold-flat second-row seats
- Adjustable power liftgate with jam protection
- Fabric & SofTex[®]-trimmed seating with accent stitching
- Entune™ Audio Plus[†] - includes the Entune multimedia bundle plus Intelligent Touch controls, SiriusXM Radio[†] with 90-day complimentary trial, HD Radio™, HD traffic and weather in major metro areas[†] and integrated backup camera[†] display with projected path
- Flip-up rear hatch window
- Integrated fog lights
- Leather-trimmed tilt/telescopic 3-spoke steering wheel
- Three-zone automatic climate control with air filter, separate second-row control panel, individual temperature settings for driver, front passenger and rear-passengers and second- and third-row vents

[†]Please see "Cautions" section in the back of the CARS book for important information on this feature.

■ TRIMS AT A GLANCE (CONTINUED)

XLE

ADDED AMENITIES

- 4.2-inch color LCD Multi-Information Display
- Second row retractable sunshades
- 5000-lb. towing capacity†
- Chromtec® roof rails
- Entune™ Premium Audio with Navigation† and App Suite† – includes Entune multimedia bundle, 8-in. high-resolution touch-screen with split screen display, Entune® App Suite†, Intelligent Touch Controls, SiriusXM Radio† with 90-day complimentary trial, HD Radio™, HD predictive traffic and Doppler weather overlay, AM/FM cache radio, Gracenotes album cover art and integrated backup camera† display with projected path
- Leather-trimmed front and second-row seats; heated front seats
- Satin chrome interior door handles
- Power tilt/slide moonroof with sunshade and jam protection
- Smart Key System† on front doors and liftgate with Push Button Start and remote keyless entry system with illuminated entry
- Driver Easy Speak - utilizes microphone in overhead console to amplify the driver's voice and broadcast it through rear speakers

LIMITED

UPSCALE UTILITY

- Smoked-chrome accent headlights
- 19-in. 5 spoke Chromtec® wheels
- LED ambient lighting
- Blind Spot Monitor (BSM) with Rear Cross Traffic Alert (RCTA)†
- Color-keyed heated power outside mirrors with memory, turn signal and blind spot warning indicators, puddle lamps and folding features
- Perforated leather-trimmed heated and ventilated front row seats, 8-way power-adjustable memory driver's seat including power thigh support and lumbar support, 4-way power adjustable front passenger seat
- Entune™ Premium JBL® Audio with Navigation† and App Suite† – includes the Entune Multimedia bundle, 8-inch high-resolution touch-screen with split screen display, 12 JBL® GreenEdge™ speakers, Entune® App Suite†, Intelligent Touch controls, SiriusXM Radio† with 90-day complimentary trial, HD Radio™, HD predictive traffic and doppler weather overlay AM/FM cache radio, and Gracenotes album cover art
- Integrated backup camera† with dynamic gridlines
- LED Daytime Running Lights (DRLs) with on/off feature
- Rear parking assist sonar
- Second-row captain's chairs with side table (7-passenger seating capability)
- Wood-grain accent throughout the interior
- Limited Platinum adds Driver Technology Package, panoramic moonroof, heated steering wheel, and heated perforated leather second-row captain's chairs

†Please see "Cautions" section in the back of the CARS book for important information on this feature.

■ TRIMS AT A GLANCE (CONTINUED)

HYBRID LIMITED

FUN AND ECO-CONSCIOUS

- 3.5L DOHC 24-valve V6 with Variable Valve Timing with intelligence (VVT-i) (SULEV)
- Electronically Controlled Brake system (ECB) with regenerative control
- Hybrid Synergy Drive^{®†} with ECO mode and EV mode[†] switch
- Vehicle Dynamics Integrated Management (VDIM)[†]
- 280 hybrid system net horsepower
- EPA fuel economy ratings 27 city/ 28 highway/ 28 combined MPG*
- 3500-lb. towing capacity[†]
- Hybrid Limited Platinum adds Driver Technology Package, panoramic moonroof, heated steering wheel, and heated perforated leather second-row captain's chairs

[†]Please see "Cautions" section in the back of the CARS book for important information on this feature.

*2014 EPA MPG estimates. Actual mileage will vary.

MODELS

TRIM	TRANS.	ENGINE	CYL.	MODEL #	MSRP*
GAS MODELS					
FWD LE	6ECT-i	2.7L	4	6942	\$29,215
FWD LE	6ECT-i	3.5L	6	6946	\$30,520
FWD LE Plus	6ECT-i	3.5L	6	6947	\$32,740
FWD XLE	6ECT-i	3.5L	6	6951	\$36,040
FWD Limited	6ECT-i	3.5L	6	6954	\$39,640
★ FWD Limited Platinum ¹	6ECT-i	3.5L	6	6955	\$42,130
AWD LE	6ECT-i	3.5L	6	6948	\$31,980
AWD LE Plus	6ECT-i	3.5L	6	6949	\$34,200
AWD XLE	6ECT-i	3.5L	6	6953	\$37,500
AWD Limited	6ECT-i	3.5L	6	6956	\$41,100
★ AWD Limited Platinum ¹	6ECT-i	3.5L	6	6957	\$43,590
HYBRID MODELS					
AWD Hybrid Limited	ECVT	3.5L	6	6966	\$47,300
★ AWD Hybrid Limited Platinum ¹	ECVT	3.5L	6	6967	\$49,790

1.4 HIGHLANDER

¹Includes Platinum Package (PT) content as standard

*MSRP excludes the Delivery, Processing and Handling Fee of \$810 for cars, \$860 for Small/Medium Trucks (Sienna, RAV4, Highlander Gas, Highlander Hybrid, FJ Cruiser, 4Runner, and Tacoma), and \$995 for Large Trucks (Land Cruiser, Tundra and Sequoia). Historically, vehicle manufacturers and distributors have charged a separate fee for processing, handling and delivering vehicles to dealerships. Toyota's charge for these services is called the "Delivery, Processing and Handling Fee" and is based on the value of the processing, handling and delivery services Toyota provides as well as Toyota's overall pricing structure. Toyota may make a profit on the Delivery, Processing and Handling Fee.) Excludes taxes, license, title and available or regionally required equipment. The Delivery, Processing and Handling Fee in AL, FL, GA, NC, SC, AR, LA, MS, OK and TX will be higher. Actual dealer price will vary.



MODELS & COLORS

■ **COLORS** (for color samples go to www.eshowroom.toyota.com)

EXTERIOR (CODE)	INTERIOR (CODE)	LE FABRIC	LE PLUS FABRIC / SOFTEX	XLE / LEATH- ER	LIMITED / HYBRID LIMITED PERFORATED LEATHER
★ Alumina Jade Metallic (6W4)	Almond (00)		■	■	■
	Ash (10)	■	■	■	■
★ Attitude Black Metallic (218)	Almond (00)		■	■	■
	Ash (10)	■	■	■	■
	Black (20)	■	■	■	■
Blizzard Pearl (070)	Almond (00)		■	■	■
	Ash (10)	■	■	■	■
	Black (20)	■	■	■	■
★ Creme Brulee Mica (5B2)	Almond (00)		■	■	■
	Black (20)	■	■	■	■
★ Moulin Rouge Mica (3T0)	Almond (00)		■	■	■
	Black (20)	■	■	■	■
Nautical Blue Metallic (8S6)	Almond (00)		■	■	■
	Ash (10)	■	■	■	■
Predawn Gray Mica (1H1)	Almond (00)		■	■	■
	Ash (10)	■	■	■	■
	Black (20)	■	■	■	■
Shoreline Blue Pearl (8V5)	Almond (00)		■	■	■
	Ash (10)	■	■	■	■
	Black (20)	■	■	■	■
★ Silver Sky Metallic (1D6)	Ash (10)	■	■	■	■
	Black (20)	■	■	■	■

14 HIGHLANDER

FEATURES

	LE	LE PLUS	XLE	LIMITED	HYBRID LIMITED
COMFORT/CONVENIENCE					
AIR CONDITIONER, HEATER & DEFROSTER					
Front and rear air conditioning with air filter and second- and third-row vents	S	NA	NA	NA	NA
Three-zone automatic climate control with air filter, separate second-row control panel, individual temperature settings for driver, front passenger and rear-seat passengers and second- and third-row vents	NA	S	S	S	S
Rear liftgate window defogger	S	S	S	S	S
AUDIO, ENTERTAINMENT & NAVIGATION					
 Entune™ Audio† - includes Entune™ Multimedia Bundle (6.1-in. high-resolution touch-screen display, AM/FM CD player with MP3/WMA playback capability, 6 speakers, auxiliary audio jack, USB 2.0 port with iPod®† connectivity and control, advanced voice recognition, hands-free phone capability, phone book access and music streaming via Bluetooth®† wireless technology), Intelligent Touch controls and integrated backup camera† display with projected path	S	NA	NA	NA	NA
 Entune™ Audio Plus† - includes Entune Multimedia Bundle (6.1-in. high-resolution touch-screen display, AM/FM CD player with MP3/WMA playback capability, 6 speakers, auxiliary audio jack, USB 2.0 with iPod®† connectivity and control, advanced voice recognition, hands-free phone capability, phone book access and music streaming via Bluetooth®† wireless technology) Intelligent Touch controls, SiriusXM Radio† with 90-day complimentary trial, HD Radio™, HD traffic and weather in major metro areas†, and integrated backup camera† display with projected path	NA	S	NA	NA	NA

1.4 HIGHLANDER

†Please see "Cautions" section in the back of the CARS book for important information on this feature.
 Legend: S = Standard • 0 = Factory-installed only • NA = Not Available

FEATURES

14 HIGHLANDER

	LE	LE PLUS	XLE	LIMITED	HYBRID LIMITED
AUDIO, ENTERTAINMENT & NAVIGATION (CONTINUED)					
<p>★ Entune™ Premium Audio with Navigation† and App Suite† - includes Entune Multimedia Bundle (8-in. high-resolution touch-screen with split screen display, AM/FM CD player with MP3/WMA playback capability, 6 speakers, auxiliary audio jack, USB 2.0 port with iPod®† connectivity and control, advanced voice recognition, hands-free phone capability, phone book access and music streaming via <i>Bluetooth</i>®† wireless technology) Entune® App Suite†, Intelligent Touch controls, SiriusXM Radio† with 90-day complimentary trial, HD Radio™, HD predictive traffic and Doppler weather overlay, AM/FM cache radio, Gracenotes® album cover art and integrated backup camera† display with projected path</p>	NA	NA	S	NA	NA
<p>★ Entune™ Premium JBL® Audio with Navigation and App Suite† - includes Entune Multimedia Bundle (8-in. high resolution touch-screen with split screen display, AM/FM CD player with MP3/WMA playback capability, 12 JBL® GreenEdge™ speakers, auxiliary audio jack, USB 2.0 port with iPod®† connectivity and control, advanced voice recognition, hands-free phone capability, phone book access and music streaming via <i>Bluetooth</i>®† wireless technology) Entune® App Suite†, Intelligent Touch controls, SiriusXM Radio† with 90-day complimentary trial, HD Radio™, HD predictive traffic and Doppler weather overlay, AM/FM cache radio, Gracenotes® album cover art and integrated backup camera† display with dynamic gridlines</p>	NA	NA	NA	S	S

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	LE	LE PLUS	XLE	LIMITED	HYBRID LIMITED
AUDIO, ENTERTAINMENT & NAVIGATION (CONTINUED)					
Entune® App Suite† - includes Bing™, Facebook Places, iHeartRadio, MovieTickets.com, OpenTable®, Pandora®† and Yelp™; real-time info including traffic, weather, fuel prices, sports and stocks. Access to Entune® services is subscription free. See toyota.com/entune for details.	NA	NA	S	S	S
Rear-seat Blu-ray® DVD entertainment system with 9-in. display, RCA jacks, remote and two wireless headphones† {EY}	NA	NA	O	O	O
CONVENIENCE					
See individual entries for cup holders and power points					
★ Integrated backup camera† with projected path	S	S	S	NA	NA
★ Integrated backup camera† with dynamic gridlines	NA	NA	NA	S	S
HomeLink®† universal transceiver in overhead console	NA	NA	S	S	S
★ Driver Easy Speak - utilizes microphone in overhead console to amplify the driver's voice and broadcast it through rear speakers	NA	NA	S	S	S
CRUISE CONTROL					
Cruise control	S	S	S	S	S
★ Dynamic Radar Cruise Control (DRCC)† (included in {PT})	NA	NA	NA	O	O
CUP HOLDERS					
8 cup holders	S	S	S	S	S
4 bottle holders (one in each door)	S	S	S	S	S
DOORS					
Color-keyed outside door handles	S	S	S	S	S
Power door locks with shift-linked automatic lock/unlock feature	S	S	S	S	S
Child protector rear door locks	S	S	S	S	S
Adjustable power liftgate with jam protection	NA	S	S	S	S

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FEATURES

1.4 HIGHLANDER

	LE	LE PLUS	XLE	LIMITED	HYBRID LIMITED
INSTRUMENTATION					
★ Optitron instrumentation with blue-illuminated speedometer and tachometer; 3.5-in. LCD Multi-Information Display screen	S	S	NA	NA	NA
★ Optitron instrumentation with blue-illuminated speedometer, tachometer and Hybrid system power meter (Hybrid models only) and 4.2-in. color LCD Multi-Information Display screen	NA	NA	S	S	S
★ 3.5-in. LCD Multi-Information Display in meter cluster with odometer, current/average fuel economy, cruising range, and ECO driving indicator	S	S	NA	NA	NA
★ 4.2-in. color LCD Multi-Information Display in meter cluster with odometer, current/average fuel economy, cruising range, average speed, AWD torque distribution (AWD gas models only), cruise control guide, navigation with turn-by-turn directions, audio status, hands-free incoming call notices, telephone information, ECO driving indicator, and energy monitor (Hybrid models only)	NA	NA	S	S	S
MIRRORS & VISORS					
★ Color-keyed heated power outside mirrors with turn signal indicators and folding feature	S	S	S	NA	NA
★ Color-keyed heated power outside mirrors with memory, turn signal and blind spot warning indicators, puddle lamps and folding features	NA	NA	NA	S	S
Day/night rearview mirror	S	S	NA	NA	NA
Auto-dimming rearview mirror	NA	NA	S	S	S
Dual sun visors with sliding function and illuminated vanity mirrors	S	S	S	S	S

*Please see "Cautions" section in the back of the CARS book for important information on this feature.

Legend: S = Standard • 0 = Factory-installed only • NA = Not Available

FEATURES

	LE	LE PLUS	XLE	LIMITED	HYBRID LIMITED
MOONROOF					
Power tilt/slide moonroof with sunshade and jam protection	NA	NA	S	S	S
★ Panoramic moonroof with power sunshade and jam protection (included in {PT})	NA	NA	NA	O	O
PACKAGES					
★ Driver Technology Package {AT}	NA	NA	NA	O	O
★ Platinum Package {PT}	NA	NA	NA	O	O
POWER POINTS					
Three 12V auxiliary power points (two front, one second-row)	S	S	S	S	S
★ One 120V auxiliary AC power outlet (second-row area)	NA	NA	S	S	S
RACKS					
★ Chromtec® roof rails†	NA	NA	S	S	S
SEATS					
★ Fabric-trimmed front- and second-row seats; 6-way adjustable driver's seat; 4-way adjustable front passenger seat; 60/40 split sliding and reclining fold-flat second-row seats	S	NA	NA	NA	NA
★ Fabric and SofTex®-trimmed front- and second-row seats; 8-way power adjustable driver's seat with power thigh support, lumbar support; 4-way adjustable front passenger seat; 60/40 split sliding and reclining fold-flat second-row seats	NA	S	NA	NA	NA
★ Leather-trimmed front- and second-row seats; heated front seats; 8-way power adjustable driver's seat with power thigh support, lumbar support; 4-way adjustable front passenger seat; 60/40 split sliding and reclining fold-flat second-row seats	NA	NA	S	NA	NA

1.4 HIGHLANDER

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FEATURES

14 HIGHLANDER

	LE	LE PLUS	XLE	LIMITED	HYBRID LIMITED
SEATS					
★ Perforated leather-trimmed heated and ventilated front seats; 8-way power adjustable memory driver's seat with power thigh and lumbar support; 4-way power adjustable front passenger seat; second-row captain's chairs with side table	NA	NA	NA	S	S
★ Fabric-trimmed 60/40 split fold-flat third-row seat with sliding headrests and recline function	S	NA	NA	NA	NA
★ Fabric and SofTex®-trimmed 60/40 split fold-flat third-row seat with sliding headrests and recline function	NA	S	NA	NA	NA
★ SofTex®-trimmed 60/40 split fold-flat third-row seat with sliding headrests and recline function	NA	NA	S	S	S
SHIFT LEVERS					
★ Gated shift lever with knob, silver metallic shift bezel, and LED indicator illumination	S	NA	NA	NA	NA
★ Gated shift lever with silver metallic/leather-trimmed knob, silver metallic shift bezel and LED indicator illumination	NA	S	S	S	S

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	LE	LE PLUS	XLE	LIMITED	HYBRID LIMITED
STEERING WHEELS					
★ Tilt/telescopic three-spoke steering wheel with metallic accents and audio, Multi-Information Display, <i>Bluetooth</i> [†] hands-free phone, voice command and cruise controls	S	NA	NA	NA	NA
★ Leather-trimmed tilt/telescopic three-spoke steering wheel with metallic accents and audio, Multi-Information Display, and <i>Bluetooth</i> [†] hands-free phone, voice command and cruise controls	NA	S	NA	NA	NA
★ Leather-trimmed tilt/telescopic three-spoke steering wheel with metallic accents and audio, Multi-Information Display, and <i>Bluetooth</i> [†] hands-free phone, voice command, cruise control and multimedia information controls	NA	NA	S	S	S
STORAGE AREAS					
See individual entries for cup holders					
★ 24.5-liter soft-touch roll-top center console with removable utility tray	S	S	S	S	S
Overhead console with map lights, sunglasses storage and conversation mirror	S	S	NA	NA	NA
Overhead console with map lights, sunglasses storage, conversation mirror and HomeLink ^{®†} universal transceiver	NA	NA	S	S	S
★ Soft-touch in-dash shelf with easy cable management	S	S	S	S	S
4 Cargo area tie-down cargo hooks	S	S	S	S	S

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FEATURES

	LE	LE PLUS	XLE	LIMITED	HYBRID LIMITED
TRIM - EXTERIOR					
Color-keyed rear spoiler with high-mount LED stop lamp	S	S	S	S	S
★ Black front and rear mudguards (AWD models only)	S	S	S	S	S
Hybrid Synergy Drive® blue accent badges	NA	NA	NA	NA	S
TRIM - INTERIOR					
★ Soft-touch upper door trim with metallic accent, fabric-covered door armrest area with black interior door handles	S	NA	NA	NA	NA
★ Soft-touch upper door trim with metallic accent, leatherette-trimmed door armrest area with black interior door handles	NA	S	NA	NA	NA
★ Soft-touch upper door trim with metallic accent, leatherette-trimmed door armrest area with satin chrome interior door handles	NA	NA	S	NA	NA
★ Soft-touch upper door trim with wood-grain accent, leatherette-trimmed door armrest area with satin chrome interior door handles	NA	NA	NA	S	S
WINDOWS, GLASS & WIPERS					
★ Power windows with driver and front passenger auto up/down and jam protection	S	S	S	NA	NA
★ Power windows with auto up/down and jam protection in all positions	NA	NA	NA	S	S
★ UV reduction glass on all windows	S	S	S	S	S
★ High Solar Energy-Absorbing (HSEA) glass on front and rear side windows	S	S	S	S	S
Privacy glass on rear side, quarter and liftgate windows	S	S	S	S	S
★ Second-row retractable window sunshades	NA	NA	S	S	S
Flip-up rear hatch window	NA	S	S	S	S
Washer-linked variable intermittent windshield wipers and intermittent rear wiper	S	S	S	S	S
Windshield wiper de-icer	S	S	S	S	S

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FEATURES

	LE	LE PLUS	XLE	LIMITED	HYBRID LIMITED
PERFORMANCE					
DRIVE SYSTEMS					
Front-wheel drive	S	S	S	S	NA
 Dynamic Torque Control AWD system	O	O	O	O	NA
Electronic On-Demand AWD System with intelligence (AWD-i)	NA	NA	NA	NA	S
ENGINES					
2.7L DOHC 16-valve 4-cylinder with Dual Variable Valve Timing with intelligence (VVT-i) (ULEV II)	S	NA	NA	NA	NA
3.5L DOHC 24-valve V6 with Dual Variable Valve Timing with intelligence (VVT-i) (ULEV II)	O	S	S	S	NA
3.5L DOHC 24-valve V6 with Variable Valve Timing with intelligence (VVT-i) (SULEV)	NA	NA	NA	NA	S
STEERING					
Electric Power Steering (EPS); power-assisted rack-and-pinion	S	S	S	S	S
SUSPENSION					
Independent MacPherson strut front suspension, double-wishbone rear suspension	S	S	S	S	S
Front and rear stabilizer bars	S	S	S	S	S
TOWING					
1500-lb. towing capacity† (4-cyl.)	S	NA	NA	NA	NA
2000-lb. towing capacity† (V6)	NA	S	NA	NA	NA
5000-lb. towing capacity† with heavy-duty radiator, engine oil cooler, 200-watt fan coupling, supplemental transmission oil cooler and 150-amp alternator	NA	NA	S	S	NA
3500-lb. towing capacity† with heavy-duty radiator, engine oil cooler, 240-watt fan coupling and supplemental transmission oil cooler	NA	NA	NA	NA	S

1.4 HIGHLANDER

†Please see "Cautions" section in the back of the CARS book for important information on this feature.
Legend: S = Standard • O = Factory-installed only • NA = Not Available

FEATURES

1.4 HIGHLANDER

	LE	LE PLUS	XLE	LIMITED	HYBRID LIMITED
TRANSMISSIONS					
★ 6-speed Electronically Controlled automatic Transmission with intelligence (ECT-i), sequential shift mode and Snow mode	S	S	S	S	NA
Electronically controlled Continuously Variable Transmission (ECVT) with sequential shift mode	NA	NA	NA	NA	S
WHEELS & TIRES					
★ 18-in. split 5-spoke alloy wheels with P245/60R18 105S tires	S	NA	NA	NA	NA
★ 18-in. split 5-spoke machined-face alloy wheels with P245/60R18 105S tires	NA	S	S	NA	NA
★ 19-in. 5-spoke Chromtec® alloy wheels with P245/55R19 105S tires	NA	NA	NA	S	S
★ Temporary spare tire	S	S	S	S	S
Tire Pressure Monitoring System (TPMS) [†]	S	S	S	S	S
SAFETY					
AIRBAGS					
Driver and front passenger Advanced Airbag System [†]	S	S	S	S	S
Driver and front passenger seat-mounted side airbags [†] , driver knee airbag [†] , front passenger seat cushion airbag[†] , and all-row Roll-Sensing Side Curtain Airbags [†] (RSCA)	S	S	S	S	S
BRAKING SYSTEMS					
See Safety and Security entry for Star Safety System™					
Power-assisted 12.9-in. ventilated front / 12.2-in. solid rear disc brakes	S	S	S	S	S
Electronically-Controlled Brake System (ECB) with regenerative braking	NA	NA	NA	NA	S
Hill Start Assist Control (HAC) [†]	S	S	S	S	S
Downhill Assist Control (DAC) [†] (AWD models)	S	S	S	S	NA

[†]Please see "Cautions" section in the back of the CARS book for important information on this feature.

Legend: S = Standard • 0 = Factory-installed only • NA = Not Available

FEATURES

	LE	LE PLUS	XLE	LIMITED	HYBRID LIMITED
LIGHTS					
Projector-beam halogen headlights with auto on/off feature	S	S	S	NA	NA
★ Projector-beam halogen smoked-chrome accent headlights with auto on/off feature	NA	NA	NA	S	S
Daytime Running Lights (DRL) with on/off feature	S	S	S	NA	NA
★ LED Daytime Running Lights (DRL) with on/off feature	NA	NA	NA	S	S
Integrated fog lights	NA	S	S	S	S
Illuminated entry system	S	S	S	S	S
Front and second-row reading lights	S	S	S	S	S
★ Blue LED ambient lighting on interior of front and rear doors and in-dash shelf	NA	NA	NA	S	S
★ Cargo area lights	S	S	S	S	S
SECURITY					
See individual entries for airbags, braking systems, doors, and seatbelts & child restraint system					
Star Safety System™ - includes Enhanced Vehicle Stability Control (Enhanced-VSC)†, Traction Control (TRAC)†, Anti-lock Brake System (ABS), Electronic Brake-force Distribution (EBD), Brake Assist (BA)† and Smart Stop Technology (SST)†	S	S	S	S	S
Electronically Controlled Braking (ECB), Vehicle Dynamics Integrated Management (VDIM)†	NA	NA	NA	NA	S
Remote keyless entry system with remote illuminated entry	S	S	NA	NA	NA
Smart Key System† on front doors and liftgate with Push Button Start and remote keyless entry system with illuminated entry	NA	NA	S	S	S
Engine immobilizer system	S	S	NA	NA	NA

†Please see "Cautions" section in the back of the CARS book for important information on this feature.
 Legend: S = Standard • 0 = Factory-installed only • NA = Not Available

1.4 HIGHLANDER


FEATURES

14 HIGHLANDER

	LE	LE PLUS	XLE	LIMITED	HYBRID LIMITED
SECURITY (CONTINUED)					
Anti-theft system with alarm and engine immobilizer	NA	NA	S	S	S
★ Safety Connect®† - includes Emergency Assistance, Stolen Vehicle Locator, Roadside Assistance and Automatic Collision Notification (included in {PT})	NA	NA	NA	O	O
★ Rear Parking Assist Sonar	NA	NA	NA	S	S
★ Blind Spot Monitor (BSM)† with Rear Cross Traffic Alert (RCTA)	NA	NA	NA	S	S
★ Pre-Collision System† (included in {PT})	NA	NA	NA	O	O
★ Lane Departure Alert with Automatic High beam headlights (included in {PT})	NA	NA	NA	O	O
SEATBELTS & CHILD RESTRAINT SYSTEM					
3-point seatbelts for all seating positions; driver-side Emergency Locking Retractor (ELR) and Automatic/ Emergency Locking Retractor (ALR/ELR) on all passenger belts	S	S	S	S	S
Adjustable front seatbelt shoulder anchors and driver and front passenger seatbelt pretensioners† with force limiters	S	S	S	S	S
LATCH (Lower Anchors and Tethers for CHildren) includes lower anchors and tethers on outboard second-row seats and tether anchor on middle of third-row seat	S	S	S	S	S
Driver and front passenger seatbelt warning sensors	S	S	S	S	S
★ Driver and front passenger Whiplash-Injury-Lessening (WIL)† seats	S	S	S	S	S

†Please see "Cautions" section in the back of the CARS book for important information on this feature.

■ FACTORY OPTIONS

CODE	MSRP	OPTION
EY	\$1810	Rear-Seat Blu-ray® DVD Entertainment system with 9-in. display, two wireless headphones†, remote and RCA jacks (XLE, Limited and Hybrid† Limited)
 CC	\$275	2nd Row Captain's Chairs - leather second-row captain's chairs with folding side table with two cupholders (XLE)
PC	\$395	Blizzard Pearl (070) exterior paint color (All models)

1.4 HIGHLANDER

†Please see "Cautions" section in the back of the CARS book for important information on this feature.

OPTIONS & PACKAGES

■ PACKAGES

CODE	MSRP	PACKAGE
★ AT	\$1400	Driver Technology Package <ul style="list-style-type: none"> • Safety Connect^{®†} • Pre-Collision System (PCS)[†] with Dynamic Radar Cruise Control (DRCC)[†] • Lane Departure Alert with Automatic High Beam Headlights[†] (Available Limited & Hybrid [†] Limited, Standard Limited Platinum & Hybrid [†] Limited Platinum)
★ PT	\$2490	Platinum Package <ul style="list-style-type: none"> • Includes Driver Technology Package • Panoramic moonroof • Heated steering wheel • Heated perforated leather-trimmed second-row captain's chairs with folding side table (Available Limited and Hybrid [†] Limited)

14 HIGHLANDER

[†]Please see "Cautions" section in the back of the CARS book for important information on this feature.

SPECIFICATIONS

GAS ONLY		FWD & AWD LE / PLUS, XLE, LIMITED / PLATINUM	
BRAKING SYSTEMS			
Front/Rear		Power-assisted 12.9-in. ventilated front disc brakes / 12.2-in. solid rear discs; Star Safety System™ combines Anti-lock Brakes (ABS), Electronic Brake-force Distribution (EBD), Brake Assist (BA)†, Traction Control (TRAC), Enhanced Vehicle Stability Control (VSC)† and Smart Stop Technology (SST)†	
DIMENSIONS — EXTERIOR			
Wheelbase (in.)		109.8	
Coefficient of drag (Cd)		0.34 (LE I4) 0.33 (all other models)	
Overall Length (in.)		191.1	
Overall Width (in.)		75.8	
Overall Height (in.)		68.1	
Track (in.), front/rear		64.4/64.2	
Ground Clearance (in.)		8.0	
Approach/Departure Angle		18°/23.1°	
DIMENSIONS — INTERIOR			
Seating Capacity		8 (7 with 2nd-row captain's chairs)	
Head Room (in.)			
– front		40.7 (39.5 with moonroof/ 39.8 with panoramic moonroof)	
– middle		39.9 (39.6 with moonroof/ 37.8 with panoramic moonroof)	
– rear		35.9	
Leg Room (in.)			
– front		44.2	
– middle		38.4	
– rear		27.7	
Shoulder Room (in.)			
– front		59.3	
– middle		59.6 (LE and LE Plus), 59.0 (XLE and Limited)	
– rear		55.0	
Hip Room (in.)			
– front		57.2	
– middle		57.1	
– rear		45.6	

1.4 HIGHLANDER

[†]Please see "Cautions" section in the back of the CARS book for important information on this feature.

SPECIFICATIONS

14 HIGHLANDER

GAS ONLY		FWD & AWD LE / PLUS, XLE, LIMITED / PLATINUM	
DRIVE SYSTEMS			
Type	– FWD – AWD	Front-wheel drive Dynamic Torque Control AWD System	
ENGINE			
Type		3.5L DOHC 24-valve V6 with Dual Variable Valve Timing (VVT-i) (ULEV II)	2.7L DOHC 16-valve 4-cyl. with Dual Variable Valve Timing (VVT-i) (ULEV II)
Horsepower (hp @ RPM)		270 @ 6200	185 @ 5800
Torque (lb.-ft. @ RPM)		248 @ 4700	184 @ 4200
Timing (Chain/Belt)		Chain	Chain
Engine Oil	– type – weight	Synthetic 0W-20	Conventional or Synthetic 5W-20 or 0W20
FUEL FACTS			
MPG* (EPA-est. city/hwy/ combined)	– 2.7L – 3.5L	20/25/22 19/25/21(FWD), 18/24/20 (AWD)	
Fuel Tank (gal.)		19.2	
Recommended Fuel		Regular	
SAFETY			
Dual-Stage Advanced Airbag Supplemental Restraint System (SRS)† with Front Passenger Occupant Classification System†		Driver and front passenger	
Seat-Mounted Side Airbag†		Driver and front passenger	
Knee Airbag		Driver	
Seat Cushion Airbag		Front Passenger	
Roll-Sensing Side-Curtain Airbags (RSCA)†		All-row (7-passenger)	
Seatbelts	– driver – front passenger – all rear passengers	3-point with pretensioner†, force limiter, adjustable shoulder anchor and Emergency Locking Retractor (ELR) 3-point with pretensioner†, force limiter, adjustable shoulder anchor and ELR/ Automatic Locking Retractor (ALR) 3-point with ELR/ALR	

[†]Please see "Cautions" section in the back of the CARS book for important information on this feature.

*2014 EPA MPG estimates. Actual mileage will vary.

SPECIFICATIONS

GAS ONLY		FWD & AWD LE / PLUS, XLE, LIMITED / PLATINUM
STEERING		
Type		Electronic Power Steering (EPS); power-assisted rack-and-pinion
Turning Diameter, curb-to-curb (ft.)		38.7
Turns, lock-to-lock		2.74
SUSPENSION		
Front		Independent MacPherson struts, stabilizer bar
Rear		Double-wishbone, stabilizer bars
TRANSMISSION		
Type	– FWD & AWD	6-speed Electronically Controlled Transmission with intelligence (ECT-i), sequential shift mode and Snow mode
WEIGHTS & CAPACITIES		
Curb Weight (lb.)	– FWD 4-cyl. – FWD V6 – AWD	4134 4244 (LE/LE Plus), 4310 (XLE), 4354 (Limited, Limited Platinum) 4398 (LE Plus), 4464 (XLE), 4508 (Limited, Limited Platinum)
Standard Towing Capacity† (lb.)		1500 (4-cyl.) / 2000 (LE/LE Plus V6), 5000 (XLE, Limited, Limited Platinum)
GVWR (lb.)	– FWD 4-cyl. – FWD V6 – AWD	5665 5840 6000

1.4 HIGHLANDER

†Please see "Cautions" section in the back of the CARS book for important information on this feature.

SPECIFICATIONS

14 HIGHLANDER

GAS ONLY		FWD & AWD LE / PLUS, XLE, LIMITED / PLATINUM
WEIGHTS & CAPACITIES (CONTINUED)		
EPA passenger volume (cu. ft.) [without moonroof]		
– front row		61.7
– 2nd row		52.8
– 3rd row		30.4
EPA passenger volume (cu. ft.) [with moonroof]		
– front row		59.9
– 2nd row		51.9
– 3rd row		30.4
EPA passenger volume (cu. ft.) [with panoramic moonroof]		
– front row		60.4
– 2nd row		49.6
– 3rd row		30.4
Cargo Capacity† (cu. ft.)		
– behind front seat		83.7, 83.2 (XLE & Limited), 82.6 (Limited Platinum)
– behind 2nd row seat		42.3, 42.0 (Limited Platinum)
– behind 3rd row seat		13.8
WHEELS & TIRES		
Wheel Type	– standard	Alloy
Wheel Size	– standard	18-in. (LE/LE Plus, XLE) 19-in. (Limited/Limited Platinum)
Tire Type	– standard	All-season steel-belted radial
Tire Size	– standard	P245/60R18 105S (LE/LE Plus, XLE) P245/55R19 105S (Limited/Limited Platinum)
Spare		Temporary

†Please see "Cautions" section in the back of the CARS book for important information on this feature.

SPECIFICATIONS

HYBRID [†]	AWD HYBRID [†] LIMITED / HYBRID [†] LIMITED PLATINUM
BRAKING SYSTEMS	
Front/Rear	Electronically Controlled Braking (ECB) with regenerative braking, power-assisted 12.9-in. ventilated front / 12.2-in. solid rear discs; Vehicle Dynamics Integrated Management (VDIM) [†] ; Star Safety System™ combines Anti-lock Brake System (ABS), Electronic Brake-force Distribution (EBD), Traction Control (TRAC), Vehicle Stability Control (VSC) [†] , Brake Assist (BA) [†] and Smart Stop Technology (SST) [†]
DIMENSIONS — EXTERIOR	
Wheelbase (in.)	109.8
Overall Length (in.)	191.1
Overall Width (in.)	75.8
Overall Height (in.)	68.1
Track (in.), front/rear	64.4/64.2
Ground Clearance (in.)	8.0
Approach/Departure Angle	17.6°/23.9°
DIMENSIONS — INTERIOR	
Seating Capacity	7
Head Room (in.)	
– front	39.5 / 39.8 with panoramic moonroof
– middle	39.6 / 37.8 with panoramic moonroof
– rear	35.9
Leg Room (in.)	
– front	44.2
– middle	38.4
– rear	26.7
Shoulder Room (in.)	
– front	59.3
– middle	59.0
– rear	55.0
Hip Room (in.)	
– front	57.2
– middle	57.1
– rear	45.6
DRIVE SYSTEM	
Type	Electronic On-Demand AWD System with intelligence (AWD-i)

1.4 HIGHLANDER

[†]Please see "Cautions" section in the back of the CARS book for important information on this feature.

SPECIFICATIONS

14 HIGHLANDER

HYBRID [†]	AWD HYBRID [†] LIMITED / HYBRID [†] LIMITED PLATINUM
ENGINE	
Type	3.5L DOHC 24-valve V6 with Variable Valve Timing with intelligence (VVT-i)
System Net Power (hp)	280 (209 kW)
Horsepower (hp @ RPM)	231 @ 5800
Torque (lb.-ft. @ RPM)	215 @ 4800
Timing (Chain/Belt)	Chain
Engine Oil – Type – Weight	Synthetic 0W-20
FUEL FACTS	
MPG* (EPA-est. city/hwy/combined)	27/28/28
Fuel Tank (gal.)	17.2
Recommended Fuel	Regular
MOTOR (ELECTRIC) – HYBRID[†] ONLY	
Hybrid System [†]	Hybrid Synergy Drive [®]
Front Motor Type	Permanent magnet (drives front wheels; regeneration during braking)
Front Motor Power Output (hp)	167
Front Motor Max. Torque (lb.-ft.)	247
Rear Electric Motor Type	Permanent magnet (drives rear wheels; regeneration during braking)
Rear Motor Power Output (hp)	68
Rear Motor Max. Torque (lb.-ft.)	96
High-Voltage Battery – type – voltage	Sealed Nickel-Metal Hydride (Ni-MH) AC 650V

[†]Please see "Cautions" section in the back of the CARS book for important information on this feature.

*2014 EPA MPG estimates. Actual mileage will vary.

SPECIFICATIONS

HYBRID [†]	AWD HYBRID [†] LIMITED / HYBRID [†] LIMITED PLATINUM
SAFETY	
Dual-Stage Advanced Airbag Supplemental Restraint System (SRS) [†] with Front Passenger Occupant Classification System [†]	Driver and front passenger
Seat-Mounted Side Airbag [†]	Driver and front passenger
Knee Airbag [†]	Driver
Seat Cushion Airbag [†]	Front Passenger
Roll-Sensing Side-Curtain Airbag (RSCA) [†]	All-row
Seatbelts	
– driver	3-point with pretensioner [†] , force limiter, adjustable shoulder anchor and Emergency Locking Retractor (ELR)
– front passenger	3-point with pretensioner [†] , force limiter, adjustable shoulder anchor and ELR/ Automatic Locking Retractor (ALR)
– all rear passengers	3-point with ELR/ALR
STEERING	
Type	Electronic power-assisted rack-and-pinion
Turning Diameter, curb-to-curb (ft.)	38.7
Turns, lock-to-lock	2.74
SUSPENSION	
Front	Independent MacPherson struts, stabilizer bar
Rear	Double-wishbone, stabilizer bars
TRANSMISSION	
Type	Electronically controlled Continuously Variable Transmission (ECVT) with sequential shift mode

1.4 HIGHLANDER

[†]Please see "Cautions" section in the back of the CARS book for important information on this feature.

SPECIFICATIONS

14 HIGHLANDER

HYBRID [†]	AWD HYBRID [†] LIMITED / HYBRID [†] LIMITED PLATINUM
WEIGHTS & CAPACITIES	
Curb Weight (lb.) – 7-passenger	4861
Max. Towing [†] Capacity (lb.)	3500
GVWR (lb.)	6270
Cargo Capacity [†] (cu. ft.) – behind 1st-row – behind 2nd-row – behind 3rd-row	83.2 Limited 42.3 Limited / 42.0 Limited Platinum 13.8 Limited / 13.6 Limited Platinum
WHEELS & TIRES	
Wheel Type – standard	Alloy
Wheel Size – standard	19-in.
Tire Type – standard	All-season steel-belted radial
Tire Size – standard	P245/55R19 105S
Spare	Temporary

[†]Please see “Cautions” section in the back of the CARS book for important information on this feature.

^{*}2014 EPA MPG estimates. Actual mileage will vary.

2014 NISSAN PATHFINDER



SL Premium model shown



KEY ADVANTAGES

2014 Highlander Limited AWD vs. 2014 Nissan Pathfinder Platinum 4x4

- **Everything under the sun** – Highlander Limited comes equipped with a power tilt/slide moonroof with sunshade; Pathfinder's moonroof is only available with the SL Premium and Platinum Premium packages
- **Additional amenities** – Highlander Limited provides a standard flip-up rear hatch window, Blind Spot Monitor with Rear Cross Traffic Alert and features Intelligent Touch capacitive controls – features not found on Pathfinder
- **Technology** – Highlander Limited offers a Pre-Collision System[†] and Lane Departure Alert System – both features not available on Pathfinder
- **Security** – Highlander adds an extra layer of security with 8 standard airbags[†]; driver's knee airbag[†] and front passenger's seat-cushion airbag[†] are not available on Pathfinder
- **More cabin comfort** – Highlander XLE and Limited come standard with 2nd-row sunshades, more front leg room and more hip room than Pathfinder. Rear sunshades aren't available on Pathfinder
- **Performance** – Highlander's 3.5L V6 delivers 10 more horsepower and 8 more torque than Pathfinder's and is mated to a 6-speed automatic transmission with sequential shift mode, to help provide a better sense of control compared to Pathfinder's CVT – especially when towing

NISSAN PATHFINDER CHALLENGES

- Slight advantage (1 MPG in AWD) in EPA fuel economy estimates*
- Available Around View multi-angle camera display
- Also has standard sliding and reclining 2nd-row seats and reclining 3rd-row seats

*2014 EPA MPG estimates. Actual mileage will vary.

[†]Please see "Cautions" section in the back of the CARS book for important information on this feature.

Competitive comparison reflects most current information available for stated model year vehicles.

Competitive information was compiled from each manufacturer's Website, November 2013, with additional information from www.edmunds.com. All information is believed to be correct at date of printing and is subject to change without notice.

COMPETITIVE COMPARISON

2014 HONDA PILOT



14 HIGHLANDER



KEY ADVANTAGES

2014 Highlander Limited AWD vs. 2014 Honda Pilot Touring 4WD

- **Technology** – Highlander XLE and Limited's standard Smart Key System[†] provides convenient entry and exit and starting of the vehicle while the Entune[®] App Suite[†] integrates multimedia and entertainment. Pilot offers no Smart Key System[†] and can't match the level of connected technology offered by the Entune[®] App Suite[†]
- **Higher horsepower** – Highlander's 3.5L DOHC V6 delivers 20 more horsepower than Pilot's 3.5L SOHC V6 while getting slightly better fuel economy too. Plus, Highlander's maximum tow rating[†] is 500 lb. higher than Pilot's and SAE J2807 certified
- **Security** – Highlander adds an extra layer of security with eight standard airbags[†] vs. Honda Pilot's six. Plus, Highlander Limited comes standard with Blind Spot Monitor (BSM)[†] with Rear Cross Traffic[†] Alert (RCTA) and offers a Pre-Collision System (PCS)[†] and Lane Departure Alert (LDA). None of these are offered on Honda Pilot
- **Premium amenities** – Luxury amenities that come standard on Highlander Limited include LED Daytime Running Lights (DRL), 19-in. Chromtec[®] alloy wheels, and Entune Premium JBL[®] Audio with Navigation and App Suite[†] with 12 JBL[®] GreenEdge[™] speakers; plus, available panoramic moonroof and heated steering wheel and heated second row seats, are all not available on Honda Pilot
- **Scheduled maintenance** – Highlander comes standard with ToyotaCare which includes 2 years/25,000 miles of no-cost scheduled maintenance and 2 years of roadside assistance. Honda doesn't offer no-cost maintenance and roadside assistance plans need to be purchased from the Honda dealership

HONDA PILOT CHALLENGES

- Also has 8-passenger seating
- More cargo capacity[†]

[†]Please see "Cautions" section in the back of the CARS book for important information on this feature.

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Competitive information was compiled from each manufacturer's Website, November 2013, with additional information from www.edmunds.com. All information is believed to be correct at date of printing and is subject to change without notice.

■ 2014 FORD EXPLORER LIMITED 4WD



1.4 HIGHLANDER



KEY ADVANTAGES

2014 Highlander Limited AWD vs. 2014 Ford Explorer Limited 4WD

- **Technology** – Highlander LE Plus, XLE and Limited all come standard with a height-adjustable power liftgate while Explorer Limited makes a power liftgate available. Plus, Highlander's power liftgate includes a flip-up rear hatch window that opens for convenient access. Explorer's does not
- **Higher EPA MPG*** – Comparing Highlander Limited AWD's 3.5L V6 to Explorer Limited 4WD's 3.5L Ti-VCT V6, Highlander achieves better city and highway EPA-rated MPG* of 18/24 vs. Explorer's 17/23
- **Additional amenities** – Highlander Limited provides a standard moonroof for enhanced cabin lighting and ventilation while Explorer Limited offers a dual-panel moonroof as optional
- **Passenger comfort** – Highlander Limited offers passengers more comfort with standard three zone automatic climate control while Explorer Limited only offers dual zone automatic climate control
- **Convenience** – Highlander Limited provides more convenience and practicality than Explorer thanks to a standard navigation[†] system. Even Explorer Limited offers navigation[†] only as part of an extra-cost package
- **Scheduled maintenance** – Highlander comes standard with ToyotaCare which includes 2 years/25,000 miles of no-cost scheduled maintenance and 2 years of roadside assistance. While Explorer comes with longer roadside assistance coverage, it doesn't offer complimentary maintenance

FORD EXPLORER CHALLENGES

- More horsepower
- Available EcoBoost® engine (only offered in FWD)
- Available inflatable outboard second-row seatbelts
- Standard remote ignition

*2014 EPA MPG estimates. Actual mileage will vary.

[†]Please see "Cautions" section in the back of the CARS book for important information on this feature.

Competitive comparison reflects most current information available for stated model year vehicles.

Competitive information was compiled from each manufacturer's Website, November 2013, with additional information from www.edmunds.com. All information is believed to be correct at date of printing and is subject to change without notice.

COMPETITIVE COMPARISON

■ 2014 JEEP GRAND CHEROKEE



14 HIGHLANDER



KEY ADVANTAGES

2014 Highlander Limited AWD vs. 2014 Jeep Grand Cherokee Limited 4WD

- **Technology** – With standard features like HD Radio™, the Entune® App Suite† and a larger touch-screen with navigation† system, Highlander XLE and Limited provide more sophisticated technology than Grand Cherokee Limited
- **Higher EPA city MPG*** – Highlander's V6 and its 6-speed manage better EPA-estimated fuel economy in city and combined ratings than Grand Cherokee Limited AWD
- **Versatile seating and storage** – Not only does Highlander provide more seating than Grand Cherokee Limited (8/7 vs. 5) as well as greater cargo volume† behind the first row (83.2 cu. ft. vs. 68.3 cu. ft.), the added functionality gives owners extra flexibility in seating as well as cargo arrangements
- **More convenience** – Highlander XLE and Limited provide owners with standard moonroof, second-row sunshades and an adjustable power liftgate – features that are either extra-cost options or unavailable on Grand Cherokee Limited entirely
- **Safety** – With a standard front passenger seat cushion airbag† not available on Grand Cherokee, and standard Blind Spot Monitor (BSM)† with Rear Cross Traffic Alert (RCTA) on Limited, an extra-cost option on Grand Cherokee, Highlander offers more safety equipment standard

JEEP GRAND CHEROKEE CHALLENGES

- Higher tow rating† by 1200 lb.
- More horsepower and torque

*2014 EPA MPG estimates. Actual mileage will vary.

†Please see "Cautions" section in the back of the CARS book for important information on this feature.

Competitive comparison reflects most current information available for stated model year vehicles.

Competitive information was compiled from each manufacturer's Website, November 2013, with additional information from www.edmunds.com. All information is believed to be correct at date of printing and is subject to change without notice.

2014 CHEVROLET TRAVERSE



1.4 HIGHLANDER



KEY ADVANTAGES

2014 Toyota Highlander Limited AWD vs. 2014 Chevrolet Traverse 2LT AWD

- **Technology** – With standard features like the Entune® App Suite[†] and a larger touch-screen display with navigation[†] system, Highlander XLE and Limited provide more sophisticated technology than Chevy Traverse
- **Higher EPA-estimated ratings** – Highlander XLE and Limited AWD manage better EPA MPG* ratings than Traverse AWD, 18/24 (city/hwy) vs. 16/23 (city/hwy)
- **Additional amenities** – Highlander Limited comes standard with a moonroof, flip-up rear hatch, and Smart Key[†] entry system; features not available on Traverse even extra-cost
- **Blind Spot Monitor[†] with Rear Cross Traffic Alert** – Standard on Highlander Limited, unavailable on Traverse 2LT entirely
- **More safety features** – Highlander comes standard with eight airbags[†], including a driver's knee and front passenger seat cushion airbag[†]. Traverse only includes an additional front center side-impact airbag[†] for a total of seven. Plus, Highlander AWD models include Downhill Assist Control while Traverse does not
- **Stylish exterior** – 19-in. Chromtec® alloy wheels are standard on Highlander Limited while Traverse 2LT has standard 18-in. alloys.

CHEVROLET TRAVERSE CHALLENGES

- Higher tow rating[†] by 200 lb. (not SAE J2807 certified)
- More horsepower and torque
- More cargo volume[†], more shoulder and hip room, more passenger room overall
- 2 year/24,000 mile scheduled maintenance and 5 year/100,000 mile roadside

*2014 EPA MPG estimates. Actual mileage will vary.














[†]Please see "Cautions" section in the back of the CARS book for important information on this feature.

Competitive comparison reflects most current information available for stated model year vehicles.

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COMPETITIVE COMPARISON

14 HIGHLANDER

	2014 TOYOTA HIGHLANDER LIMITED AWD	2014 NISSAN PATHFINDER PLATINUM 4X4
MECHANICAL		
Engine	3.5L V6	3.5L V6
Valve Configuration	DOHC	DOHC
Horsepower @ RPM	270 @ 6200	 260 @ 6400
Torque @ RPM	248 @ 4700	 240 @ 4400
Pounds Per Horsepower	16.7	 17.2
Transmission Speeds	6	NA
Transmission (Automatic/Manual)	Automatic	CVT
Fuel Economy Est. City*	18	19
Fuel Economy Est. Highway*	24	25
Fuel Capacity (gal.)	19.2	19.5
Suspension, Front	Macpherson strut	Macpherson strut
Suspension, Rear	Double wishbone	Multi-link
SAFETY		
Number of Airbags†	8	 6
Brakes, Front Disc (in.)	12.9	 12.6
Brakes, Rear Disc (in.)	12.2	 12.1
Backup Camera†	Standard	Standard
Hill Start Assist Control (HAC)†	Standard	Standard
Downhill Assist Control (DAC)†	Standard	 NA
BSM w/ RCTA†	Standard	 NA
Rear Parking Sonar	Standard	Standard
COMFORT & CONVENIENCE		
Heated Front Seats	Standard	Standard
Moonroof	Standard	 Available
Smart Key† w/ Push Button Start	Standard	Standard
Integrated Multimedia System w/ Mobile Applications and Data Services	Standard	Standard
Adjustable Power Rear Liftgate	Standard	Standard
Navigation† System	Standard	Standard
DIMENSIONS, CAPACITIES AND WEIGHTS		
Length (in.)	191.1	197.2
Width (in.)	75.8	77.2
Height (in.)	68.1	70.2
Wheelbase (in.)	109.8	114.2
Head Room, Front (in.)	39.5	42.2
Head Room, Row 2 (in.)	39.6	 39.4
Head Room, Row 3 (in.)	35.9	37.8
Leg Room, Front (in.)	44.2	 42.3
Leg Room, Row 2 (in.)	38.4	41.7
Leg Room, Row 3 (in.)	27.7	30.7
Ground Clearance (in.)	8	 6.5
Curb Weight, AT (lb.)	4508	4471
Cargo Volume†, behind 1st-row (cu. ft.)	83.2	 79.8
Cargo Volume†, behind 2nd-row (cu. ft.)	42.3	42.4-47.8
Cargo Volume†, behind 3rd-row (cu. ft.)	13.8	16
Seating, Maximum	7	7
Tow Capacity†, Maximum (lb.)	5000	5000
WARRANTY		
Basic Time (Months)	36	36
Basic Miles	36,000	36,000
Powertrain Time (Months)	60	60
Powertrain Miles	60,000	60,000

*Please see "Cautions" section in the back of the CARS book for important information on this feature.

*2014 EPA MPG estimates. Actual mileage will vary.

Legend: NA = Not Available • NL = Not Listed • NR = Not Rated

COMPETITIVE COMPARISON

2014 HONDA PILOT TOURING 4WD	2014 FORD EXPLORER LIMITED 4WD	2014 JEEP GRAND CHEROKEE LIMITED 4WD	2014 CHEVROLET TRAVERSE 2LT AWD
3.5L V6	3.5L V6	3.6L V6	3.6L V6
SOHC	DOHC	DOHC	DOHC
250 @ 5700	290 @ 6500	290 @ 6400	281 @ 6300
253 @ 4800	255 @ 4000	260 @ 4800	266 @ 3400
18.4	16.2	16.8	17.2
5	6	8	6
Automatic	Automatic	Automatic	Automatic
17	17	17	16
24	23	24	23
21	18.6	24.6	22
Macpherson strut	Macpherson strut	Double wishbone	Macpherson strut
Multi-link	Multi-link	Multi-link	Multi-link
6	7	7	7
13	12.8	12.9	12.8
13.1	12.8	12.6	13.0
Standard	Standard	Standard	Standard
Standard	Standard	Standard	Standard
NA	Available	Standard	NA
NA	Available	Available	NA
NA	NA	NA	Standard
Standard	Available	Standard	Standard
Standard	Available	Available	Available
NA	Standard	Standard	NA
NA	Standard	Available	Standard
Not Adjustable	Available	Standard	Not Adjustable
Standard	Available	Available	Available
191.4	197.1	189.8	203.7
78.5	78.9	76.5	78.5
72.4	70.4	69.3	69.9
109.2	112.6	114.8	118.9
39.3	41.4	39.9	40.4
39.8	40.5	39.2	39.4
38.2	37.8	NA	37.8
41.4	40.6	40.3	41.3
38.5	39.8	38.6	36.8
32.1	33.2	NA	33.2
7.97	7.6	8.6	7.2
4608	4697	4875	4844
87	80.7	68.3	116.3
47.7	43.8	36.3	70.3
18.0	21.0	NA	24.4
8	7	5	7 / 8
4500	5000	6200	5200
36	36	36	36
36,000	36,000	36,000	36,000
60	60	60	60
60,000	60,000	100,000	100,000

= Highlander advantage over this competitor

*2014 EPA MPG estimates. Actual mileage will vary.

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1.4 HIGHLANDER

COMPETITIVE COMPARISON

■ 2014 PATHFINDER HYBRID PLATINUM PREMIUM 4X4



14 HIGHLANDER



KEY ADVANTAGES

2014 Highlander Hybrid Limited vs. 2014 Pathfinder Hybrid Platinum Premium 4x4

- **Passenger comfort** – Highlander Hybrid provides more standard seating than Pathfinder Hybrid and second-row sunshades for added passenger comfort; second-row sunshades are not available on Pathfinder
- **Technology** – Highlander's standard Smart Key System[†] allows the doors of the vehicle to be locked or unlocked and the engine to start or stop without having to press a button on a wireless key fob. A comparable system is not available on Pathfinder Hybrid
- **Convenience** – While both Highlander Hybrid Limited and Pathfinder Hybrid Platinum Premium come standard with a power liftgate, only Highlander comes with a convenient flip-up rear hatch window for convenient access to the cargo area
- **Driver peace of mind** – Highlander's available Pre-Collision System[†] and Lane Departure Alert provide drivers with a level of convenient technology unavailable on Pathfinder Hybrid entirely
- **Security** – Highlander adds an extra layer of security with 8 standard airbags[†]; driver's knee airbag[†] and front passenger's seat-cushion airbag[†] are not available on Pathfinder

PATHFINDER HYBRID CHALLENGES















- Greater passenger volume and cargo capacity[†]
- Standard rear-seat DVD entertainment system with 13 speakers on Pathfinder Hybrid Platinum Premium
- Available Around View multi-angle camera display

[†]Please see "Cautions" section in the back of the CARS book for important information on this feature.

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COMPETITIVE COMPARISON

	2014 TOYOTA HIGHLANDER HYBRID LIMITED AWD	2014 PATHFINDER PLATINUM PREMIUM 4X4
MECHANICAL		
Engine	3.5L V6	2.5L supercharged I4
Valve Configuration	DOHC	DOHC
Horsepower @ RPM	231 @ 5800	 230 @ 5600
Torque @ RPM	215 @ 4800	243 @ 3600
Hybrid System Net Power (hp)	280	 250
Pounds Per Horsepower	17.4	 18.9
Transmission (Automatic/Manual)	CVT	CVT
Fuel Economy Est. City*	27	 24
Fuel Economy Est. Highway*	28	 27
Fuel Capacity (gal.)	17.2	19.5
Suspension, Front	MacPherson strut	MacPherson strut
Suspension, Rear	Double wishbone	Multi-link
SAFETY		
Number of Airbags†	8	 6
Brakes, Front Disc (in.)	12.9	 12.6
Brakes, Rear Disc (in.)	12.2	 12.1
Backup Camera†	Standard	Standard
Hill Start Assist Control (HAC)†	Standard	Standard
Downhill Assist Control (DAC)†	NA	NA
BSM w/ RCTA†	Standard	 NA
Rear Parking Sonar	Standard	Standard
COMFORT & CONVENIENCE		
Heated Front Seats	Standard	Standard
Moonroof	Standard	Standard
Smart Key† w/ Push Button Start	Standard	Standard
Integrated Multimedia System w/ Mobile Applications and Data Services	Standard	 NA
Adjustable Power Rear Liftgate	Standard	Standard
Navigation† System	Standard	Standard
DIMENSIONS, CAPACITIES AND WEIGHTS		
Length (in.)	191.1	197.2
Width (in.)	75.8	77.2
Height (in.)	68.1	70.2
Wheelbase (in.)	109.8	114.2
Head Room, Front (in.)	39.5	41.1
Head Room, Row 2 (in.)	39.6	 38.5
Head Room, Row 3 (in.)	35.9	36.5
Leg Room, Front (in.)	44.2	 42.3
Leg Room, Row 2 (in.)	38.4	41.7
Leg Room, Row 3 (in.)	26.7	30.7
Ground Clearance (in.)	8	 7
Curb Weight, AT (lb.)	4861	4714
Cargo Volume†, behind 1st Row (cu. ft.)	83.2	 79.8
Cargo Volume†, behind 2nd Row (cu. ft.)	42.3	42.4-47.8
Cargo Volume†, behind 3rd Row (cu. ft.)	13.6	16
Seating, Maximum	7	7
Tow Capacity†, Maximum (lb.)	3500	3500
WARRANTY		
Basic Time (Months)	36	36
Basic Miles	36,000	36,000
Powertrain Time (Months)	60	60
Powertrain Miles	60,000	60,000

 = Highlander advantage over this competitor

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1.4 HIGHLANDER

DEMO TIPS



Highlander's center console storage features dual rolling lids for easy access, even fitting large objects like handbags. Its soft-touch in-dash shelf provides handy storage and includes a cord pass-through for cable management. In the rear, an under-floor storage area adds a compartment for stowing and the flip-up rear hatch window provides easy access to the cargo area. The standard power liftgate on XLE can also be set to open to a lower height, if desired.



Highlander's backup camera[†] offers a great demonstration opportunity when out on a test drive. Drivers should always physically check behind the vehicle before reversing and look over both shoulders, but the camera is strategically positioned to show you what your mirrors can't. Backing the vehicle up to an inanimate object that's out of sight with only the mirrors can cause big damage. Both the projected path and available dynamic gridlines conveniently help drivers estimate distance, too.



If you're demonstrating a Highlander with the available power liftgate, open it using the key fob button as you walk up to the vehicle. Explain the convenient and easy operation of the liftgate, especially useful when your hands are full carrying groceries, luggage or sports gear. Close the liftgate using the button on the hatch or the key fob, then let them know the liftgate can be adjusted to open at a set height.



If your customer is a parent, mention that Highlander's available rear-seat DVD entertainment system is great for kids on long trips. The system features a 9-in. drop-down screen, two wireless headphones[†], rear-seat audio. Insert a Blu-ray[®] disc or DVD and demonstrate how to set up the wireless headphones[†]. Now road trips can be measured not by the number of miles, but by how many movies you bring along.

QUICK FACTS



Highlander's interior features smart storage. The 24.5-liter center console storage can fit larger items while the in-dash shelf features easy cable management to keep electronics and wires out of the way. Even the cargo area includes a discreet under-floor storage compartment to keep items out of sight.



Highlander XLE, Limited and Hybrid models have the Smart Key[†] feature. Instead of a physical key to open doors and start the engine, Highlander's Smart Key uses an encoded transmitter in the key fob. As long as the Smart Key is with the customer, locking and unlocking doors, as well as starting the car, is easier than pushing a button.



Highlander features second-row captain's chairs with folding side tables, with two cupholders. Highlander's second-row captain's chairs are available on Highlander XLE and standard on Highlander Limited (gas & Hybrid models).

[†]Please see "Cautions" section in the back of the CARS book for important information on this feature.