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## KEY SELLING POINTS

- 1** Capable midsize SUV
- 2** Advantages of a crossover
- 3** Outstanding value
- 4** Customized by your customer
- 5** Outstanding safety features

## ■ WHAT'S NEW FOR 2013

- **Models**
  - New **Highlander Plus** grade in 4-cyl. (6944) and V6 (6947) models
  - 5000-lb. towing capacity now standard on **SE V6** and **Limited V6**
  - Deleted **FWD SE 4-cylinder** (6943)
- **Interior**
  - Backup camera<sup>†</sup> now available on all models (except **base 4-cyl.**)
- **Audio**
  - Entune<sup>®†</sup> App Suite now available on some models
  - Display Audio with 6.1-in. touchscreen, 3.5-in. Multi-Information Display (MID) and hands-free phone and music streaming via **Bluetooth<sup>®†</sup>** capability added to **Standard Highlander and Plus Grade models**
  - Display Audio with Navigation, Entune<sup>®†</sup> App Suite and 6.1-in. touchscreen added to **Highlander SE and Hybrid**
  - Display Audio with Navigation, Entune<sup>®†</sup> App Suite, JBL<sup>®</sup> and 6.1-in. touchscreen added to **Limited**
- **Packages**
  - Cold Weather Package {CK} now available on **Standard Grade**
  - Leather Package {LP} now available on **Hybrid**
  - Deleted – Tech Package {TP}
  - Deleted on 4-cyl. – Tow Prep Package<sup>†</sup> {TO}

Look for this icon ★ and **red** typeface to easily identify **NEW** features or changes for 2013.

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

## ■ TRIMS AT A GLANCE

### HIGHLANDER

#### SETTING THE BAR

- 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 automatic overdrive
- Available 3.5L DOHC 24-valve SEFI V6 with Dual Variable Valve Timing with intelligence (VVT-i); 5-speed Electronically Controlled Transmission with intelligence (5ECT-i) featuring overdrive, sequential shift and Snow mode
- Available front-wheel drive (4-cyl. or V6) or full-time 4WD (V6 only)
- 4-wheel independent MacPherson strut suspension with L-shaped lower control arms in front and dual links in rear
- Manual climate control with CFC-free defroster-linked air conditioning, dust and pollen filter and rear-seat vents
- Display Audio with 6.1-in. touchscreen AM/FM CD player with MP3/WMA playback capability, 6 speakers, USB, iPod®<sup>†</sup> and *Bluetooth*®<sup>†</sup> wireless technology
- 5000-lb. towing capacity (V6), 1500-lb. towing capacity (4-cyl.)
- Star Safety System™
- Standard 7-passenger seating

### PLUS

#### MORE CONVENIENCE

- 8-way power-adjustable driver seat with power lumbar support and easy-clean fabric trim on front- and second-row seats
- Engine immobilizer
- Backup camera<sup>†</sup>
- Cargo area second-row seat one-touch fold-flat levers
- Cargo area tonneau cover
- Black roof rails
- Integrated fog lamps
- Lift-up glass hatch
- Standard Cold Weather Package

### SE

#### ADDED AMENITIES

- Standard 3.5L V6
- Leather-trimmed front- and second-row seats; multi-stage heated front seats
- Leather-trimmed tilt/telescopic steering wheel with metallic accents and audio, Multi-Information Display, *Bluetooth*®<sup>†</sup> hands-free phone and voice command controls
- 17-in. x 7.5-in. 7-spoke machine-finished aluminum alloy wheels with P245/65R17 all-season steel-belted radial tires
- 3.5-in. Multi-Information Display with backup camera<sup>†</sup> monitor

### LIMITED

#### UPSCALE UTILITY

- Automatic three zone climate control with rear multi-function display and 2nd- and 3rd-row vents
- Perforated leather-trimmed front- and second-row seats

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

## ■ TRIMS AT A GLANCE (CONTINUED)

### LIMITED (CONTINUED)

- Leather-trimmed tilt/telescopic steering wheel with audio, climate, Multi-Information Display and Bluetooth®† hands-free phone and voice command controls
- 10-way power-adjustable driver seat with power lumbar support and adjustable thigh support
- 4-way power-adjustable front passenger seat with adjustable headrests and seatback pockets
- Display Audio with Navigation, Entune®† App Suite and JBL® with 6.1-in. touchscreen
- 19-in. x 7.5-in. 5-spoke aluminum alloy wheels with P245/55R19 all-season steel-belted radial tires
- Power liftgate with jam protection
- Wood-grain-style interior trim with chrome interior door handles

### HYBRID

#### FUN AND FRUGAL

- 3.5L DOHC 24-valve SEFI V6 with Variable Valve Timing with intelligence (VVT-i) (SULEV)
- Hybrid Synergy Drive®† with ECON mode and EV mode switch
- Electronically Controlled Brake system (ECB) with regenerative control
- Easy-clean fabric-trimmed front seats with 8-way power-adjustable driver seat and power lumbar support; 4-way adjustable front passenger seat
- Optitron blue-illuminated instrumentation
- Manual front and rear climate control with CFC-free defroster-linked air conditioning with 2nd- and 3rd-row vents
- Display Audio with Navigation, Entune®† App Suite and JBL® with 6.1-in. touchscreen
- Metallic interior trim
- Cold Weather Package {CK} with heated outside mirrors
- 17-in. x 7.5-in. 7-spoke machine-finished aluminum alloy wheels with P245/65R17 all-season steel-belted radial tires
- On-demand 4WD with Electronically controlled Continuously Variable Transmission (ECVT)




### HYBRID LIMITED

#### TRENDSETTING EFFICIENCY

- Power tilt/slide moonroof with sunshade
- Dual color-keyed foldable heated power sideview mirrors with puddle lights
- Chrome inside and outside door handles
- Perforated leather-trimmed multi-stage heated front seats with 10-way power-adjustable driver seat, power thigh and lumbar support and 4-way power-adjustable front passenger seat
- 19-in. x 7.5-in. 10-spoke aluminum alloy wheels with P245/55R19 all-season steel-belted radial tires
- Automatic three zone climate control with rear multi-function display and 2nd- and 3rd-row vents
- Leatherette 50/50 third-row seat with fold-flat-into-floor capability and folding headrests

## MODELS & COLORS

### MODELS

TRIM	TRANS.	ENGINE	CYL.	MODEL #	MSRP*
GAS MODELS					
FWD	6ECT-i	2.7L	4	6942	\$28,870
FWD	5ECT-i	3.5L	6	6946	\$30,245
 <b>FWD Plus</b>	<b>6ECT-i</b>	<b>2.7L</b>	<b>4</b>	<b>6944</b>	<b>\$30,325</b>
 <b>FWD Plus</b>	<b>5ECT-i</b>	<b>3.5L</b>	<b>6</b>	<b>6947</b>	<b>\$31,700</b>
FWD SE	5ECT-i	3.5L	6	6951	\$34,410
FWD Limited	5ECT-i	3.5L	6	6954	\$37,800
4WD	5ECT-i	3.5L	6	6948	\$31,695
 <b>4WD Plus</b>	<b>5ECT-i</b>	<b>3.5L</b>	<b>6</b>	<b>6949</b>	<b>\$33,150</b>
4WD SE	5ECT-i	3.5L	6	6953	\$35,860
4WD Limited	5ECT-i	3.5L	6	6956	\$39,250
HYBRID MODELS					
4WD Hybrid	ECVT	3.5L	6	6964	\$39,970
4WD Hybrid Limited	ECVT	3.5L	6	6966	\$46,170

\*Manufacturer's Suggested Retail Price, excludes the Delivery, Processing and Handling Fee of \$810 for Cars, \$860 for Small/Medium Trucks (Sienna, RAV4, Highlander Gas, Highlander HV, FJ Cruiser, 4Runner, Tacoma and Land Cruiser), and \$995 for Large Trucks (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, AR, FL, GA, LA, MS, NC, OK, SC and TX will be higher. Actual dealer price will vary.

## MODELS & COLORS

**COLORS** (for color samples go to [www.eshowroom.toyota.com](http://www.eshowroom.toyota.com))

EXTERIOR (CODE)	INTERIOR (CODE)	HIGHLANDER FABRIC	PLUS FABRIC	SE LEATHER	LIMITED LEATHER	HYBRID FABRIC / LEATHER
Black (202)	Black (20)	■	■	■	■	■ <sup>1</sup>
	Gray (10)	■	■	■	■	■
	Sand	■	■	■	■	■
	Beige (40)					
Blizzard Pearl (070) (extra-cost color {PC})	Black (20)	■	■	■	■	■ <sup>1</sup>
	Gray (10)	■	■	■	■	■
	Sand	■	■	■	■	■
	Beige (40)					
Classic Silver Metallic (1F7)	Black (20)	■	■	■	■	■ <sup>1</sup>
	Gray (10)		■	■	■	■
Cypress Pearl (6T7)	Black (20)	■	■	■	■	
	Gray (10)	■	■	■	■	
	Sand	■	■	■	■	
	Beige (40)					
Magnetic Gray Metallic (1G3)	Black (20)	■	■	■	■	
	Gray (10)		■	■	■	
Nautical Blue Metallic (8S6)	Black (20)	■	■	■	■	
	Gray (10)	■	■	■	■	
	Sand	■	■	■	■	
	Beige (40)					
Predawn Gray Mica (1H1)	Black (20)					■ <sup>2</sup>
	Gray (10)					■ <sup>3</sup>
	Sand					■
	Beige (40)					
Sandy Beach Metallic (4T8)	Black (20)	■	■	■	■	
	Sand		■	■	■	
Shoreline Blue Pearl (8V5)	Black (20)	■	■	■	■	■ <sup>1</sup>
	Gray (10)	■	■	■	■	■
	Sand	■	■	■	■	■
	Beige (40)					
Sizzling Crimson Mica (3R0)	Black (20)	■	■	■	■	■ <sup>1</sup>
	Gray (10)	■	■	■	■	■
	Sand	■	■	■	■	■
	Beige (40)					

<sup>1</sup>Hybrid leather only

<sup>2</sup>Hybrid Limited only

<sup>3</sup>Not available on Hybrid with Leather Package {LP}

13 HIGHLANDER

## FEATURES

### 13 HIGHLANDER

	HIGHLANDER / PLUS	SE	LIMITED	HYBRID / HYBRID LIMITED
<b>AIRBAGS</b>				
Driver and front passenger Advanced Airbag System†	S	S	S	S
Driver and front passenger front seat-mounted side airbags† and all-row Roll-Sensing Side-Curtain Airbags† (RSCA)	S	S	S	S
Driver knee airbag†	S	S	S	S
<b>AIR CONDITIONER, HEATER &amp; DEFROSTER</b>				
Front and rear air conditioning with air filter and second- and third-row vents	S	S	NA	S/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	NA	S	NA/S
Rear liftgate window defogger	S	S	S	S
<b>AUDIO, ENTERTAINMENT &amp; NAVIGATION</b>				
Display Audio – includes 6.1-in. touchscreen (with integrated backup camera† display on Highlander Plus and Highlander SE), AM/FM CD player with MP3/WMA playback capability, 6 speakers, auxiliary audio jack, USB port with iPod®† connectivity and control, and hands-free phone capability, phone book access and music streaming via <i>Bluetooth</i> ®† wireless technology	S	S	NA	NA
Display Audio with Navigation and <b>Entune</b> ®† <b>App Suite</b> – includes 6.1-in. touchscreen with integrated backup camera† display, AM/FM CD player with MP3/WMA playback capability, 6 speakers, SiriusXM Radio† (includes 90-day trial subscription to XM Select Package), HD Radio™ with iTunes® Tagging, auxiliary audio jack, USB port with iPod®† connectivity and control, and hands-free phone capability, phone book access, advanced voice recognition and music streaming via <i>Bluetooth</i> ®† wireless technology {EE}	NA	O	NA	S/NA

†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

	HIGHLANDER / PLUS	SE	LIMITED	HYBRID / HYBRID LIMITED
<b>AUDIO, ENTERTAINMENT &amp; NAVIGATION (CONTINUED)</b>				
Display Audio with Navigation, <b>Entune®† App Suite</b> and JBL® – includes 6.1-in. touchscreen with integrated backup camera† display, AM/FM CD player with MP3/WMA playback capability, 9 JBL® speakers including subwoofer, SiriusXM Radio† (includes 90-day trial subscription to XM Select Package), HD Radio™ with iTunes® Tagging, auxiliary audio jack, USB port with iPod®† connectivity and control, and hands-free phone capability, phone book access, advanced voice recognition and music streaming via <i>Bluetooth</i> ®† wireless technology	NA	NA	S	NA/S
<b>Entune®† App Suite</b> - includes Bing™, Pandora®, iHeartRadio, MovieTickets.com and OpenTable®; real-time info including traffic, weather, sports, stocks and fuel prices. Access to <b>Entune®† App Suite</b> services is <b>subscription-free</b> . See <a href="http://toyota.com/entune">toyota.com/entune</a> for details	NA	O	S	S
3.5-in. TFT Multi-Information Display with customizable settings, outside temperature, clock, climate control settings (Highlander Limited and Highlander Hybrid Limited), fuel economy history, distance to empty, TPMS, hybrid system† information (hybrid models only) and warning messages	S	S	S	S
Rear-seat DVD entertainment system with 9-in. display, RCA jacks, one 120V AC power outlet, remote and two wireless headphones {EY}	NA	NA	O	NA/O
<b>BRAKING SYSTEMS</b>				
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
Electronically-Controlled Brake system (ECB) with regenerative control	NA	NA	NA	S
Hill Start Assist Control (HAC)†	S	S	S	S
Downhill Assist Control (DAC)† (4WD only)	S	S	S	NA
<b>CARGO AREA</b>				
Cargo area tonneau cover	NA/S	S	S	NA

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

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# FEATURES

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	HIGHLANDER / PLUS	SE	LIMITED	HYBRID / HYBRID LIMITED
<b>CONVENIENCE</b>				
See individual entries for – Cup Holders – Power Points				
Remote fuel-filler door and hood release levers	S	S	S	S
Backup camera† and monitor	NA/S	S	S	S
HomeLink®† universal transceiver in overhead console {LP}	NA	S	S	O/S
<b>CRUISE CONTROL</b>				
Cruise control	S	S	S	S
<b>CUP HOLDERS</b>				
Front cup holders (4)	S	S	S	S
2nd-row cup holders (4)	S	S	S	S
3rd-row cup holders (2)	S	S	S	S
Bottle holders (one in each door)	S	S	S	S
<b>DOORS</b>				
Color-keyed grip-type outside door handles	S	S	NA	S/NA
Chrome outside door handles with touch-sensor lock/unlock	NA	NA	S	NA/S
Color-keyed inside door handles	S	NA	NA	NA
Metallic interior door handles	NA/S	S	NA	S/NA
Chrome inside door handles	NA	NA	S	NA/S
Power door locks with shift-linked automatic locking feature	S	S	S	S
Child protector rear door locks	S	S	S	S
Power liftgate with jam protection	NA	S	S	NA/S
<b>DRIVE SYSTEMS</b>				
Front-wheel drive	S	S	S	NA
Full-time 4WD	O	O	O	NA
Electronic on-demand 4WD with intelligence (4WD-i)	NA	NA	NA	S
<b>ENGINES</b>				
2.7L DOHC 16-valve 4-cylinder with Dual Variable Valve Timing with intelligence (VVT-i) (ULEV II)	S	NA	NA	NA

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



	HIGHLANDER / PLUS	SE	LIMITED	HYBRID / HYBRID LIMITED
<b>ENGINES (CONTINUED)</b>				
3.5L DOHC 24-valve SEFI V6 with Dual Variable Valve Timing with intelligence (VVT-i) (ULEV II)	O	S	S	NA
3.5L DOHC 24-valve SEFI V6 with Variable Valve Timing with intelligence (VVT-i) (SULEV)	NA	NA	NA	S
<b>INSTRUMENTATION</b>				
Optitron instrumentation with red-illuminated speedometer and tachometer; LCD display with odometer and tripmeters; scheduled maintenance indicator and warning messages	S	S	S	NA
Optitron instrumentation with blue-illuminated speedometer and Hybrid system <sup>†</sup> power meter; LCD display with odometer and tripmeters; EV and ECON mode indicators, scheduled maintenance indicator and warning messages	NA	NA	NA	S
3.5-in. TFT Multi-Information Display with customizable settings, outside temperature, clock, climate control settings (Highlander Limited and Highlander Hybrid Limited), fuel economy history, distance to empty, TPMS <sup>†</sup> , Hybrid system <sup>†</sup> information (Hybrid models only) and warning messages	S	S	S	S
<b>LIGHTS</b>				
Projector-beam headlights with auto-on/off feature	S	S	S	S
Daytime Running Lights (DRL) with on/off feature	S	S	S	S
Integrated fog lights	NA/S	S	S	S
Illuminated entry system	S	S	S	S
Door-mounted courtesy lights	S	S	S	S
Map lights on overhead console	S	S	S	S
2nd-row seat reading lights	NA/S	S	S	S
Front and rear dome lights	S	S	S	S
Ignition keyhole ring lights	S	S	S	S
Hybrid Synergy Drive <sup>®</sup> blue accent headlights, taillights and badges	NA	NA	NA	S

<sup>†</sup>Please see "Cautions" section in the back of the CARS book for important information on this feature.  
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# FEATURES

## 13 HIGHLANDER

	HIGHLANDER / PLUS	SE	LIMITED	HYBRID / HYBRID LIMITED
<b>MIRRORS &amp; VISORS</b>				
Color-keyed power outside mirrors with folding feature	S/NA	NA	NA	NA
Color-keyed heated power outside mirrors with folding feature (Limited and Hybrid Limited include puddle lights) {CK}	O/S	S	S	S
Day/night rearview mirror	S	NA	NA	S/NA
Auto-dimming rearview mirror with compass (compass located on navigation screen on models so equipped) {LP}	NA	S	S	O/S
Conversation mirror on overhead console	S	S	S	S
Dual extendable sun visors with vanity mirrors	S/NA	NA	NA	NA
Dual extendable sun visors with illuminated vanity mirrors	NA/S	S	S	S
<b>MOONROOF</b>				
Power tilt/slide moonroof with sunshade {LP}	NA	S	S	O/S
<b>PACKAGES</b>				
Cold Weather Package {CK}	O/S	S	S	S
Leather Package {LP}	NA	NA	NA	O/NA
<b>POWER POINTS</b>				
Auxiliary power points (two front, one cargo area)	S	S	S	S
<b>RACKS</b>				
Roof rails†, black	NA/S	S	NA	S/NA
Roof rails†, chrome with black end caps	NA	NA	S	NA/S
<b>SAFETY &amp; SECURITY</b>				
See individual entries for				
– Airbags				
– Braking Systems				
– Doors				
– Seatbelts and Child Restraint System				

\*Please see "Cautions" section in the back of the CARS book for important information on this feature.  
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	HIGHLANDER / PLUS	SE	LIMITED	HYBRID / HYBRID LIMITED
<b>SAFETY &amp; SECURITY (CONTINUED)</b>				
Star Safety System™ combines Anti-lock Brake System (ABS), Electronic Brake-force Distribution (EBD), 4-wheel Traction Control (TRAC)† (4WD), Enhanced Vehicle Stability Control (VSC)† with off-switch, Brake Assist (BA)† and Smart Stop Technology (SST)†; Hybrid includes	S	S	S	S
Vehicle Dynamics Integrated Management (VDIM)†	NA	NA	NA	S
Multi-function remote keyless entry system with remote illuminated entry	S	S	NA	S/NA
Smart Key System† on front doors and liftgate with Push Button Start and remote illuminated entry	NA	NA	S	NA/S
Engine immobilizer system	NA/S	NA	NA	S/NA
Engine immobilizer with alarm {LP}	NA	S	S	O/S
<b>SEATBELTS &amp; CHILD RESTRAINT SYSTEM</b>				
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
Adjustable front seatbelt shoulder anchors and driver and front passenger seatbelt pretensioners† with force limiters	S	S	S	S
LATCH (Lower Anchors and Tethers for CHildren) includes lower anchors and tethers on outboard second-row seats	S	S	S	S
Driver and front passenger seatbelt warning sensors	S	S	S	S
<b>SEATS</b>				
Fabric-trimmed front- and second-row seats; 8-way adjustable driver seat, 4-way adjustable front passenger seat, 40/20/40-split sliding and reclining fold-flat second-row seats with Center Stow™ seat and Center Stow™ console	S/NA	NA	NA	NA

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

### 13 HIGHLANDER

	HIGHLANDER / PLUS	SE	LIMITED	HYBRID / HYBRID LIMITED
<b>SEATS (CONTINUED)</b>				
Easy-clean fabric-trimmed front- and second-row seats; 8-way power-adjustable driver seat with power lumbar support; 4-way adjustable front passenger seat; 40/20/40-split sliding and reclining fold-flat second-row seats with Center Stow™ seat and Center Stow™ console	NA/S	NA	NA	S/NA
Leather-trimmed front- and second-row seats; multi-stage heated front seats; 8-way power-adjustable driver seat with power lumbar support; 4-way adjustable front passenger seat; 40/20/40-split sliding and reclining fold-flat second-row seats with Center Stow™ seat and Center Stow™ console (included in {LP})	NA	S	NA	O/NA
Perforated leather-trimmed front- and second-row seats; multi-stage heated front seats; 8-way power-adjustable driver seat with power thigh and lumbar support; 4-way power-adjustable front passenger seat; 40/20/40-split sliding and reclining fold-flat second-row seats with Center Stow™ seat and Center Stow™ console	NA	NA	S	NA/S
Fabric-trimmed 50/50-split fold-flat third-row seat with folding headrests	S	NA	NA	S/NA
Leatherette-trimmed 50/50-split fold-flat third-row seat with folding headrests	NA	S	S	O
Cargo area second-row seat one-touch fold-flat levers	NA/S	S	S	S
<b>SHIFT LEVERS</b>				
Chrome-accented shift lever	S	NA	NA	S/NA
Leather-trimmed chrome-accented shift lever with metallic inlay	NA	S	NA	O/NA
Leather-trimmed chrome-accented shift lever with wood-grain-style inlay	NA	NA	S	NA/S

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	HIGHLANDER / PLUS	SE	LIMITED	HYBRID / HYBRID LIMITED
<b>STEERING</b>				
Electric Power Steering (EPS); power-assisted rack-and-pinion	S	S	S	S
<b>STEERING WHEELS</b>				
Tilt/telescopic steering wheel with audio, Multi-Information Display and <i>Bluetooth</i> <sup>®†</sup> hands free-phone controls	S	NA	NA	NA
Leather-trimmed tilt/telescopic steering wheel with audio, Multi- Information Display and <i>Bluetooth</i> <sup>®†</sup> hands-free phone controls	NA	S	NA	NA
Tilt/telescopic steering wheel with audio, Multi-Information Display <i>Bluetooth</i> <sup>®†</sup> hands-free phone and voice command controls	NA	NA	NA	S/NA
Leather-trimmed tilt/telescopic steering wheel with metallic accents and audio, Multi-Information Display, and <i>Bluetooth</i> <sup>®†</sup> hands-free phone controls	NA	O	NA	O/NA
Leather-trimmed tilt/telescopic steering wheel with audio, climate, Multi-Information Display, <i>Bluetooth</i> <sup>®†</sup> hands-free phone and voice command controls	NA	NA	S	NA/S
<b>STORAGE AREAS</b>				
See individual entries for – Cargo Area – Cup Holders				
Center console with 6 cup holders, covered storage compartment and two 12V auxiliary power outlets	S	S	S	S
Overhead console with map lights and conversation mirror	S	NA	NA	S/NA
Overhead console with map lights, conversation mirror and HomeLink <sup>®†</sup> universal transceiver	NA	S	S	NA/S
Driver seatback map pockets	S	S	S	S
Map pockets and bottle holder in each door panel	S	S	S	S
<b>SUSPENSION</b>				
4-wheel independent MacPherson strut suspension with L-shaped lower control arms in front; dual links in rear	S	S	S	S
Front and rear stabilizer bars	S	S	S	S

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

## FEATURES

### 13 HIGHLANDER

	HIGHLANDER / PLUS	SE	LIMITED	HYBRID / HYBRID LIMITED
<b>TOWING<sup>1</sup></b>				
1500-lb. towing capacity (4-cyl.)	S/NA	NA	NA	NA
3500-lb. towing capacity with heavy-duty radiator, engine oil cooler, 200-watt fan coupling, supplemental transmission oil cooler and 150-amp alternator	NA	NA	NA	S
5000-lb. towing capacity with heavy-duty radiator with engine oil cooler, 240-watt fan coupling and supplemental transmission oil cooler (V6)	NA/S	S	S	NA
<b>TRANSMISSIONS</b>				
6-speed Electronically Controlled automatic Transmission with intelligence (ECT-i), sequential shift mode and Snow mode (4-cyl only)	S	NA	NA	NA
5-speed Electronically Controlled Transmission with intelligence (ECT-i), featuring overdrive, sequential shift mode and Snow mode (V6 only)	S	S	S	NA
Electronically controlled Continuously Variable Transmission (ECVT)	NA	NA	NA	S
<b>TRIM - EXTERIOR</b>				
Color-keyed rear spoiler with high-mount LED stoplight	S	S	S	S
Lower grille with chrome accent	S	S	S	S
Dark-silver painted grille	S	S	S	NA
Unique Hybrid grille	NA	NA	NA	S
<b>TRIM - INTERIOR</b>				
Chrome-accented shift lever	S	NA	NA	S/NA
Wood-grain-style interior trim with chrome interior door handles	NA	NA	S	NA/S
Metallic interior trim	NA	S	NA	O/NA
Metallic interior door handles	NA/S	S	NA	S/NA
Leather-trimmed chrome-accented shift lever with wood-grain-style inlay	NA	NA	S	NA/S
Easy clean fabric-trimmed interior	NA/S	NA	NA	S/NA

<sup>1</sup>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

	HIGHLANDER / PLUS	SE	LIMITED	HYBRID / HYBRID LIMITED
<b>WHEELS &amp; TIRES</b>				
17-in. x 7.5-in. 7-spoke alloy wheels with P245/65R17 105S tires	S	S	NA	S/NA
19 -in. x 7.5-in. 5-spoke alloy wheels with P245/55R19 103S tires	NA	NA	S	NA
19-in. x 7.5-in. 10-spoke alloy wheels with P245/55R19 103S tires	NA	NA	NA	NA/S
Full-size spare with aluminum alloy wheel (stored under vehicle)	S	S	S	S
Tire Pressure Monitor System (TPMS) <sup>†</sup>	S	S	S	S
<b>WINDOWS, GLASS &amp; WIPERS</b>				
Power windows with one-touch driver side auto-up/down and jam protection	S	S	S	S
UV-reduction windshield glass	S	S	S	S
Privacy glass on rear-side and rear- quarter windows	S	S	S	S
Privacy glass on liftgate window	S	S	S	S
Lift-up glass hatch	NA/S	S	S	S
Power liftgate with jam protection	NA	S	S	NA/S
Washer-linked variable-intermittent windshield wipers	S	S	S	S
Intermittent rear window wiper with washer	S	S	S	S
Windshield wiper de-icer grid (included with {CK})	O/S	S	S	S

<sup>†</sup>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

## OPTIONS & PACKAGES

### ■ FACTORY OPTIONS

CODE	MSRP	OPTION
EE	\$1015	Display Audio with Navigation and <b>Entune®† App Suite</b> – includes 6.1-in. touchscreen with integrated backup camera† display, AM/FM CD player with MP3/WMA playback capability, 6 speakers, SiriusXM Radio† (includes 90-day trial subscription to XM Select Package), HD Radio™ with iTunes® Tagging, auxiliary audio jack, USB port with iPod®† connectivity and control, and hands-free phone capability, phone book access, advanced voice recognition and music streaming via <i>Bluetooth®†</i> wireless technology (SE)
EY	\$1760	Rear-Seat DVD Entertainment (RSE) system with 9-in. display, two wireless headphones†, rear-seat audio (RSA), RCA jacks and 115V auxiliary power point (requires Navigation System†) (Limited, Hybrid† Limited)
PC	\$395	Special paint color – Blizzard Pearl (070)

13 HIGHLANDER

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



## ■ PACKAGES

CODE	MSRP	PACKAGE
CK	\$60	<b>Cold Weather Package with Heated Outside Mirrors (Highlander)</b> <ul style="list-style-type: none"> <li>• Heated power sideview mirrors</li> <li>• Windshield wiper de-icer grid</li> </ul>
LP	\$2280	<b>Leather Package (Hybrid<sup>†</sup> Highlander)</b> <ul style="list-style-type: none"> <li>• Leather-trimmed front- and second-row seats</li> <li>• Multi-stage heated front seats</li> <li>• Leatherette-trimmed third-row seat</li> <li>• Leather-trimmed tilt/telescopic steering wheel with metallic accents and audio, Multi-Information Display, <i>Bluetooth</i><sup>®†</sup> hands-free phone controls</li> <li>• Leather-trimmed chrome-accented shift lever with metallic inlay</li> <li>• Metallic interior trim</li> <li>• HomeLink<sup>®</sup> universal transceiver</li> <li>• Power tilt/slide moonroof with sunshade</li> <li>• Auto-dimming rearview mirror with compass</li> <li>• Anti-theft system with alarm and engine immobilizer</li> </ul>

13 HIGHLANDER

## SPECIFICATIONS

13 HIGHLANDER

GAS ONLY		FWD & 4WD HIGHLANDER / PLUS / SE / LIMITED
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
Overall Length (in.)		188.4
Overall Width (in.)		75.2
Overall Height (with roof rack) (in.)		68.1 (69.3)
Track (in.), front/rear		
– FWD		64.0/64.2
– 4WD		64.0/64.0
Ground Clearance (in.)		8.0
Approach/Departure Angle		22°/23°
DIMENSIONS — INTERIOR		
Seating Capacity, by row		2/3/2
Head Room (in.)		
– front		40.6 (39.7 with moonroof)
– middle		40.1
– rear		36.3
Leg Room (in.)		
– front		43.2
– middle		38.3
– rear		29.9
Shoulder Room (in.)		
– front		59.7
– middle		59.5
– rear		55.0
Hip Room (in.)		
– front		56.7
– middle		56.5
– rear		42.3
DRIVE SYSTEMS		
Type		
– FWD		Front-wheel drive
– 4WD		Full-time 4WD

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

# SPECIFICATIONS

GAS ONLY		FWD & 4WD HIGHLANDER / PLUS / SE / LIMITED	
ENGINE			
Type		3.5L DOHC 24-valve SEFI V6 with Dual Variable Valve Timing (VVT-i) (ULEV II)	2.7L DOHC 16-valve SEFI 4-cyl. with Dual Variable Valve Timing (VVT-i) (ULEV II)
Horsepower (hp @ RPM)		270 @ 6200	187 @ 5800
Torque (lb.-ft. @ RPM)		248 @ 4700	186 @ 4100
Timing (Chain/Belt)		Chain	Chain
Engine Oil			
	– type	Synthetic	Conventional or Synthetic
	– weight	0W-20	5W-20 or 0W20
FUEL FACTS			
MPG* (EPA-est. city/hwy/ combined)			
	– 2.7L	20/25/22	
	– 3.5L	18/24/20 (2WD), 17/22/19 (4WD)	
Fuel Tank (gal.)		19.2	
Recommended Fuel		Regular	
SAFETY			
Dual-Stage Advanced Airbag Supplemental Restraint System (SRS) <sup>†</sup> with Front Passenger Occupant Classification System <sup>†</sup>		Driver and front passenger	
Seat-Mounted Side Airbag <sup>†</sup>		Driver and front passenger	
Roll-Sensing Side-Curtain Airbags (RSCA) <sup>†</sup>		All-row (7-passenger)	
Seatbelts			
	– driver	3-point with pretensioner <sup>†</sup> , force limiter, adjustable shoulder anchor and Emergency Locking Retractor (ELR)	
	– front passenger	3-point with pretensioner <sup>†</sup> , force limiter, adjustable shoulder anchor and ELR/ Automatic Locking Retractor (ALR)	
	– all rear passengers	3-point with ELR/ALR	
STEERING			
Type		Electronic Power Steering (EPS); power-assisted rack-and-pinion	
Steering Ratio		17.0:1	

13 HIGHLANDER

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

\*2013 EPA MPG estimates. Actual mileage will vary.

## SPECIFICATIONS

### 13 HIGHLANDER

GAS ONLY		FWD & 4WD HIGHLANDER / PLUS / SE / LIMITED
STEERING (CONTINUED)		
Turning Diameter, curb-to-curb (ft.)		38.7
Turns, lock-to-lock		3.1
SUSPENSION		
Front		MacPherson struts, L-shaped lower arms, stabilizer bar
Rear		MacPherson struts, stabilizer bar, dual links
TRANSMISSION		
Type		
– 4-cyl.		6-speed Electronically Controlled Transmission with intelligence (ECT-i), sequential shift mode and Snow mode
– V6		5-speed Electronically Controlled Transmission with intelligence (ECT-i), sequential shift mode and Snow mode
WEIGHTS & CAPACITIES		
Curb Weight (lb.)		
– FWD 4-cyl.		3946
– FWD V6		4045 (Highlander, Plus and SE) / 4255 (Limited)
– 4WD		4266 (Highlander, Plus and SE) / 4464 (Limited)
Standard Towing Capacity† (lb.)		1500 (4-cyl.) / 5000 (V6)
GVWR (lb.)		
– FWD 4-cyl.		5500
– FWD V6		5800
– 4WD		5800 (SE) / 6000 (Highlander, Plus, SE and Limited)
Payload† (lb.)		
– FWD		1820/1755/1688
– 4WD		1822/1745/1679
Cargo Capacity† (cu. ft.)		
– 2nd-row, behind front seat		81.6
– 2nd-row, behind rear seat		39.6
– 3rd-row, behind rear seat		10.3
WHEELS & TIRES		
Wheel Type	– standard	Alloy
Wheel Size	– standard	17-in. x 7.5-in. (Highlander, Plus, SE) 19-in. x 7.5-in. (Limited)
Tire Type	– standard	All-season steel-belted radial
Tire Size	– standard	P245/65R17 (Highlander, Plus, SE) P245/55R19 (Limited)
Spare		Full-size (on alloy wheel)

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

## SPECIFICATIONS

HYBRID <sup>†</sup>	4WD HYBRID <sup>†</sup> HIGHLANDER / HYBRID LIMITED <sup>†</sup>
<b>BRAKING SYSTEMS</b>	
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) <sup>†</sup> ; Star Safety System™ combines Anti-lock Brake System (ABS), Electronic Brake-force Distribution (EBD), Traction Control (TRAC), Vehicle Stability Control (VSC) <sup>†</sup> , Brake Assist (BA) <sup>†</sup> and Smart Stop Technology (SST) <sup>†</sup>
<b>DIMENSIONS — EXTERIOR</b>	
Wheelbase (in.)	109.8
Overall Length (in.)	188.4
Overall Width (in.)	75.2
Overall Height (with roof rack) (in.)	68.1 (69.3)
Track (in.), front/rear	64.0/64.2
Ground Clearance (in.)	8.0
Approach/Departure Angle	22°/23°
<b>DIMENSIONS — INTERIOR</b>	
Seating Capacity, by row	2/3/2
Head Room (in.)	
– front	40.6 (39.7 with moonroof)
– middle	40.1
– rear	36.3
Leg Room (in.)	
– front	43.2
– middle	38.3
– rear	29.9
Shoulder Room (in.)	
– front	59.7
– middle	59.5
– rear	55.0
Hip Room (in.)	
– front	56.7
– middle	56.3
– rear	42.3

1.3 HIGHLANDER

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

## SPECIFICATIONS

13 HIGHLANDER

HYBRID <sup>†</sup>	4WD HYBRID <sup>†</sup> HIGHLANDER / HYBRID LIMITED <sup>†</sup>
<b>DRIVE SYSTEM</b>	
Type	Full-time 4WD-i
<b>ENGINE</b>	
Type	3.5L DOHC 24-valve SEFI V6 with Variable Valve Timing with intelligence (VVT-i)
System Net Power (hp)	280 (209 kW)
Horsepower (hp @ RPM)	231 @ 5800 RPM
Torque (lb.-ft. @ RPM)	215 @ 4800 RPM
Timing (Chain/Belt)	Chain
Engine Oil – Type – Weight	Synthetic 0W-20
<b>FUEL FACTS</b>	
MPG* (EPA-est. city/hwy/combined)	28/28/28
Fuel Tank (gal.)	17.2
Recommended Fuel	Regular
<b>MOTOR (ELECTRIC) – HYBRID<sup>†</sup> ONLY</b>	
Hybrid System <sup>†</sup>	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

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

\*2013 EPA MPG estimates. Actual mileage will vary.

## SPECIFICATIONS

HYBRID <sup>†</sup>	4WD HYBRID <sup>†</sup> HIGHLANDER / HYBRID LIMITED <sup>†</sup>
<b>SAFETY</b>	
Dual-Stage Advanced Airbag Supplemental Restraint System (SRS) <sup>†</sup> with Front Passenger Occupant Classification System <sup>†</sup>	Driver and front passenger
Side Airbag <sup>†</sup>	Driver and front passenger
Roll-Sensing Side-Curtain Airbag (RSCA) <sup>†</sup>	3-row
Seatbelts	
– driver	3-point with pretensioner <sup>†</sup> , force limiter, adjustable shoulder anchor and Emergency Locking Retractor (ELR)
– front passenger	3-point with pretensioner <sup>†</sup> , force limiter, adjustable shoulder anchor and ELR/ Automatic Locking Retractor (ALR)
– all rear passengers	3-point with ELR/ALR
<b>STEERING</b>	
Type	Electronic power-assisted rack-and-pinion
Steering Ratio	15.6
Turning Diameter, curb-to-curb (ft.)	38.7
Turns, lock-to-lock	2.9
<b>SUSPENSION</b>	
Front	MacPherson struts, L-shaped lower arms, stabilizer bar
Rear	MacPherson struts, stabilizer bar, dual links

1.3 HIGHLANDER

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

## SPECIFICATIONS

13 HIGHLANDER

HYBRID <sup>†</sup>		4WD HYBRID <sup>†</sup> HIGHLANDER / HYBRID LIMITED <sup>†</sup>	
TRANSMISSION			
Type		Electronically controlled Continuously Variable Transmission (ECVT) with ECON mode	
WEIGHTS & CAPACITIES			
Curb Weight (lb.) – 7-passenger		4641 (Hybrid) / 4762 (Hybrid Limited)	
Max. Towing <sup>†</sup> Capacity (lb.)		3500	
GVWR (lb.)		6150	
Payload <sup>†</sup> (lb.)		1427	
Cargo Capacity <sup>†</sup> (cu. ft.)			
– behind 1st-row		81.6	
– behind 2nd-row		39.6	
– behind 3rd-row		10.3	
WHEELS & TIRES			
Wheel Type			
– standard		Alloy	
Wheel Size			
– standard		17-in. x 7.5-in. (Hybrid) 19-in. x 7.5-in. (Hybrid Limited)	
Tire Type			
– standard		All-season steel-belted radial	
Tire Size			
– standard		P245/65R17 (Hybrid) P245/55R19 (Hybrid Limited)	
Spare		Full-size on alloy wheel	

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

<sup>†</sup>2013 EPA MPG estimates. Actual mileage will vary.



## ■ 2014 CHEVROLET TRAVERSE



### KEY ADVANTAGES

#### **2013 Highlander Limited 4WD vs. 2014 Chevrolet Traverse LTZ AWD**

- **Everything under the sun** – Highlander Limited comes equipped with a power tilt/slide moonroof with sunshade; Traverse LTZ offers a sunroof at extra cost
- **Convenience** – Highlander Limited provides more convenience and practicality than Traverse thanks to a standard navigation system. Even range-topping Traverse LTZ makes a navigation system an extra-cost option
- **Instrumentation** – Optitron instrumentation comes standard with Highlander; a convenient feature not available on Traverse at any price
- **Security** – Highlander adds an extra layer of security with a standard driver knee airbag<sup>†</sup>. Traverse doesn't offer a knee airbag<sup>†</sup> and its available front center airbag<sup>†</sup> only comes standard on 1LT models and up

### CHEVROLET TRAVERSE CHALLENGES

- More power and torque
- Available Forward Collision Alert, Lane Departure Warning and Side Blind Zone Alert
- Higher tow rating by 200 lb.
- Available SkyScape® dual-panel sunroof

<sup>†</sup>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, June 2013, with additional information from [www.edmunds.com](http://www.edmunds.com). All information is believed to be correct at date of printing and is subject to change without notice.

## COMPETITIVE COMPARISON

### ■ 2013 HONDA PILOT



13 HIGHLANDER



#### KEY ADVANTAGES

##### ***2013 Highlander Limited 4WD vs. 2013 Honda Pilot EX-L 4WD (with Navigation)***

- **Technology** – Highlander's standard Smart Key System<sup>†</sup> 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 Pilot EX-L
- **Higher horsepower** – Highlander's 3.5L DOHC V6 delivers 20 more horsepower than Pilot's 3.5L SOHC V6
- **More versatile storage** – Center Stow™ seat and console are standard on Highlander and not available for Pilot
- **Variety with engine choices** – Highlander offers 3 different engine choices while Pilot only has one available powerplant
- **Driver's SUV** – 19-in. aluminum alloy wheels are standard on Highlander Limited while Pilot EX-L has standard 18-in. alloys

#### HONDA PILOT CHALLENGES

- 8-passenger seating
- Higher highway fuel economy
- More cargo capacity with seats in place
- Available 15GB Hard Disk Drive (HDD) audio storage
- Greater cargo volume<sup>†</sup> (87.0 cu. ft. vs. 81.6 cu. ft.)

<sup>†</sup>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, June 2013, with additional information from [www.edmunds.com](http://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



### KEY ADVANTAGES

#### **2013 Highlander Limited 4WD vs. 2014 Ford Explorer Limited 4WD (with Equipment Group 301A)**

- **More room for cargo** – Highlander Limited delivers more practicality with more maximum cargo room than Explorer Limited
- **Convenience** – While both Highlander Limited and Explorer Limited with equipment group 301A come standard with a power liftgate, only Highlander comes with a liftgate window that opens for convenient access to the rear cargo area
- **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
- **Full-size spare tire** – Highlander Limited comes standard with a full-size spare tire while Explorer Limited only comes with a compact spare tire

### FORD EXPLORER CHALLENGES

- More horsepower
- Available Lane-Keeping System
- Cooled driver and front passenger seats (301A)
- Power-adjustable pedals with memory
- Available inflatable outboard second-row seatbelts
- Standard remote ignition
- Power folding third-row seat (301A)
- Available HID headlights, Blind Spot Information System with Cross Traffic Alert and adaptive cruise control
- Available dual panel opening moonroof

\*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, June 2013, with additional information from [www.edmunds.com](http://www.edmunds.com). All information is believed to be correct at date of printing and is subject to change without notice.

## COMPETITIVE COMPARISON





























13 HIGHLANDER

	2013 TOYOTA HIGHLANDER LIMITED 4WD
<b>MECHANICAL</b>	
Engine	3.5L V6
Valve Configuration	DOHC
Horsepower @ RPM	270 @ 6200
Torque @ RPM	248 @ 4700
Pounds Per Horsepower	16.5
Transmission Speeds	5
Transmission (Automatic/Manual)	Automatic
Fuel Economy Est. City*	17
Fuel Economy Est. Highway*	22
Fuel Capacity	19.2
Suspension, Front	Independent
Suspension, Rear	Independent
<b>SAFETY</b>	
Front Side Airbag†	Standard
Side Head Curtain Airbags†	Standard
Front Active Headrests†	Standard
Brakes, Front	Disc
Brakes, Rear	Disc
4-Wheel ABS Brakes	Standard
Electronic Brake Assist†	Standard
Vehicle Stability Control System†	Standard
Traction Control	Standard
Vehicle Anti-Theft	Standard
Remote Keyless Entry	Standard
<b>DIMENSIONS, CAPACITIES AND WEIGHTS</b>	
Length (in.)	188.4
Width (in.)	75.2
Height (in.)	68.1
Wheelbase (in.)	109.8
Head Room, Front (in.)	39.7
Head Room, Row 2 (in.)	40.1
Head Room, Row 3 (in.)	36.3
Leg Room, Front (in.)	43.2
Leg Room, Row 2 (in.)	38.3
Leg Room, Row 3 (in.)	29.9
Angle of Approach (degrees)	22
Angle of Departure (degrees)	23
Ground Clearance (in.)	8.0
Curb Weight, AT (lb.)	4464
GVWR Maximum (lb.)	6000
Payload† Maximum (lb.)	1679
Cargo Volume†, behind 1st-row (cu. ft.)	81.6
Cargo Volume†, behind 2nd-row (cu. ft.)	39.6
Cargo Volume†, behind 3rd-row (cu. ft.)	10.3
Seating, Maximum	7
Tow Capacity†, Maximum (lb.)	5000
<b>WARRANTY</b>	
Basic Time (Months)	36
Basic Miles	36,000
Powertrain Time (Months)	60
Powertrain Miles	60,000
Rust Time (Months)	60
Rust Miles	Unlimited

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

\*2013 EPA MPG estimates. Actual mileage will vary.

# COMPETITIVE COMPARISON

2014 CHEVROLET TRAVERSE LTZ AWD	2013 HONDA PILOT EX-L 4WD WITH NAVIGATION	2014 FORD EXPLORER LIMITED 4WD
3.6L V6	3.5L V6	3.5L V6
DOHC	 <b>SOHC</b>	DOHC
288 @ 6300	 <b>250 @ 5700</b>	290 @ 6500
270 @ 3400	253 @ 4800	255 @ 4000
 <b>16.8</b>	 <b>18.2</b>	16.2
6	5	6
Automatic	Automatic	Automatic
 <b>16</b>	17	17
23	24	23
22.0	21.0	 <b>18.6</b>
Independent	Independent	Independent
Independent	Independent	Independent
Standard	Standard	Standard
Standard	Standard	Standard
 <b>NA</b>	Standard	 <b>NA</b>
Disc	Disc	Disc
Disc	Disc	Disc
Standard	Standard	Standard
Standard	Standard	 <b>NA</b>
Standard	Standard	Standard
Standard	Standard	Standard
Standard	Standard	Standard
Standard	Standard	Standard
203.7	191.4	197.1
78.5	78.5	78.9
69.9	71.1	70.4
118.9	 <b>109.2</b>	112.6
40.4	 <b>39.3</b>	41.4
 <b>39.4</b>	 <b>39.8</b>	40.5
37.8	38.2	37.8
 <b>41.3</b>	 <b>41.4</b>	 <b>40.6</b>
 <b>36.8</b>	38.5	39.8
33.2	32.1	33.2
NL	24.4	 <b>21.7</b>
NL	 <b>22.1</b>	 <b>21.4</b>
 <b>7.2</b>	8.0	 <b>7.6</b>
 <b>4844</b>	 <b>4557</b>	 <b>4697</b>
6459	NL	NL
1618	NL	NL
116.3	87.0	 <b>80.7</b>
70.3	47.7	43.8
24.4	18.0	21.0
7	8	7
5200	 <b>4500</b>	5000
36	36	36
36,000	36,000	36,000
60	60	60
100,000	60,000	60,000
72	60	60
 <b>100,000</b>	Unlimited	Unlimited

 = Highlander advantage over this competitor

\*2013 and 2014 EPA MPG estimates. Actual mileage will vary.

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

Competitive information was compiled from each manufacturer's Website, June 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.

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

13 HIGHLANDER

## COMPETITIVE COMPARISON

### ■ 2014 FORD EXPLORER LIMITED FWD 2.0L ECOBOOST™



XLT model shown



### KEY ADVANTAGES

#### **2013 Highlander Hybrid Limited 4WD vs. 2014 Ford Explorer Limited FWD 2.0L EcoBoost™ with Equipment Group 301A**

- **More power** – Highlander Hybrid's 3.5L V6 and electric motor combine to make an impressive 280 hp, compared to Explorer's 240 hp with EcoBoost™
- **City fuel economy estimates** – Highlander Hybrid's gas-electric system helps it deliver an estimated 28 MPG in the city, compared to Explorer Limited with EcoBoost™ which only manages an estimated 20 MPG in the city
- **More room for cargo** – Highlander Hybrid Limited offers more convenience to owners with more maximum cargo volume† compared to Explorer Limited (81.6 cu. ft. vs. 80.7 cu. ft.)
- **Versatility** – Highlander Hybrid Limited provides a versatile liftgate with separate window that opens to provide convenient access to the rear cargo area; you won't find an opening liftgate window on Explorer Limited
- **Convenience** – Highlander Hybrid Limited delivers more comfort and convenience with standard three zone automatic climate control compared to Explorer Limited's standard dual zone system
- **Hybrid that tows** – Highlander Hybrid's tow rating is an impressive 3500 lb. – 1500 lb. more than Explorer with 2.0L EcoBoost™ (2000 lb.)

### FORD EXPLORER CHALLENGES

- Memory settings for driver's seat, exterior mirror and power adjustable pedals
- Cooled driver and front passenger seats (301A)
- Available Lane-Keeping System
- Available inflatable outboard second-row seatbelts
- Standard remote ignition
- Power folding third-row seat (301A)
- Available HID headlights, Blind Spot Information System with Cross Traffic Alert and adaptive cruise control
- Available dual-panel opening moonroof

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

\*2013 and 2014 EPA MPG estimates. Actual mileage will vary.

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

Competitive information was compiled from each manufacturer's Website, June 2013, with additional information from [www.edmunds.com](http://www.edmunds.com). All information is believed to be correct at date of printing and is subject to change without notice.

## ■ 2014 ACURA MDX



13 HIGHLANDER



### KEY ADVANTAGES

#### **2013 Highlander Hybrid Limited 4WD vs. 2014 Acura MDX SH-AWD**

- **City and high fuel economy ratings** – A true hybrid vehicle with better MPG\*, 28/28 for Highlander vs. 18/27 for MDX and Highlander uses regular grade fuel, while MDX needs premium
- **Styling** – Highlander Hybrid Limited comes standard with 19-in. alloy wheels providing more style compared to MDX's 18-in. alloy wheels
- **More room for passengers** – Highlander Hybrid Limited provides almost 13.5 cu. ft. more of interior passenger volume than MDX, 145.7 cu. ft. vs. 132.3 cu. ft.
- **Versatility** – While both Highlander Hybrid Limited and MDX come standard with a power liftgate, Highlander Hybrid comes standard with a lift-up glass hatch for more convenience
- **Full-size spare tire** – Despite its premium status, MDX only comes with a compact spare tire while Highlander Hybrid Limited gives owners the practicality of a full-size spare tire

### ACURA MDX CHALLENGES

- More horsepower
- Super Handling AWD (SH-AWD)
- Available Blind Spot Information System and Lane Keeping Assist System
- LED headlights

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

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## COMPETITIVE COMPARISON

13 HIGHLANDER




















2013 TOYOTA HIGHLANDER HYBRID LIMITED 4WD	
<b>MECHANICAL</b>	
Engine	3.5L V6
Valve Configuration	DOHC
Horsepower @ RPM	231 @ 5800
Torque @ RPM	215 @ 4300
Hybrid† Net System Power (hp)	280
Transmission Speeds	Variable
Transmission (Automatic/Manual)	Automatic
Fuel Economy Est. City*	28
Fuel Economy Est. Highway*	28
Fuel Capacity	17.2
Suspension, Front	Independent
Suspension, Rear	Independent
<b>SAFETY</b>	
Front Side Airbag†	Standard
Side-Curtain Airbags†	Standard
Front Active Headrests†	Standard
Brakes, Front	Disc
Brakes, Rear	Disc
4-Wheel ABS Brakes	Standard
Electronic Brake Assist†	Standard
Vehicle Stability Control System†	Standard
Traction Control	Standard
Vehicle Anti-Theft	Standard
Remote Keyless Entry	Standard
<b>DIMENSIONS, CAPACITIES AND WEIGHTS</b>	
Length (in.)	188.4
Width (in.)	75.2
Height (in.)	69.3
Wheelbase (in.)	109.8
Head Room, Front (in.)	39.7
Head Room, Row 2 (in.)	40.1
Head Room, Row 3 (in.)	36.3
Leg Room, Front (in.)	43.2
Leg Room, Row 2 (in.)	38.3
Leg Room, Row 3 (in.)	29.9
Ground Clearance (in.)	8.0
Curb Weight, AT (lb.)	4762
GVWR Maximum (lb.)	6150
Payload† Maximum (lb.)	1427
Cargo Volume†, MFR (cu. ft.)	10.3
Cargo Volume†, Maximum (cu. ft.)	81.6
Seating, Maximum	7
Tow Capacity†, Maximum (lb.)	3500
<b>WARRANTY</b>	
Basic Time (Months)	36
Basic Miles	36,000
Powertrain Time (Months)	60
Powertrain Miles	60,000
Rust Time (Months)	60
Rust Miles	Unlimited

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

†2013 EPA MPG estimates. Actual mileage will vary.



# COMPETITIVE COMPARISON

2014 FORD EXPLORER LIMITED FWD 2.0L ECOBOOST™	2014 ACURA MDX SH-AWD
2.0L I4	3.5L V6
DOHC	 SOHC
240 @ 5500	290 @ 6200
270 @ 3000	267 @ 4500
 NA	 NA
6	6
Automatic	Automatic
 20	 18
28	 27
18.6	19.5
Independent	Independent
Independent	Independent
Standard	Standard
Standard	Standard
 NA	Standard
Disc	Disc
Disc	Disc
Standard	Standard
 NA	Standard
Standard	Standard
Standard	Standard
Standard	Standard
Standard	Standard
Standard	Standard
197.1	194.3
78.9	77.2
70.4	67.6
112.6	111.0
41.4	 38.1
40.5	 38.3
37.8	 35.6
 40.6	 41.4
39.8	 36.6
33.2	 28.1
 7.6	 7.3
4428	4255
NL	NL
NL	NL
21.0	14.8
 80.7	90.9
7	7
 2000	5000
36	48
36,000	50,000
60	72
60,000	70,000
60	60
Unlimited	Unlimited

13 HIGHLANDER

 = Highlander advantage over this competitor

\*2013 and 2014 EPA MPG estimates. Actual mileage will vary.

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

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

### DEMO TIPS



**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 and a 120V power point. Insert a CD 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.



**Highlander's available 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. Don't forget to mention that the backup camera† makes hooking up a trailer a cinch, 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 there's also an open/close button on the dash.

### QUICK FACTS



**Not only are Highlander's standard Optitron gauges attractive, they're purpose-driven as well.** The Optitron gauges provide high-contrast, easily-readable displays designed to reduce eye strain. These electroluminescent gauges come in red on Highlander, SE and Limited, and blue on Hybrid and Hybrid Limited.



**Highlander 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's standard 40/20/40-split sliding and reclining fold-flat second-row seat features a Center Stow™ seat that neatly tucks under the front center console.** Also standard is a Center Stow™ console that replaces the center seat and serves as a storage tray with two cup holders. Retrieve the Center Stow™ console from under the front center console, remove the Center Stow™ seat and swap the two. Voila! Added storage or added seating.

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