
THE ORIGINAL NEW CAR COST GUIDE



Automobile Invoice Service

2620 Barrett Road
Gainesville, GA 30507

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2012 LINCOLN MKZ

EFFECTIVE 05-16-11

MAJOR CHANGES FOR 2012:

New Exterior Colors; New SYNC AppLink Now Std



CODE	SERIES	MODEL	INVOICE	RETAIL
L2G	Base	4D Sedan	32575.00	34645.00
L2J		4D Sedan AWD	34333.00	36535.00
L2L	Hybrid	4D Sedan	32575.00	34645.00

OTHER CHARGES	MODEL	INVOICE	RETAIL
Destination Charge	Standard	875.00	875.00

STANDARD EQUIPMENT

Base

3-Point Seat Belts in All Positions	Lights - Interior, Accessory delay, Courtesy, Dome front & rear, Map front & rear, Reading rear
Air Conditioning, Air filter, Dual zone, Electronic Automatic Temperature Control (EATC)	Lights - Safety, Approach
Airbags, Driver Dual-stage, Front Driver Side, Front Passenger Dual-stage, Front Passenger Side, Occupant Sensor Passenger, Personal Safety System, Side Curtain, Supplemental Restraint System	Maintenance, 4-year/50,000-mile - Complimentary
Alternator - Maximum Capacity (amps): 150	Mirrors - Exterior, Auto-dimming LH, Blind spot integrated, Caps Chrome, Heated, Memory-activated, Power
Antenna, Integrated	Mirrors - Interior, Auto-dimming, Rearview
Ash Tray, Front	Molding, Body side Chrome
Assist Handle(s), 4	Monitors, Tire pressure
Audio, Digital media auxiliary jack	Parking Features, Reverse Sensing System
Audio, Premium, AM/FM, 6-disc CD changer dash, MP3, 9 speakers	Power Locks, Door
Axle, Ratio 3.33	Power Outlet(s), 12-volt, 2
Battery, 60-AH	Remote Keyless Entry, Panic Button
Brakes - ABS, 4-channel, 4-sensor	Remote Releases - Interior, Trunk
Brakes, 4-wheel disc, Electronic Brake Distribution (EBD), Power-assisted	Safety - Mfr Trademark, My Key, SOS Post-Crash Alert System
Bumpers, Body-color	Safety Belt, Belt Minder, Load Limiters, Pretensioners
Child Safety Features, Locks, rear doors	Seats - Driver, Memory-activated
Child Seat Anchors, LATCH	Seats - Front, 10-way adjuster power, Buckets, Climate-controlled, Lumbar support 2-way adjuster power
Clock, Analog	Seats - Rear, 60/40 split-bench
Communication, SYNC	Security Systems, Anti-theft passive, Perimeter Alarm
Consoles, Center, Overhead, Storage	Side-Impact Protection, Door Beams, Protection System
Crash Sensors, Fuel Shutoff Switch	Stabilizer Bar, Front & rear
Cruise Control	Steering Column, Tilt/telescoping
Cupholders: 8	Steering Wheel, Controls audio, Controls cruise, Leather w/wood
Defoggers, Rear	Steering, Power, Rack & pinion
Displays, Compass, Door ajar, Oil pressure	Storage, Pockets, door
Door Handles, Chrome	Storage, Pockets, seatback
Drive System, All Wheel - AWD	Subscriptions, Sirius, 6-month trial
Drive System, Front Wheel - FWD	Suspension (front/rear): Short & Long Arm (SLA)/Multi-link
Emergency Trunk Release, Illuminated	Suspension, 4-wheel independent, Lower control arms
Engine - 3.5L V6 SMPI DOHC 24-valve Duratec (99C) Horsepower: 263 @ 6250 RPM; Torque: 249 @ 4500 RPM	Theft Deterrent Systems, SecuriCode, SecuriLock
Engine Management, Variable Camshaft Timing (VCT)	Throttle, Electronically controlled
Exhaust, Chrome	Tire Size (spare): Compact
Exhaust, Dual outlets	Tire Size, 225/50R17, All Season BSW
Final Drive Axle Ratio: 3.33	Traction Control, Advance Trac, Electronic Stability Control (ESC)
Floor Mats, Front	Transmission: 6-speed Automatic SelectShift w/Overdrive (44B)
Floor Mats, Rear	Trim, Chrome
Fog Lights, Integrated front	Trim, Shift knob, leather-wrapped
Garage Door Opener, Universal	Trim, Wood
Glass, Solar control	Upholstery, Leather
Grille, Chrome	Visors, Mirror illuminated
Head Restraints, Integrated	Warning Chimes, Fasten seatbelt, Headlights On, Key-in-ignition
Headlights, Autolamp, Multi-beam	Warranty, Anti-Corrosion 5-year/Unlimited-mile
Ignition, Electronic	Warranty, Basic 4-year/50,000-mile, Limited
Instrument Panels, Driver Information Center, Tachometer Lighter	Warranty, Bumper-to-Bumper 4-year/50,000-mile, Limited
	Warranty, Powertrain 6-year/70,000-mile
	Wheels, 17 X 7.5, 9-spoke, Aluminum machined painted
	Windows, Power
	Wipers, Variable intermittent

2012 LINCOLN MKZ contd.

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Hybrid incl in addition to or in place of Base

Brakes - ABS
 Brakes, 4-wheel disc, Power-assisted, Regenerative system
 Drive System, Front Wheel
 Engine (Electric) - Battery - Voltage: 275
 Engine (Electric) - Battery, Sealed Nickel-Metal Hydride (NI-MH)
 Engine (Electric) - Horsepower: 106 @ 6500 RPM
 Engine (Electric) - Type, AC synchronous, Atkinson Cycle, Permanent Magnet
 Engine - 2.5L Inline 4-cyl SMPI DOHC 16-valve Hybrid Duratec (993)
 Horsepower: 156 @ 6000 RPM; Torque: 135 @ 2250 RPM

Final Drive Axle Ratio: 2.57
 Instrument Panels, Driver Information Center, Hybrid System Power Meter, Tachometer
 Knee Bolsters, Driver
 Seats - Rear, Fixed
 Steering, Electric Power Steering (EPS), Rack & pinion
 Transmission: Automatic Aisin E-CVT 44H
 Warranty, Hybrid 8-year/100,000-mile

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	INVOICE	RETAIL
REQUIRED ORDER PACKAGES:				
100A	100AOnly avail on Base.....	N/C	N/C	
	Incl Vehicle w/standard equipment only			
101A	101AOnly avail on Base.....	2399.00	2695.00	
	Incl BLIS w/cross traffic alert, Camera, rearview, GB Music Jukebox, HD radio, DVD audio/video capability, 10, In-dash screen & single DVD/CD/MP3 player, Integrated SIRIUS Travel Link w/6-month pre-paid subscription, Internal hard disk drive for map & POI storage, Navigation, Voice Activated			
102A	102AOnly avail on Base.....	5069.00	5695.00	
	Incl Adaptive HID headlamps, Ambient lighting, BLIS w/cross traffic alert, GB Music Jukebox, HD radio, Navigation, voice-activated, Camera, rearview, DVD audio/video capability, 10, In-dash screen & single DVD/CD/MP3 player, Integrated SIRIUS Travel Link w/6-month pre-paid subscription, Internal hard disk drive for map & POI storage, Rain sensing wipers - Incl 13B, 64Z & 917			
200A	200AOnly avail on Hybrid.....	N/C	N/C	
	Incl Vehicle w/std equipment only			
201A	201AOnly avail on Hybrid.....	3289.00	3695.00	
	Incl BLIS w/cross traffic alert, Camera, rearview, GB Music Jukebox, HD radio, THXII certified 5.1 surround system, DVD audio/video capability, 10, In-dash screen & single DVD/CD/MP3 player, Integrated SIRIUS Travel Link w/6-month pre-paid subscription, Internal hard disk drive for map & POI storage, Navigation, Voice Activated			
202A	202AOnly avail on Hybrid.....	5069.00	5695.00	
	Incl Adaptive HID headlamps, Blind spot information system (BLIS) w/cross traffic alert, GB Music Jukebox, HD radio, Navigation, voice-activated, THXII certified 5.1 surround system, Rearview camera, DVD audio/video capability, Ambient Lighting, 10, In-dash screen & single DVD/CD/MP3 player, Integrated SIRIUS Travel Link w/6-month pre-paid subscription, Internal hard disk drive for map & POI storage, Rain sensing wipers - Incl 13B & 64Z			
FLEET INCENTIVE:				
56M	National Fleet Purchase ProgramN/A on Hybrid.....	(2000.00)	N/C	
	Incl Please confirm fleet eligibility requirements with your order source, National fleet incentive, fleet special account credit & all applicable commercial fleet credits			
ELECTRONICS AUDIO:				
917	Audio Package.....Only avail on Base.....	886.00	995.00	
	Incl THXII certified 5.1 surround system - N/A w/100A - Incl in 102A			
ELECTRONICS POWER:				
13B	Moonroof.....All Vehicles.....	1068.00	1200.00	
	Incl in 102A & 202A			
OTHER OPTIONS:				
50M	17" Chrome Wheel & Moonroof Discount PackageAll Vehicles.....	1331.00	1495.00	
	N/A w/102A, 202A or 14S			
85E	Aluminum Interior Trim PackageAll Vehicles.....	174.00	195.00	
	Incl Leather-wrapped steering wheel - N/A w/14H, UN or MS - Incl in 14S			
14H	Executive PackageAll Vehicles.....	441.00	495.00	
	Incl Armrest, unique insert, Console, genuine wood, Door trim inserts, stitching, Door trim inserts, unique, Instrument panel, genuine wood accents, Luxury leather-trimmed seating surfaces - Incl 12L - N/A w/100A, 200A, 85E, UN or 14S - Req *W or LH - Req LH w/FQ & HT			
60L	Hybrid Livery Package.....Only avail on Hybrid.....	4111.00	4620.00	
	Incl Blind spot information system (BLIS), Cross Traffic Alert, Floor mats, logo, Navigation, voice-activated, Camera, rearview, Cargo mat, Floor mats, premium, Sirius Travel Link, 6-months service - Incl 64Z - Req 200A, UH & Dark Charcoal			
153	License Plate Brackets, Front.....All Vehicles.....	N/C	N/C	
12L	Premium Floor MatsAll Vehicles.....	156.00	175.00	
	Incl Lincoln Star, Suede edge, Trunk mat - Incl in 14H - N/A w/14S			
14S	Sport Appearance Package w/Sport Tuned Suspension.....Only avail on Base			
	Req 100A/101A.....	1153.00	1295.00	
	Req 102A.....	708.00	795.00	
	Incl Floor mats, logo, Door handles, body-color, Headlamps, darkened back can, Luxury seats, Seats, contrast piping, Seats, contrast tuxedo seam, Sport-tuned suspension, 18" polished aluminum wheels, Chrome w/Black bar grille, Unique grille - Incl 85E - Req *W - N/A w/14H, 64Z, 12L, FQ, HT or UN			
FLEET:				
942	Daytime Running LampsAll Vehicles.....	40.00	45.00	
	N/A w/102A or 202A			
41H	Engine Block Heater.....All Vehicles.....	31.00	35.00	
	Incl Std in AK, MN, ND, SD, MT, WI & WY			
WHEELS:				
64Z	17" Aluminum Chrome-Clad WheelsAll Vehicles.....	668.00	750.00	
	N/A w/14S or 100A - Incl in 102A, 202A & 60L			
PORT INSTALLED OPTIONS:				
55M	All-Weather Floor Mats, Front & RearAll Vehicles.....	67.00	75.00	
55S	Power Code Remote Start System.....All Vehicles.....	307.00	345.00	

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CODE	COLOR DESCRIPTION	MODEL AVAILABILITY	INVOICE	RETAIL
EXTERIOR COLORS:				
UA	Black	All Vehicles.....	N/C	N/C
FQ	Bordeaux Reserve Red Met, Late Avail	All Vehicles.....	N/C	N/C
	Req LH w/14H - N/A w/14S			
HT	Cinnamon Metallic	All Vehicles.....	N/C	N/C
	Req LH w/14H - N/A w/14S			
JZ	Crystal Champagne Metallic Tri-Coat.....	All Vehicles.....	530.00	595.00
UX	Ingot Silver Met.....	All Vehicles.....	N/C	N/C
	N/A w/MS			
RZ	Red Candy Metallic Tinted CC	All Vehicles.....	441.00	495.00
UN	Steel Blue Met	All Vehicles.....	N/C	N/C
	N/A w/14S, 14H & 85E			
UJ	Sterling Gray CC Met	All Vehicles.....	N/C	N/C
UH	Tuxedo Black CC Met, Late Avail	All Vehicles.....	N/C	N/C
UG	White Platinum Tri-Coat CC	All Vehicles.....	530.00	595.00
INTERIOR COLORS:				
MS	Light Camel.....	All Vehicles.....	N/C	N/C
LEATHER COLORS:				
LH	Cashmere	All Vehicles.....	N/C	N/C
	Req 14H			
*W	Dark Charcoal.....	All Vehicles.....	N/C	N/C

MODEL	VEHICLE SPECIFICATIONS	
	Base 4D Utility FWD/AWD	Hybrid 4D Sdn
Base Curb Wt (lbs)	3,598/3,796	3,756
Est MPG (city)	18/17	41
Est MPG (hwy)	27/25	36
Fuel Capacity (gal)	17.5/16.5	17.5
Seating Capacity	5	5
Wheelbase (in)	107.4	107.4