
THE ORIGINAL NEW CAR COST GUIDE



Automobile Invoice Service

2620 Barrett Road
Gainesville, GA 30507

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2012 GMC TERRAIN

EFFECTIVE 03-05-12

MAJOR CHANGES FOR 2012:

New 17" & 18" Wheels Avail; New 2.4L I-4 Engine; New Forward Collision Alert & Lane Departure Warning; New SLE2 & SLT2 Series



CODE	SERIES	MODEL	INVOICE	RETAIL
TLF26	SLE	4D Utility FWD	24282.00	25560.00
TLG26		4D Utility AWD	25944.00	27310.00
TLH26	SLE2	4D Utility FWD	25612.00	26960.00
TLK26		4D Utility AWD	27274.00	28710.00
TLH26	SLT	4D Utility FWD	27084.00	28510.00
TLK26		4D Utility AWD	28747.00	30260.00
TLJ26	SLT2	4D Utility FWD	29697.00	31260.00
TLM26		4D Utility AWD	31360.00	33010.00

OTHER CHARGES	MODEL	INVOICE	RETAIL
Destination Charge	Standard	825.00	825.00

STANDARD EQUIPMENT

SLE

3-Point Seat Belts in All Positions
 Air Conditioning, Climate-controlled, Manual front
 Airbags, Driver Dual-stage, Front Driver Side Thorax, Front Passenger Dual-stage, Front Passenger Side Thorax, Occupant Sensor Passenger, Side Curtain
 Alternator - Maximum Capacity (amps): 120
 Armrests
 Assist Handle(s), 3
 Audio, AM/FM, CD, MP3, 6 speakers
 Audio, Auto-tone control
 Audio, Digital media auxiliary jack
 Audio, Radio Data System (RDS)
 Audio, Volume, speed sensing
 Axle, Ratio (rear): 3.23 - FWD
 Axle, Ratio (rear): 3.53 - AWD
 Battery - CCA @ 0 F: 525
 Battery, Run-down protection
 Brakes - ABS
 Brakes, 4-wheel disc, Power-assisted
 Bumpers, Body-color
 Capabilities/Wiring, USB port
 Child Safety Features, Locks, rear doors
 Child Seat Anchors, LATCH
 Clock, Digital
 Communication, Bluetooth hands-free phone
 Consoles, Center, Front, Storage
 Crash Sensors, Automatically unlocks doors, Response System
 Cruise Control, Electronic
 Cupholders: 6
 Defoggers, Rear
 Displays, Engine temperature, Low fuel indicator, On-board diagnostic, Outside temperature, Touch Screen
 Door Handles, Body-color
 Drive System, All Wheel - AWD
 Drive System, Front Wheel - FWD
 Engine - 2.4L Inline 4-cyl SIDI DOHC 16-valve VVT (LEA) Horsepower: 182 @ 6700 RPM; Torque: 172 @ 4900 RPM
 Exhaust, Single
 Floor Mats, Carpet
 Floor Mats, Front & rear
 Fog Lights, Halogen front
 Frame, Chassis Cab - AWD
 Glass, Deep tint rear, Light tint front
 Grille, Chrome surround, Color-keyed
 Headlights, Halogen, Projector
 Instrument Panels, Driver Information Center, Speedometer, Tachometer, Trip odometer(s)

Liftgate w/fixed glass
 Liftgate, manual
 Liftgate, rear
 Lights - Interior, Cargo, Dome, Map front, Theatre dimming
 Lights - Safety, Daytime running lights
 Mirrors - Exterior, Blind spot integrated, Body-color, Foldaway manual, Heated, Power
 Mirrors - Interior, Auto-dimming, Rearview
 Monitors, Stolen vehicle tracking, Tire pressure
 Parking Features, Camera, rearview
 Power Features, Accessory delay
 Power Locks, Door
 Power Locks, Programmable
 Power Outlet(s), 12-volt, 4
 Remote Keyless Entry
 Seats - Driver, 2-way adjuster manual, Height adjustable, Lumbar support power
 Seats - Front, Buckets
 Seats - Rear, 60/40 split-folding, Bench 3-passenger, Reclining
 Side-Impact Protection, Door Beams
 Springs, Coil
 Stabilizer Bar, Front & rear
 Steering Column, Tilt/telescoping
 Steering Wheel, Controls audio, Controls cruise, Vinyl
 Steering, Power, Variable-assist
 Struts, Front
 Subscriptions, OnStar, Directions & Connections, 6-month trial
 Subscriptions, OnStar, eNav
 Subscriptions, XM Satellite radio, 3-month trial
 Suspension (rear/rear): Multi-link/Trailing arms
 Suspension, Independent, Soft Ride
 Theft Deterrent Systems, PASS-Key III
 Tire Size (spare): Full-size
 Tire Size, 235/60R17, All Season BSW
 Traction Control, StabiliTrak
 Transmission: 6-speed Automatic Hydra-matic Electronically controlled (MX0)
 Upholstery, Cloth
 Visors, Mirror illuminated
 Warranty, Basic 3-year/36,000-mile, Limited
 Warranty, Powertrain 5-year/100,000-mile, Limited
 Warranty, Roadside Assistance 5-year/100,000-mile
 Washers, Front & rear
 Wheel Size - Spare, Full-size
 Wheels, 17 X 7.5, Aluminum painted
 Windows, Power
 Wipers, Intermittent, front & rear

2012 GMC TERRAIN contd.

EFFECTIVE 03-05-12

SLE2 incl in addition to or in place of SLE

Air Conditioning, Automatic, Climate-controlled
 Audio, Pioneer, Premium, AM/FM, CD, MP3, 8 speakers, Amplifier,
 Subwoofer(s)

Roof Rack/Rails, Luggage rack color-keyed
 Seats - Driver, 8-way adjuster power, Lumbar support power
 Steering Wheel, Controls audio, Controls cruise, Leather-wrapped

SLT incl in addition to or in place of SLE2

Ignition, Remote start
 Seats - Front, Buckets, Heated

Upholstery, Leather

SLT2 incl in addition to or in place of SLT

Door Handles, Chrome
 Grille, Accents, Chrome surround, Color-keyed
 Liftgate, power
 Mirrors - Exterior, Blind spot integrated, Caps Chrome, Foldaway
 manual, Heated, Memory-activated, Power
 Parking Features, Park Assist, rear
 Roof Rack/Rails, Luggage rack Chrome

Seats - Driver, 8-way adjuster power, Lumbar support power,
 Memory-activated
 Sunroof, power
 Tire Size, 235/55R18, All Season BSW
 Underbody, Skid plate(s)
 Wheels, 18 X 7.5, Aluminum Chrome clad

CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	INVOICE	RETAIL
OPTION PACKAGES:				
PDU	Technology.....	N/A on SLE & SLE2		
	SLT			
	Total Option Price		3119.60	3545.00
	Discount		(660.00)	(750.00)
	Net Option Price		2459.60	2795.00
	SLT2			
	Total Option Price		2239.60	2545.00
	Discount		(440.00)	(500.00)
	Net Option Price		1799.60	2045.00
	Incl UEW, LFW & RT6			
REQUIRED ORDER PACKAGES:				
3SA	3SA	Only avail on SLE	N/C	N/C
3SB	3SB	Only avail on SLE2	N/C	N/C
4SA	4SA	Only avail on SLT	N/C	N/C
4SB	4SB	Only avail on SLT2	N/C	N/C
FLEET INCENTIVE:				
FVX	National Fleet Purchase Program	All Vehicles	(500.00)	N/C
	Incl An incentive may be available to rental, commercial, commercial leasing & political subdivision customers, Please contact your order source for exact details & qualifications a customer must meet to receive this incentive.			
ENGINE:				
LFW	3.0L V6	N/A on SLE	1320.00	1500.00
	Incl Dual exhaust tips, HP, 264, Hydraulic assist, SIDI, Torque, 222, VVT, Premium - Req RSX or RT6 on SLE2			
K05	Block Heater	All Vehicles	88.00	100.00
ELECTRONICS AUDIO:				
UEW	AM/FM/Navigation, GPS	N/A on SLE	699.60	795.00
	Incl MP3 playback, SD, AM/FM stereo, MP3 capability, Outside temperature display, Speed-compensated volume, CD/MP3/WMA player, Radio Data System (RDS) & auxiliary audio input jack, USB port & 7" touch-screen color interface display, WMA compatibility			
UYS	AM/FM/Navigation, GPS	Only avail on SLT2	787.60	895.00
	Incl No longer avail, MP3 playback, MP3 capability, 2 headphone jacks & 2 wireless headphones, 40 GB hard drive, 7" touch-screen color interface display, 8 speaker Pioneer premium sound system & USB port, DVD entertainment system, DVD-based navigation, Radio Data System & speed compensated volume, Voice recognition., Rear audio controls			
UWG	Entertainment System, Rear	Only avail on SLT2	1927.20	2190.00
	Req UYS			
ELECTRONICS POWER:				
TB5	Liftgate	Only avail on SLT	435.60	495.00
	Incl Fixed glass, Programmable			
CF5	Sunroof	Only avail on SLE2 & SLT	792.00	900.00
	Incl Express-open & wind deflector, Power, Tilt-sliding			
EMISSIONS:				
YF5	CA	All Vehicles	N/C	N/C
	N/A w/LEA on SLT2 AWD			
FE9	Federal	All Vehicles	N/C	N/C
	Incl E85 flexible fuel capability			
NE1	NE Region	All Vehicles	N/C	N/C
	N/A w/LEA on SLT2 AWD			
NB8	Override, CA/NE Region	All Vehicles	N/C	N/C
	Req FE9			
NC7	Override, Federal	All Vehicles	N/C	N/C
	Req YF5 or NE1			
NB9	Override, State	All Vehicles	N/C	N/C
	Req YF5 or NE1			
OTHER OPTIONS:				
PDD	Convenience Package	Only avail on SLE2	387.20	440.00
	Incl Premium cloth seats, Remote vehicle start system, Heated front seats			
V92	Trailer Equipment	N/A on SLE	308.00	350.00
	Incl 1,500 lbs, 3500 lbs capacity - V6, 4-wire connection, Class II receiver hitch			
SAFETY:				
UEU	Forward Collision Alert and Lane Departure Warning	Only avail on SLT2	259.60	295.00
	Req LFW			

2012 GMC TERRAIN contd.

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CODE	ACCESSORIES & EQUIPMENT	MODEL AVAILABILITY	INVOICE	RETAIL
EXTERIOR:				
VK3	License Plate Frame..... Incl Front	All Vehicles	13.20	15.00
INTERIOR:				
PDM	Cargo Management Package..... Incl Cargo convenience net & luggage crossbars, Rear cargo cover	N/A on SLE	206.80	235.00
FLEET:				
UE0	OnStar Delete	Only avail on SLE	(74.80)	(85.00)
U2J	Satellite, Delete..... Req UE0	Only avail on SLE	(88.00)	(100.00)
WHEELS:				
RSX	18" Aluminum Chrome-Clad	Only avail on SLE2 & SLT	880.00	1000.00
RDK	18" Machined Aluminum Wheels..... Incl Bright	Only avail on SLE2 & SLT	220.00	250.00
RT6	19" Chrome-Clad	N/A on SLE		
	SLE2/SLT		1100.00	1250.00
	SLT2..... Incl Aluminum - Req LFW		220.00	250.00
PORT INSTALLED OPTIONS:				
VQR	Cargo Convenience Package..... Incl Cargo organizer, Cargo shade, Cargo Net - N/A w/PDM or Fleet/Government Order	All Vehicles	246.40	280.00
VPA	Chrome Appearance Package..... Incl Chrome door handles, Mirror caps - N/A w/Fleet/Government Order	N/A on SLT2	180.40	205.00
VQG	Protection Package..... Incl All-weather floor mats & moulded splash guards	All Vehicles	264.00	300.00

CODE	COLOR DESCRIPTION	MODEL AVAILABILITY	INVOICE	RETAIL
EXTERIOR COLORS:				
GAR	Carbon Black Metallic.....	All Vehicles	171.60	195.00
GAO	Gold Mist Metallic	All Vehicles.....	N/C	N/C
	N/A w/Light Titanium			
GIS	Merlot Jewel Metallic	All Vehicles	286.00	325.00
GHA	Mocha Steel Metallic.....	All Vehicles.....	N/C	N/C
GAZ	Olympic White.....	All Vehicles.....	N/C	N/C
GBA	Onyx Black	All Vehicles.....	N/C	N/C
GAN	Quicksilver Metallic	All Vehicles.....	N/C	N/C
GLB	Steel Blue Metallic	All Vehicles.....	N/C	N/C
	N/A w/Brownstone			
INTERIOR COLORS:				
AFG	Brownstone	Only avail on SLT & SLT2	N/C	N/C
**A	Jet Black	All Vehicles.....	N/C	N/C
**B	Light Titanium	All Vehicles.....	N/C	N/C

MODEL	VEHICLE SPECIFICATIONS					
	SLE 4D Utility FWD/AWD	SLE2 4D Utility FWD	SLE2 4D Utility AWD	SLT 4D Utility FWD/AWD	SLT2 4D Utility FWD	SLT2 4D Utility AWD
Base Curb Wt (lbs)	3,853/4,020	3,867	4,034	3,867/4,034	3,881	4,049
Est MPG (city)	22/20	22	20	22/20	22	20
Est MPG (hwy)	32/29	32	29	32/29	32	29
Fuel Capacity (gal)	18.0	18.0	18.0	18.0	18.0	18.0
GVWR (lbs)	4,960/5,070	4,960	5,070	4,960/5,070	4,960	5,070
Payload Cap (lbs)	1,162	1,162	1,162	1,162	1,162	1,162
Seating Capacity	5	5	5	5	5	5
Towing Capacity (lbs)	1,500	1,500	1,500	1,500	1,500	1,500
Wheelbase (in)	112.5	112.5	112.5	112.5	112.5	112.5