

Dealer Operator / General Manager	Sales New Vehicles	Sales Used Vehicles	Business Manager (F&I)	Service	Parts & Accessories	Administration
Date: Bulletin #	October 12, 2010 M-30-1010-0016	Source: Name: Title: Phone #:	MINI Product Planning Vinnie Tennessee Kung MINI Product Manager (201) 307-4139			



MINI PRODUCT PLANNING & STRATEGY BULLETIN YO VINNIE: “IS COUNTRYMAN PRICING ARRIVING?”

It has finally arrived. Feast your eyes:

Cooper Countryman	\$21,650 + \$700 = \$22,350
Cooper S Countryman	\$25,250 + \$700 = \$25,950
Cooper S Countryman ALL4	\$26,950 + \$700 = \$27,650

“SO, WHAT IS INCLUDED?”

Quite a few items such as-

- 1) The new two-knob head units with HD Radio Technology
- 2) Sirius satellite with a one-year subscription
- 3) A one-piece center rail with two removable cupholders, one iPod cradle and bag hooks.
- 4) Rear bike rack prep (really!)
- 5) Rear load floor. Option 4UL adds a second removable load floor for \$250.
- 6) Same maintenance, roadside and warranty as other MINI models.

“WITH SUCH A SMALL PRICE GAP, WHAT ABOUT CLUBMAN?”

No need to worry, the Clubman isn't going anywhere. Both the Clubman and Countryman are unique vehicles that cater to somewhat different mindsets. As we've witnessed over the years, Clubman owners are quite a funky bunch (in a good way, of course) as these hardcore MINI fans prefer the core principles of the Hardtop but want just a bit more space. They also like the polarizing door arrangement and will continue to draw themselves to the Clubbie.

Meanwhile, the Countryman is open to a different type of customer that prioritizes having four conventional doors and even more space. As such, both cars will co-exist fine on the showroom and offer the opportunity for us to provide the exact car for each particular customer's needs.

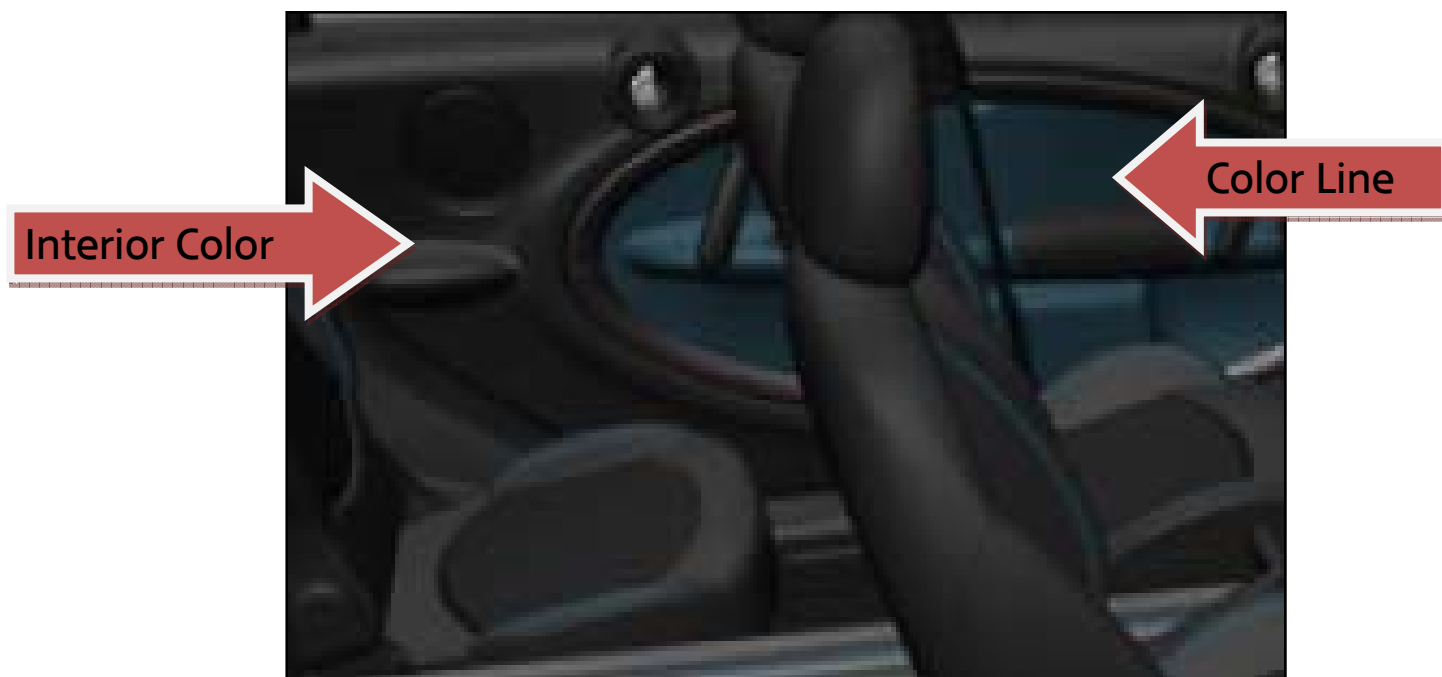
“WHAT ABOUT MINI CONNECTED?”

The Countryman will have MINI Connected (6NM) and MINI Connected with Navigation (7L5) available right at the beginning of production, November 2010. This is unlike the R5x cars, which will get it in December production.

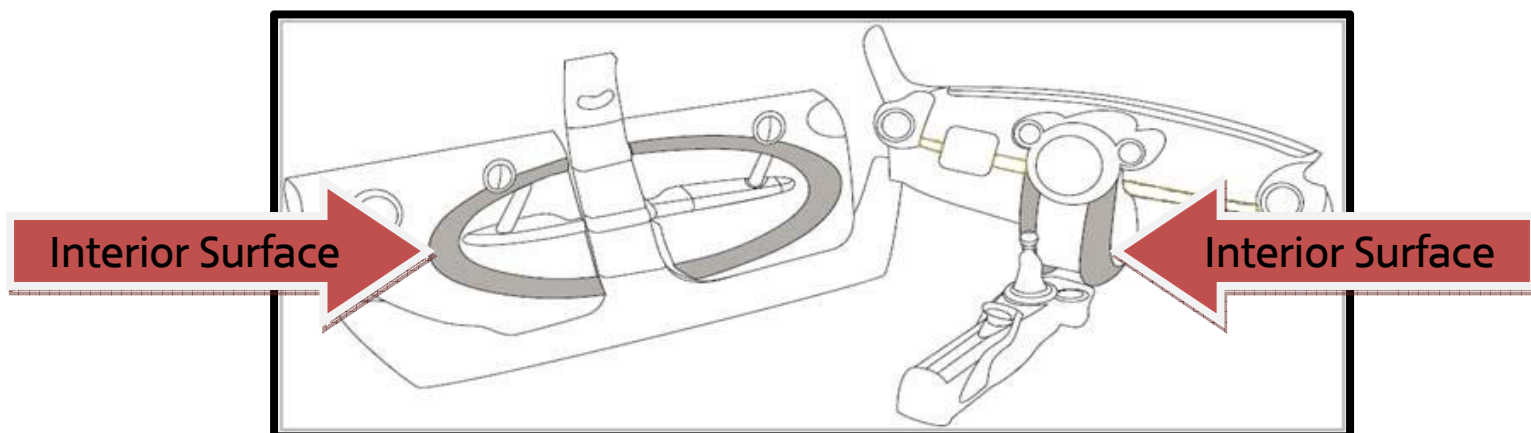
“WHAT IS COLOR LINE, INTERIOR SURFACE AND COCKPIT SURFACE?”

Color Line: The Countryman has this standard (the colored areas inside the door panels.) Picking a different color is no charge. The five choices are Carbon Black, Pure Red, Polar Beige, Dark Tobacco and lastly, Surf Blue, which is Cooper S only.

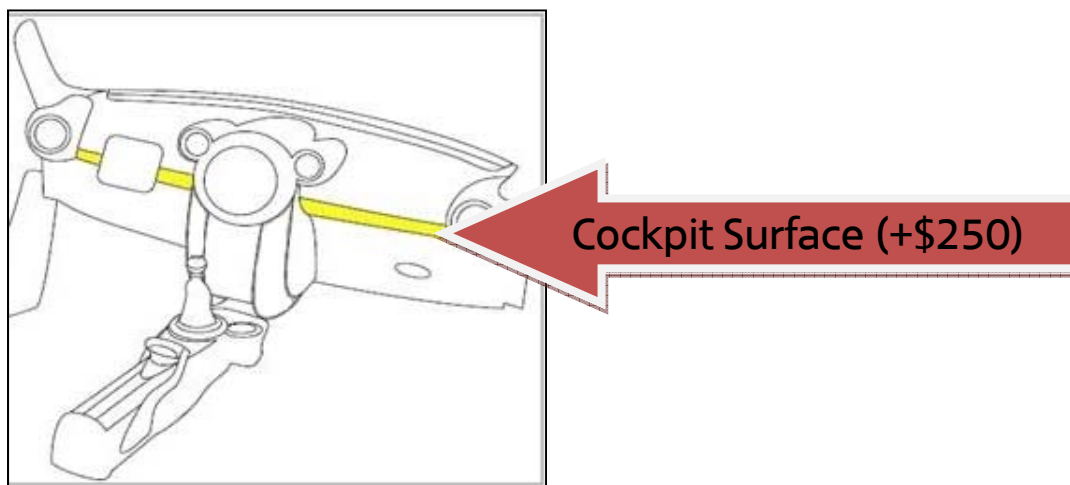
Interior Color: Refers to the door panels and the surrounding trim on the side sills and your three choices are Carbon Black, Dark Tobacco and Polar Beige, depending on upholstery.



Interior Surface: All Countryman models come with this standard so likewise, opting for another color is free. These include the door rings and vertical trim pieces on the sides of the center stack.



Cockpit Surface: Things are a bit different here as Cockpit Surface is not standard, so on the instrument panel, there is no trim going across by default. So, you have to add Cockpit surface if you want it and that's \$250.



Standard: No cockpit surface. Note that the area is recessed and has the same grain as the rest of the instrument panel.



Optional: Cockpit Surface (\$250.) Note that this trim is added on and fills in the recess. Color varies by model and interior color combination.

“WHAT ABOUT A THREE-SEATER BENCH FOR THE REAR?”

Speculation abounds on the internet. Officially, we were unable to develop it in time for the US for our launch, so we only offer the two buckets in back for now. We hope to get it in the future.

“WHAT ABOUT PACKAGES?”

To minimize confusion, we will carry over as much as we can, the same pricing and content strategy that we already have for all the other MINI models. That means-

- 1) Premium Package, \$1,750, adds our awesome harman/kardon sound, Sunroof and Auto A/C. Exactly as we know it today.
- 2) Convenience Package, \$1,250, adds Auto-dimming interior mirror, Rain sensing wipers and automatic headlight control, Universal garage door opener, Comfort access and Bluetooth with USB/iPod adapter. Identical to what we already have.
- 3) Cold Weather Package, \$750, adds heated front seats, powerfolding mirrors, heated outside mirrors and washer nozzles. NOTE: Unlike the R5x models, powerwashers for the Xenon headlights are standard when you order 522 Xenon headlights, so it's not in ZCW on R60.
- 4) Sport Package. This is where things are a little different because **DTC (Dynamic Traction Control) is standard on the Cooper S models (both FWD and ALL4.)** So, this is what ZSP looks like for all Countryman models:
 - a. Cooper, \$1,250, includes sport seats, front foglights, rear spoiler, DTC, 18" wheel upgrade and bonnet stripes. Essentially, the same as the Cooper Hardtop (R56.)
 - b. Cooper S, \$1,000, includes Xenons, 18" wheel upgrade, white turn signal indicators (front only) and bonnet stripes. An upgrade to the two-piece 18" wheels adds \$500.

“WHAT ELSE IS NEW OR DIFFERENT?”

Here are a few Countryman trivia points that you may not have known.

- 1) Option 5AA (Rear foglight) is not available on Countryman.
- 2) Option 785 (White turn signal indicators) adds white lenses to the side and front on the Cooper and only the front on Cooper S since the side lens is already white. Taillights remain red on all models with or without option 785.
- 3) Option 346 (Chromeline exterior) changes the Cooper S's roof rails from Dark Anthracite to Silver (the same silver as used on the Cooper.) Cooper always has silver roof rails with or without Chromeline exterior.
- 4) Option 522 (Xenons) automatically include option 502 (Powerwashers) at no charge.
- 5) Side curtain airbags are not pyrotechnic, but instead, use Helium and Argon gas for inflation.
- 6) All Countryman models have seven airbags. The new airbag is for front passenger knee protection and is matched with our familiar side, frontal and curtain airbags.
- 7) Option 497 (Rear armrest) is delayed until March 2011 production. When it is available, it will require the front armrest as a requisite and can only be had with the standard one-piece rail.

LET'S MOTOR.®



2011 MINI Model Information

Series	Model Description	E Code	NA Code	AG Code	Engine	SOP
MINI	Cooper Countryman	R60	1119	ZB33	N16	11/10
	Cooper S Countryman	R60	1198	ZC33	N18	11/10
	Cooper S Countryman ALL4	R60	1199	ZC53	N18	11/10

**Standard**

210 Dynamic Stability Control
 249 Multi-function steering wheel
 255 Sports leather steering wheel
 258 Run-flat tires
 2GP 17" alloy wheels, 5-Star Spoke
 2VB Tire pressure monitor
 386 Roof rails
 3AB Door mirror caps in body color
 3AR Rear-mounted bike rack prep
 441 Smoker's package

450 Passenger seat height adjust
 493 Storage package
 4UF Sport button
 530 Manual climate control
 550 On-board computer
 563 Ambiance lighting
 5DD Car jack
 645 Radio control US
 653 HD Radio
 655 Satellite radio w/1 year sub.

6FC Radio MINI boost CD
 736 Remote entry
 823 Hot-climate version
 845 Acoustic belt warning
 853 Language Version English
 876 Radio frequency 315 MHz
 8SM Visible chassis number
 925 Shipping package

Exterior Colors**Non-Metallic (STD)**

B15 Light White
 B16 Pure Red
 B17 Bright Yellow
 B18 Surf Blue
 B19 Light Coffee

Metallic

A48 Royal Grey Metallic
 B11 Absolute Black metallic
 B12 Crystal Silver metallic
 B13 Cosmic Blue metallic
 B14 True Blue metallic
 B26 Oxford Green metallic

Interior Upholsteries**Lounge Leather**

T9E1 Leather Lounge Carbon Black
 T9GX Leather Lounge Light Coffee

Gravity Leather

T6E1 Carbon Black Gravity Leather
 T6GW Polar Beige Gravity Leather

Parallel Lines Cloth/Leather

FSGY Pure Red/Carbon Black Clth Lth
 FSGZ Light Tobacco/Carbon Black

Leatherette

K9E1 Carbon Black Leatherette

Packages**ZCV Convenience Package**

319 Universal garage-door opener
 322 Comfort Access keyless entry
 431 Auto-dimming rearview mirror
 521 Rain sensor and auto headlight
 6ND Bluetooth and USB/iPod adapter

ZCW Cold Weather Package

313 Power folding mirrors
 314 Heated mirrors and washer jets
 494 Heated front seats

ZPP Premium Package

403 Dual pane panoramic sunroof
 534 Automatic climate control
 674 Harman-Kardon sound system

ZSP Sport Package

2GT 18" alloy wheels, Turbo Fan
 325 Rear spoiler
 481 Sport seats
 520 Foglights
 5DT Dynamic Traction Control

Choice of:

327 - White bonnet stripes
 329 - Black bonnet stripes
 (Default: No bonnet stripes)

Options

205 STEPTRONIC automatic trans.
 226 Sport suspension
 2GR 17" alloy wheels, Tunnel Spoke
 2GT 18" alloy wheels, Turbo Fan
 2P9 Alloy wheels in silver
 2RV Alloy wheels in black
 302 Anti-theft alarm system
 313 Power folding mirrors
 314 Heated mirrors and washer jets
 319 Universal garage-door opener
 322 Comfort Access keyless entry
 325 Rear spoiler
 327 White bonnet stripes
 329 Black bonnet stripes
 345 Chrome line interior
 346 Chrome-line exterior trim
 381 Roof in body color
 382 Roof and mirror caps in white
 383 Roof and mirror caps in black
 384 Alloy wheels in white
 403 Dual pane panoramic sunroof
 405 Door mirror caps in chrome
 413 Cargo net
 430 Auto-dimming exterior mirrors
 431 Auto-dimming rearview mirror
 473 Center armrest
 481 Sport seats
 494 Heated front seats
 497 Rear center armrest
 4AA Anthracite headliner

(SOP:03/11)

4BD Interior surface Piano Black
 4C1 Color Line Carbon Black
 4C2 Color Line Polar Beige
 4C4 Color Line Dark Tobacco
 4C5 Color Line Pure Red
 4C7 Cockpit surface Dark Silver
 4CU Interior color Carbon Black
 4CW Interior color Polar Beige
 4CX Interior color Dark Tobacco
 4DB Interior surface Dark Silver
 4DC Interior surface Blk Checkered
 4DF Cockpit surface Piano Black
 4U4 2-part center rail
 4UL Flat load floor
 507 Park Distance Control (rear)
 520 Foglights
 521 Rain sensor and auto headlight
 522 Xenon headlights
 524 Adaptive light control
 534 Automatic climate control
 5DT Dynamic Traction Control
 674 Harman-Kardon sound system
 6ND Bluetooth and USB/iPod adapter
 6NM MINI Connected
 785 White turn-signal lights
 7L5 MINI Connected with Navigation
 7L7 Adaptive Xenon Headlights
 927 All-season tires

Notes

2GR will add 384 Alloy wheels in white
 2RV only with 2GP
 313 will add 314 Heated mirrors and washer jets
 319 will add 431 Auto-dimming rearview mirror
 322 will delete STD or 100% equipment 736
 327 only with 382
 329 only with 383
 346 will add 405 Door mirror caps in chrome
 382 not with B15
 383 not with B11
 384 only with 2GR or 2GT
 384 only with 382

3AB only with 381
 430 will add 313 Power folding mirrors, 314 Heated mirrors and washer jets and 431 Auto-dimming rearview mirror
 497 not with 4U4
 497 only with 473
 4C1 is default for T9E1, T6GW, FSGZ, T6E1 and T9GX
 4C2 not with K9E1
 4C4 not with T6GW
 4C4 is default for K9E1
 4C5 not with B13, B14, B17, B18, B19 or B26
 4C5 is default for FSGY
 4DB is default for this model
 6NM will add 620 Voice-command, 6NE Comfort Bluetooth and USB/iPod adapter, 6NF Smartphone Integration, 6VC Combox controller and 6FP MINI Visual Boost

7L5 will add 6UH Real Time Traffic Information, 606 MINI Navigation System and 6NM MINI Connected
 7L7 will add 521 Rain sensor and auto headlights, 522 Xenon headlights, 524 Adaptive light control and 785 White turn-signal lights
 FSGY not with B13, B14, B17, B18, B19 or B26
 FSGY only with 4C1 or 4C5
 Gravity Leather only with 481
 Lounge Leather only with 481
 Parallel Lines Cloth/Leather only with 481
 T9GX not with A48, B14, B16, B17, B18 or B26
 T9GX only with 4C1
 ZCV not with 6NM or 7L5
 ZCV will delete STD or 100% equipment 736

**Standard**

210 Dynamic Stability Control
 249 Multi-function steering wheel
 255 Sports leather steering wheel
 258 Run-flat tires
 2GP 17" alloy wheels, 5-Star Spoke
 2VB Tire pressure monitor
 325 Rear spoiler
 386 Roof rails
 3AB Door mirror caps in body color
 3AR Rear-mounted bike rack prep
 441 Smoker's package

450 Passenger seat height adjust
 481 Sport seats
 493 Storage package
 4UF Sport button
 520 Foglights
 530 Manual climate control
 550 On-board computer
 563 Ambiance lighting
 5DD Car jack
 5DT Dynamic Traction Control
 645 Radio control US

653 HD Radio
 655 Satellite radio w/1 year sub.
 6FC Radio MINI boost CD
 736 Remote entry
 823 Hot-climate version
 845 Acoustic belt warning
 853 Language Version English
 876 Radio frequency 315 MHz
 8SM Visible chassis number
 925 Shipping package

Exterior Colors**Non-Metallic (STD)**

B15 Light White
 B16 Pure Red
 B17 Bright Yellow
 B18 Surf Blue
 B19 Light Coffee

Metallic

A48 Royal Grey Metallic
 B11 Absolute Black metallic
 B12 Crystal Silver metallic
 B13 Cosmic Blue metallic
 B14 True Blue metallic
 B26 Oxford Green metallic

Interior Upholsteries**Lounge Leather**

T9E1 Leather Lounge Carbon Black
 T9GX Leather Lounge Light Coffee

Gravity Leather

T6E1 Carbon Black Gravity Leather
 T6GW Polar Beige Gravity Leather

Parallel Lines Cloth/Leather

FSGY Pure Red/Carbon Black Clth Lth
 FSGZ Light Tobacco/Carbon Black

Leatherette

K9E1 Carbon Black Leatherette

Packages**ZCV Convenience Package**

319 Universal garage-door opener
 322 Comfort Access keyless entry
 431 Auto-dimming rearview mirror
 521 Rain sensor and auto headlight
 6ND Bluetooth and USB/iPod adapter

ZCW Cold Weather Package

313 Power folding mirrors
 314 Heated mirrors and washer jets
 494 Heated front seats

ZPP Premium Package

403 Dual pane panoramic sunroof
 534 Automatic climate control
 674 Harman-Kardon sound system

ZSP Sport Package

2GT 18" alloy wheels, Turbo Fan
 or 2GU 18" alloy wheels, Jet Black
 or 2GV 18" alloy wheels,
 Anthracite
 522 Xenon headlights
 785 White turn-signal lights
 Choice of:
 327 - White bonnet stripes
 329 - Black bonnet stripes
 (Default: No bonnet stripes)

Options

205 STEPTRONIC automatic trans.
 226 Sport suspension
 2GR 17" alloy wheels, Tunnel Spoke
 2GT 18" alloy wheels, Turbo Fan
 2GU 18" alloy wheels, Jet Black
 2GV 18" alloy wheels, Anthracite
 2P9 Alloy wheels in silver
 2RR Alloy wheels in anthracite
 2RV Alloy wheels in black
 2XA Sport steering wheel w/paddles
 302 Anti-theft alarm system
 313 Power folding mirrors
 314 Heated mirrors and washer jets
 319 Universal garage-door opener
 322 Comfort Access keyless entry
 327 White bonnet stripes
 329 Black bonnet stripes
 345 Chrome line interior
 346 Chrome-line exterior trim
 381 Roof in body color
 382 Roof and mirror caps in white
 383 Roof and mirror caps in black
 384 Alloy wheels in white
 403 Dual pane panoramic sunroof
 405 Door mirror caps in chrome
 413 Cargo net
 430 Auto-dimming exterior mirrors
 431 Auto-dimming rearview mirror
 473 Center armrest
 494 Heated front seats

497 Rear center armrest (SOP:03/11)
 4AA Anthracite headliner
 4BD Interior surface Piano Black
 4C1 Color Line Carbon Black
 4C2 Color Line Polar Beige
 4C4 Color Line Dark Tobacco
 4C5 Color Line Pure Red
 4C6 Color Line Surf Blue
 4C8 Cockpit surface Drk Anthracite
 4CU Interior color Carbon Black
 4CW Interior color Polar Beige
 4CX Interior color Dark Tobacco
 4DC Interior surface Blk Checkered
 4DF Cockpit surface Piano Black
 4U4 2-part center rail
 4UL Flat load floor
 507 Park Distance Control (rear)
 521 Rain sensor and auto headlight
 522 Xenon headlights
 524 Adaptive light control
 534 Automatic climate control
 674 Harman-Kardon sound system
 6ND Bluetooth and USB/iPod adapter
 6NM MINI Connected
 785 White turn-signal lights
 7L5 MINI Connected with Navigation
 7L7 Adaptive Xenon Headlights
 927 All-season tires

Notes

205 will add 2XA Sports leather steering wheel with
 paddle shifters
 2RR only with 2GP, 2GR or 2GT
 2RV only with 2GP
 313 will add 314 Heated mirrors and washer jets
 319 will add 431 Auto-dimming rearview mirror
 322 will delete STD or 100% equipment 736
 327 only with 382
 329 only with 383
 346 will add 405 Door mirror caps in chrome
 382 not with B15
 383 not with B11
 384 only with 2GT

384 only with 382
 3AB only with 381
 430 will add 313 Power folding mirrors, 314 Heated
 mirrors and washer jets and 431 Auto-dimming rearview
 mirror
 497 not with 4U4
 497 only with 473
 4C1 is default for T9E1, T6GW, FSGZ, T6E1 and T9GX
 4C2 not with K9E1
 4C4 not with T6GW
 4C4 is default for K9E1
 4C5 not with B13, B14, B17, B18, B19 or B26
 4C5 is default for FSGY
 4C6 not with B14, B16, B17, B19 or B26

6NM will add 620 Voice-command, 6NE Comfort Bluetooth
 and USB/iPod adapter, 6NF Smartphone Integration, 6VC
 Combox controller and 6FP MINI Visual Boost
 7L5 will add 6UH Real Time Traffic Information, 606
 MINI Navigation System and 6NM MINI Connected
 7L7 will add 521 Rain sensor and auto headlights, 522
 Xenon headlights, 524 Adaptive light control and 785
 White turn-signal lights
 FSGY not with B13, B14, B17, B18, B19 or B26
 FSGY only with 4C1 or 4C5
 Gravity Leather only with 481
 Lounge Leather only with 481
 Parallel Lines Cloth/Leather only with 481
 T9GX not with A48, B14, B16, B17, B18 or B26
 T9GX only with 4C1
 ZCV not with 6NM or 7L5
 ZCV will delete STD or 100% equipment 736

**Standard**

210 Dynamic Stability Control
 249 Multi-function steering wheel
 255 Sports leather steering wheel
 258 Run-flat tires
 2GP 17" alloy wheels, 5-Star Spoke
 2VB Tire pressure monitor
 325 Rear spoiler
 386 Roof rails
 3AB Door mirror caps in body color
 3AR Rear-mounted bike rack prep
 441 Smoker's package

450 Passenger seat height adjust
 481 Sport seats
 493 Storage package
 4UF Sport button
 520 Foglights
 530 Manual climate control
 550 On-board computer
 563 Ambiance lighting
 5DD Car jack
 5DT Dynamic Traction Control
 645 Radio control US

653 HD Radio
 655 Satellite radio w/1 year sub.
 6FC Radio MINI boost CD
 736 Remote entry
 823 Hot-climate version
 845 Acoustic belt warning
 853 Language Version English
 876 Radio frequency 315 MHz
 8SM Visible chassis number
 925 Shipping package

Exterior Colors**Non-Metallic (STD)**

B15 Light White
 B16 Pure Red
 B17 Bright Yellow
 B18 Surf Blue
 B19 Light Coffee

Metallic

A48 Royal Grey Metallic
 B11 Absolute Black metallic
 B12 Crystal Silver metallic
 B13 Cosmic Blue metallic
 B14 True Blue metallic
 B26 Oxford Green metallic

Interior Upholsteries**Lounge Leather**

T9E1 Leather Lounge Carbon Black
 T9GX Leather Lounge Light Coffee

Gravity Leather

T6E1 Carbon Black Gravity Leather
 T6GW Polar Beige Gravity Leather

Parallel Lines Cloth/Leather

FSGY Pure Red/Carbon Black Clth Lth
 FSGZ Light Tobacco/Carbon Black

Leatherette

K9E1 Carbon Black Leatherette

Packages**ZCV Convenience Package**

319 Universal garage-door opener
 322 Comfort Access keyless entry
 431 Auto-dimming rearview mirror
 521 Rain sensor and auto headlight
 6ND Bluetooth and USB/iPod adapter

ZCW Cold Weather Package

313 Power folding mirrors
 314 Heated mirrors and washer jets
 494 Heated front seats

ZPP Premium Package

403 Dual pane panoramic sunroof
 534 Automatic climate control
 674 Harman-Kardon sound system

ZSP Sport Package

2GT 18" alloy wheels, Turbo Fan
 or 2GU 18" alloy wheels, Jet Black
 or 2GV 18" alloy wheels,
 Anthracite
 522 Xenon headlights
 785 White turn-signal lights
 Choice of:
 327 - White bonnet stripes
 329 - Black bonnet stripes
 (Default: No bonnet stripes)

Options

205 STEPTRONIC automatic trans.
 226 Sport suspension
 2GR 17" alloy wheels, Tunnel Spoke
 2GT 18" alloy wheels, Turbo Fan
 2GU 18" alloy wheels, Jet Black
 2GV 18" alloy wheels, Anthracite
 2P9 Alloy wheels in silver
 2RR Alloy wheels in anthracite
 2RV Alloy wheels in black
 2XA Sport steering wheel w/paddles
 302 Anti-theft alarm system
 313 Power folding mirrors
 314 Heated mirrors and washer jets
 319 Universal garage-door opener
 322 Comfort Access keyless entry
 327 White bonnet stripes
 329 Black bonnet stripes
 345 Chrome line interior
 346 Chrome-line exterior trim
 381 Roof in body color
 382 Roof and mirror caps in white
 383 Roof and mirror caps in black
 384 Alloy wheels in white
 403 Dual pane panoramic sunroof
 405 Door mirror caps in chrome
 413 Cargo net
 430 Auto-dimming exterior mirrors
 431 Auto-dimming rearview mirror
 473 Center armrest
 494 Heated front seats

497 Rear center armrest (SOP:03/11)
 4AA Anthracite headliner
 4BD Interior surface Piano Black
 4C1 Color Line Carbon Black
 4C2 Color Line Polar Beige
 4C4 Color Line Dark Tobacco
 4C5 Color Line Pure Red
 4C6 Color Line Surf Blue
 4C8 Cockpit surface Drk Anthracite
 4CU Interior color Carbon Black
 4CW Interior color Polar Beige
 4CX Interior color Dark Tobacco
 4DC Interior surface Blk Checkered
 4DF Cockpit surface Piano Black
 4U4 2-part center rail
 4UL Flat load floor
 507 Park Distance Control (rear)
 521 Rain sensor and auto headlight
 522 Xenon headlights
 524 Adaptive light control
 534 Automatic climate control
 674 Harman-Kardon sound system
 6ND Bluetooth and USB/iPod adapter
 6NM MINI Connected
 785 White turn-signal lights
 7L5 MINI Connected with Navigation
 7L7 Adaptive Xenon Headlights
 927 All-season tires

Notes

205 will add 2XA Sports leather steering wheel with
 paddle shifters
 2RR only with 2GP, 2GR or 2GT
 2RV only with 2GP
 313 will add 314 Heated mirrors and washer jets
 319 will add 431 Auto-dimming rearview mirror
 322 will delete STD or 100% equipment 736
 327 only with 382
 329 only with 383
 346 will add 405 Door mirror caps in chrome
 382 not with B15
 383 not with B11
 384 only with 2GT

384 only with 382
 3AB only with 381
 430 will add 313 Power folding mirrors, 314 Heated
 mirrors and washer jets and 431 Auto-dimming rearview
 mirror
 497 not with 4U4
 497 only with 473
 4C1 is default for T9E1, T6GW, FSGZ, T6E1 and T9GX
 4C2 not with K9E1
 4C4 not with T6GW
 4C4 is default for K9E1
 4C5 not with B13, B14, B17, B18, B19 or B26
 4C5 is default for FSGY
 4C6 not with B14, B16, B17, B19 or B26

6NM will add 620 Voice-command, 6NE Comfort Bluetooth
 and USB/iPod adapter, 6NF Smartphone Integration, 6VC
 Combox controller and 6FP MINI Visual Boost
 7L5 will add 6UH Real Time Traffic Information, 606
 MINI Navigation System and 6NM MINI Connected
 7L7 will add 521 Rain sensor and auto headlights, 522
 Xenon headlights, 524 Adaptive light control and 785
 White turn-signal lights
 FSGY not with B13, B14, B17, B18, B19 or B26
 FSGY only with 4C1 or 4C5
 Gravity Leather only with 481
 Lounge Leather only with 481
 Parallel Lines Cloth/Leather only with 481
 T9GX not with A48, B14, B16, B17, B18 or B26
 T9GX only with 4C1
 ZCV not with 6NM or 7L5
 ZCV will delete STD or 100% equipment 736

Wheel Overview: MY2011 Countryman



		Cooper Countryman	Cooper S Countryman	Cooper S Countryman ALL4
Model Code		ZB33	ZC33	ZC53
Market Model Code		1119	1198	1199
Wheels				
Code: 2RV	Alloy wheels in black	Optional (2RV must be ordered with 2GP)	Optional (2RV must be ordered with 2GP)	Optional (2RV must be ordered with 2GP)
Style:	Front / Rear:			
Code: 384	Alloy wheels in white	Optional (384 must be ordered with 382) (384 must be ordered with 2GR or 2GT)	Optional (384 must be ordered with 382) (384 must be ordered with 2GT)	Optional (384 must be ordered with 382) (384 must be ordered with 2GT)
Style:	Front / Rear:			

MINI
2011 Model Year
Suggested Retail Price

Effective October 12, 2010

U.S. Models	Cooper Countryman	Cooper S Countryman	Cooper S Countryman ALL4
Base Price U.S.A. Port of Entry*	\$21,650	\$25,250	\$26,950
Base Price Euro Delivery Pick Up	NA	NA	NA
Base Price Diplomatic U.S.A. Port of Entry	NA	NA	NA
Options			
205 STEPTRONIC automatic transmission	\$1,250	\$1,250	\$1,250
226 Sport suspension	\$500	\$500	\$500
2GR 17" alloy wheels, Tunnel Spoke	NC	NC	NC
2GT 18" alloy wheels, Turbo Fan (Included in package)	\$750 ZSP	\$750 ZSP	\$750 ZSP
2GU 18" alloy wheels, 5-Star Double Spoke Jet Black (In combination with ZSP)	NA	\$1,250 \$750	\$1,250 \$750
2GV 18" alloy wheels, 5-Star Double Spoke Anthracite (In combination with ZSP)	NA	\$1,250 \$750	\$1,250 \$750
2P9 Alloy wheels in silver	NC	NC	NC
2RR Alloy wheels in anthracite (Requires 2GP, 2GR or 2GT on indicated models)	NA	NC (req'd)	NC (req'd)
2RV Alloy wheels in black (Requires 2GP on indicated models)	NC (req'd)	NC (req'd)	NC (req'd)
2XA Sports leather steering wheel with paddle shifters	NA	NC	NC
302 Anti-theft alarm system	\$500	\$500	\$500
313 Power folding mirrors (Included in package)	\$500 ZCW	\$500 ZCW	\$500 ZCW
314 Heated mirrors and washer jets (In combination with 313) (Included in package)	\$100 NC ZCW	\$100 NC ZCW	\$100 NC ZCW
319 Universal garage-door opener (Included in package)	\$250 ZCV	\$250 ZCV	\$250 ZCV
322 Comfort Access keyless entry (Included in package)	\$500 ZCV	\$500 ZCV	\$500 ZCV
325 Rear spoiler (Included in package)	\$250 ZSP	STD	STD
327 White bonnet stripes (In combination with ZSP) (Requires 382 on indicated models)	\$100 NC (req'd)	\$100 NC (req'd)	\$100 NC (req'd)
329 Black bonnet stripes (In combination with ZSP) (Requires 383 on indicated models)	\$100 NC (req'd)	\$100 NC (req'd)	\$100 NC (req'd)
345 Chrome line interior	\$250	\$250	\$250
346 Chrome-line exterior trim	\$250	\$250	\$250
381 Roof in body color	NC	NC	NC
382 Roof and mirror caps in white (Not in combination with B15 on restricted models)	NC (restr.)	NC (restr.)	NC (restr.)
383 Roof and mirror caps in black (Not in combination with B11 on restricted models)	NC (restr.)	NC (restr.)	NC (restr.)
384 Alloy wheels in white (Requires 2GR or 2GT on indicated models) (Requires 2GT on indicated models) (Requires 382 on indicated models)	NC (req'd) (req'd)	NC (req'd)	NC (req'd) (req'd)
403 Dual pane panoramic sunroof (Included in package)	\$1,000 ZPP	\$1,000 ZPP	\$1,000 ZPP
405 Door mirror caps in chrome (In combination with 346)	\$100 NC	\$100 NC	\$100 NC
413 Cargo net	\$250	\$250	\$250
430 Auto-dimming exterior mirrors	\$250	\$250	\$250
431 Auto-dimming rearview mirror (Included in package)	\$250 ZCV	\$250 ZCV	\$250 ZCV
473 Center armrest (In combination with 6NM)	\$250 NC	\$250 NC	\$250 NC
481 Sport seats (Included in package)	\$250 ZSP	STD	STD
494 Heated front seats (Included in package)	\$500 ZCW	\$500 ZCW	\$500 ZCW
497 Rear center armrest (Not in combination with 4U4 on restricted models) (Requires 473 on indicated models)	\$250 (restr.) (req'd)	\$250 (restr.) (req'd)	\$250 (restr.) (req'd)
4AA Anthracite headliner	\$250	\$250	\$250
4BD Interior surface Piano Black	NC	NC	NC
4C1 Color Line Carbon Black	NC	NC	NC
4C2 Color Line Polar Beige (Not in combination with K9E1 on restricted models)	NC (restr.)	NC (restr.)	NC (restr.)
4C4 Color Line Dark Tobacco (Not in combination with T6GW on restricted models)	NC (restr.)	NC (restr.)	NC (restr.)
4C5 Color Line Pure Red (Not in combination with B13, B14, B17, B18, B19 or B26 on restricted models)	NC (restr.)	NC (restr.)	NC (restr.)
4C6 Color Line Surf Blue (Not in combination with B14, B16, B17, B19 or B26 on restricted models)	NA	NC (restr.)	NC (restr.)
4C7 Cockpit surface Dark Silver	\$250	NA	NA
4C8 Cockpit surface Dark Anthracite	NA	\$250	\$250

MINI
2011 Model Year
Suggested Retail Price

Effective October 12, 2010

U.S. Models		Cooper Countryman	Cooper S Countryman	Cooper S Countryman ALL4
4CU	Interior color Carbon Black	NC	NC	NC
4CW	Interior color Polar Beige	NC	NC	NC
4CX	Interior color Dark Tobacco	NC	NC	NC
4DB	Interior surface Dark Silver	NC	NA	NA
4DC	Interior surface Black Checkered	NC	NC	NC
4DF	Cockpit Surface Piano Black	\$250	\$250	\$250
4U4	2-part center rail	NC	NC	NC
4UL	Flat load floor	\$250	\$250	\$250
507	Park Distance Control (rear only)	\$500	\$500	\$500
520	Foglights (Included in package)	\$250 ZSP	STD	STD
521	Rain sensor and auto headlights (Included in package)	\$250 ZCV	\$250 ZCV	\$250 ZCV
522	Xenon headlights (Included in package)	\$500	\$500 ZSP	\$500 ZSP
524	Adaptive light control	\$100	\$100	\$100
534	Automatic climate control (Included in package)	\$500 ZPP	\$500 ZPP	\$500 ZPP
5DT	Dynamic Traction Control (Included in package)	\$250 ZSP	STD	STD
674	Harman-Kardon sound system (Included in package)	\$750 ZPP	\$750 ZPP	\$750 ZPP
6ND	Bluetooth and USB/iPod adapter (Included in package)	\$500 ZCV	\$500 ZCV	\$500 ZCV
6NM	MINI Connected (In combination with 7L5)	\$1,000 NC	\$1,000 NC	\$1,000 NC
785	White turn-signal lights (In combination with 7L7) (Included in package)	\$100 NC	\$100 NC ZSP	\$100 NC ZSP
7L5	MINI Connected with Navigation	\$1,750	\$1,750	\$1,750
7L7	Adaptive Xenon Headlights	\$100	\$100	\$100
927	All-season tires	NC	NC	NC
Colors				
	Non-Metallic paint	STD	STD	STD
	Metallic paint	\$500	\$500	\$500
Upholsteries				
FS	Parallel Lines Cloth/Leather (Requires 481 on indicated models)	\$1,000 (req'd)	\$1,000 (req'd)	\$1,000 (req'd)
K9	Leatherette	NC	NC	NC
T6	Gravity Leather (Requires 481 on indicated models)	\$1,500 (req'd)	\$1,500 (req'd)	\$1,500 (req'd)
T9	Lounge Leather (Requires 481 on indicated models)	\$2,000 (req'd)	\$2,000 (req'd)	\$2,000 (req'd)
Packages				
ZCV	Convenience Package (Not in combination with 6NM or 7L5 on restricted models)	\$1,250 (restr.)	\$1,250 (restr.)	\$1,250 (restr.)
ZCW	Cold Weather Package	\$750	\$750	\$750
ZPP	Premium Package	\$1,750	\$1,750	\$1,750
ZSP	Sport Package 2GU 18" alloy wheels, Jet Black (upgrade) 2GV 18" alloy wheels, Anthracite (upgrade)	\$1,250	\$1,000 +\$750 +\$750	\$1,000 +\$750 +\$750
Note: Package contents not fully represented above. Comprehensive package descriptions available separately.				
Other Charges				
Destination & Handling		\$700	\$700	\$700

All prices and specifications are subject to change without notice. STD - Standard Equipment, NA - Not Available, NC - No Charge Option

* The Dealer's ultimate cost may vary due to incentives, allowances and other programs or payments.

		Cooper Countryman	Cooper S Countryman	Cooper S Countryman ALL4	Retail Price
ZCV	Convenience Package 319 Universal garage-door opener 322 Comfort Access keyless entry 431 Auto-dimming rearview mirror 521 Rain sensor and auto headlights 6ND Bluetooth and USB/iPod adapter (Not in combination with 6NM or 7L5 on restricted models)	x (restr.)	x (restr.)	x (restr.)	\$1,250
ZCW	Cold Weather Package 313 Power folding mirrors 314 Heated mirrors and washer jets 494 Heated front seats	x	x	x	\$750
ZPP	Premium Package 403 Dual pane panoramic sunroof 534 Automatic climate control 674 Harman-Kardon sound system	x	x	x	\$1,750
ZSP	Sport Package 2GT 18" alloy wheels, Turbo Fan 325 Rear spoiler 481 Sport seats 520 Foglights 5DT Dynamic Traction Control Choice of: 327 - White bonnet stripes 329 - Black bonnet stripes (Default: No bonnet stripes)	x			\$1,250
	Sport Package 2GT 18" alloy wheels, Turbo Fan or 2GU 18" alloy wheels, 5-Star Double Spoke Jet Black or 2GV 18" alloy wheels, 5-Star Double Spoke Anthracite 522 Xenon headlights 785 White turn-signal lights Choice of: 327 - White bonnet stripes 329 - Black bonnet stripes (Default: No bonnet stripes)		x x x	x x x	\$1,000 + \$750 + \$750