

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GENERAL MOTORS CORP
Form 8-K
September 04, 2002

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549-1004

FORM 8-K
CURRENT REPORT PURSUANT TO SECTION 13 OF
THE SECURITIES EXCHANGE ACT OF 1934

Date of Report
(Date of earliest event reported) September 4, 2002

GENERAL MOTORS CORPORATION

(Exact name of registrant as specified in its charter)

| | | |
|---|--|--|
| STATE OF DELAWARE ----- (State or other jurisdiction of incorporation) | 1-143 ----- (Commission File Number) | 38-0572515 ----- (I.R.S. Employer Identification No.) |
|---|--|--|

| | |
|--|-----------------------------------|
| 300 Renaissance Center, Detroit, Michigan ----- (Address of principal executive offices) | 48265-3000 ----- (Zip Code) |
|--|-----------------------------------|

Registrant's telephone number, including area code (313) 556-5000

ITEM 5. OTHER ITEMS

On September 4, 2002, General Motors Corporation (GM) issued a news release announcing strong August results and U.S. sales up 18 percent. The release is as follows:

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GM Announces Strong August Results, U.S. Sales Up 18 Percent

Truck Sales Increase 27 Percent, Car Sales Rise 7.6 Percent
GM Trucks Continue On All-Time Industry Record Pace
GM Announces Revised Q3 And Initial Q4 Production Forecast
GM Increases Q3 And Calendar Year Earnings Estimates

DETROIT - General Motors Corp. dealers sold 492,434 new cars and trucks in August in the United States, up 18 percent over last year. GM reported an increase in truck sales of 27 percent, and August retail truck deliveries were up 28 percent. GM remains on track to shatter the calendar year industry truck sales record. GM's car sales were up 8 percent overall and increased 3 percent retail. For the year, GM's overall retail sales are up 8 percent and retail truck deliveries are up 18 percent.

"We experienced an overwhelming response from dealers and customers to our 'Summerdrive' program. Given our constrained inventory, our sales clearly exceeded our expectations," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "Our truck lineup continues on pace to set the all-time industry record, driven by incredible sales of our sport utility vehicle lineup. Cadillac continues to strengthen its position in the luxury market and new entries like the Cadillac CTS and Pontiac Vibe are improving our competitive position in the passenger car market.

"Quite simply, GM and its dealers are clearly demonstrating leadership in the marketplace with our simple, compelling marketing programs," said Lovejoy.

GM Truck Sales

GM maintained overall sport utility vehicle leadership with an all-time best month ever for the industry (132,826), an increase of 60 percent over year-ago levels. For the calendar year, GM utility vehicle sales are up 34 percent. GM posted strong midsize utility sales once again, selling 49,381 for the month, a year-over-year increase of 40 percent. Chevrolet TrailBlazer (22,326), GMC Envoy (10,706) and Buick Rendezvous (6,366) all maintained their solid sales pace.

GM had an all-time record sales month in full-size utility vehicles (74,281 units), an increase of 73 percent, including 2,556 H2 sales. Despite some tight inventories, GM had another solid month in full-size pickup sales, delivering 91,036 units, an increase of nearly 15 percent over last August.

GM Car Sales

GM car sales were up 8 percent in August, led by strong performances by Chevrolet (up 19 percent) and Cadillac (up 41 percent). GM continues to generate momentum in the luxury vehicle segment with Cadillac division sales up 54 percent over last August and 19 percent for the year.

Certified Used Sales

GM's industry-leading certified used car program sold 42,642 total certified used vehicles in August, including the Cadillac, Saturn and Saab certified brands. The GM Certified Used Vehicle brand had another record month, selling 35,129 units. GM has already reached its goal of 200,000 units, with four months left in the year. "We continue to strengthen the certified used vehicle end of our business as our GM dealers, GMAC and the entire VSSM organization are making this program a tremendous success for General Motors," Lovejoy said.

GM Announces Revised Q3 And Initial Q4 Production Forecast

In August, GM produced 500,200 vehicles (215,300 cars and 284,900 trucks) in

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

North America, compared to 508,000 vehicles (236,000 cars and 272,000 trucks) produced in August 2001. (Totals include joint venture production of 15,300 vehicles in August and 11,000 vehicles in August 2001.)

GM is increasing its third-quarter production forecast for North America to 1.285 million vehicles (560,600 cars and 724,200 trucks), up 22,800 units from last month's forecast of 1.262 million units (553,500 cars and 708,500 trucks). In the third quarter of 2001, GM North America produced 1.238 million units.

GM's initial fourth-quarter production forecast for North America is 1.389 million units (590,900 cars and 798,100 trucks), up more than 7 percent from the fourth quarter of 2001 when GM produced 1.294 million units (573,000 cars and 721,000 trucks) in North America.

GM also announced its current third-quarter and initial fourth-quarter production forecasts for its international regions:

GM Europe - GM's current third-quarter production forecast for its European region is 416,000 vehicles, a decrease of 5,000 vehicles from last month's forecast. The region's initial fourth-quarter forecast is 465,000 vehicles.

GM Asia Pacific - GM's third-quarter production forecast for the region is 85,000 vehicles, an increase of 6,000 vehicles from the prior forecast. GM Asia Pacific's initial fourth-quarter production forecast is 73,000 vehicles.

GM Latin America, Africa and the Middle East - The company's third-quarter forecast for the region is 134,000 vehicles, an increase of 3,000 vehicles from last month's forecast. The region's initial fourth-quarter forecast is 148,000 units.

GM Increases Q3 And Calendar Year Earnings Estimates

GM is raising its earnings estimates for the third quarter and calendar year as a result of continued strong industry sales and increased production in North America through the end of the year. Also contributing to the volume improvement is the exceptionally good production start-up for GM's full-size pickup and sport utility trucks through the month of August.

GM now estimates its third-quarter-2002 earnings, excluding Hughes and any special charges, at slightly more than \$1 per share, up from its prior estimate of \$0.90 per share. Including Hughes, but excluding any special charges, the third quarter estimate is now slightly more than \$0.90 per share, up from \$0.80 per share previously.

For the full year, GM estimates its 2002 calendar year earnings, excluding Hughes and special charges, at approximately \$6.50 per share, up from \$6.00 per share. Including Hughes, but before any special charges, the revised 2002 calendar year earnings estimate is approximately \$6.10 per share, up from \$5.60 per share.

GM cars and trucks are sold under the following brands: Chevrolet, Pontiac, Buick, Oldsmobile, Cadillac, GMC, Saturn, Hummer, Saab, Opel, Vauxhall and Holden. GM parts and accessories are marketed under the GM, GM Goodwrench and ACDelco brands through GM Service and Parts Operations.

More information on GM can be found at www.gm.com.

#####

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Note: GM sales and production results are available on GM Media Online at <http://media.gm.com> by clicking on News, then Sales/Production. In this press release and related comments by General Motors management, our use of the words "expect," "anticipate," "estimate," "forecast," "objective," "plan," "goal" and similar expressions is intended to identify forward looking statements. While these statements represent our current judgment on what the future may hold, and we believe these judgments are reasonable, actual results may differ materially due to numerous important factors that are described in GM's most recent report on SEC Form 10-K (at page II-15, 16) which may be revised or supplemented in subsequent reports on SEC Forms 10-Q and 8-K. Such factors include, among others, the following: changes in economic conditions, currency exchange rates or political stability; shortages of fuel, labor strikes or work stoppages; market acceptance of the corporation's new products; significant changes in the competitive environment; changes in laws, regulations and tax rates; and, the ability of the corporation to achieve reductions in cost and employment levels to realize production efficiencies and implement capital expenditures at levels and times planned by management.

Detroit - General Motors dealers in the United States today reported the following vehicle sales:

| | August | | | Calendar Year-to-Date January - August | | |
|---------------------|---------|---------|------------------|---|-----------|-------|
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg |
| Curr S/D: 28 | | | | | | |
| Prev S/D: 27 | | | | | | |
| Vehicle Total | 492,434 | 403,256 | 17.8 | 3,372,433 | 3,235,108 | 4.2 |
| Car Total | 212,368 | 190,366 | 7.6 | 1,469,898 | 1,574,488 | -6.6 |
| Truck Total | 280,066 | 212,890 | 26.9 | 1,902,535 | 1,660,620 | 14.6 |
| Light Truck Total | 277,103 | 209,733 | 27.4 | 1,876,769 | 1,632,077 | 15.0 |
| Light Vehicle Total | 489,471 | 400,099 | 18.0 | 3,346,667 | 3,206,565 | 4.4 |

| Market Division Vehicle Total | August | | | Calendar Year-to-Date January - August | | |
|----------------------------------|---------|---------|------------------|---|-----------|-------|
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg |
| Buick | 56,137 | 46,764 | 15.8 | 293,348 | 263,809 | 11.2 |
| Cadillac | 21,942 | 13,772 | 53.6 | 128,700 | 108,028 | 19.1 |
| Chevrolet | 261,495 | 208,902 | 20.7 | 1,856,307 | 1,745,577 | 6.3 |
| GMC | 59,418 | 43,694 | 31.1 | 378,178 | 350,257 | 8.0 |
| HUMMER | 2,623 | 48 | ***.* | 4,841 | 527 | 818.6 |
| Oldsmobile | 14,505 | 19,205 | -27.2 | 112,149 | 172,688 | -35.1 |
| Other - Isuzu | 1,139 | 1,557 | -29.5 | 9,028 | 10,832 | -16.7 |
| Pontiac | 49,484 | 47,992 | -0.6 | 368,335 | 375,618 | -1.9 |
| Saab | 4,072 | 4,223 | -7.0 | 28,386 | 24,339 | 16.6 |
| Saturn | 21,619 | 17,099 | 21.9 | 193,161 | 183,433 | 5.3 |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Sales of Domestically Produced Vehicles

| | | | | | | |
|-------------|---------|---------|------|-----------|-----------|------|
| Car | 208,287 | 185,361 | 8.4 | 1,441,275 | 1,541,919 | -6.5 |
| Light Truck | 277,103 | 209,733 | 27.4 | 1,876,769 | 1,632,077 | 15.0 |

Twenty-eight selling days for the August period this year and twenty-seven for last year.

*American Isuzu Motors, Inc., dealer sales of commercial vehicles distributed by General Motors Corporation as reported to General Motors by American Isuzu Motors, Inc.

2-1P
GM Car Deliveries - (United States)
August 2002

| | (1) August | | Calendar Year-to-Date January - August | | | |
|--------------------|------------|--------|---|---------|---------|-------|
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg |
| Selling Days (S/D) | 28 | 27 | | | | |
| Century | 23,173 | 17,630 | 26.7 | 106,853 | 94,326 | 13.3 |
| LeSabre | 17,248 | 15,590 | 6.7 | 94,967 | 99,053 | -4.1 |
| Park Avenue | 3,075 | 3,410 | -13.0 | 21,518 | 24,033 | -10.5 |
| Regal | 6,275 | 6,135 | -1.4 | 25,801 | 36,016 | -28.4 |
| Riviera | 0 | 1 | ***.* | 0 | 3 | ***.* |
| Buick Total | 49,771 | 42,766 | 12.2 | 249,139 | 253,431 | -1.7 |
| Catera | 9 | 782 | -98.9 | 237 | 8,230 | -97.1 |
| CTS | 3,419 | 0 | ***.* | 21,055 | 0 | ***.* |
| DeVille | 10,949 | 8,235 | 28.2 | 56,320 | 61,139 | -7.9 |
| Eldorado | 517 | 888 | -43.9 | 4,614 | 6,152 | -25.0 |
| Seville | 1,599 | 1,376 | 12.1 | 14,339 | 15,508 | -7.5 |
| Cadillac Total | 16,493 | 11,281 | 41.0 | 96,565 | 91,029 | 6.1 |
| Camaro | 3,251 | 2,681 | 16.9 | 23,314 | 22,339 | 4.4 |
| Cavalier | 25,160 | 12,740 | 90.4 | 181,175 | 156,532 | 15.7 |
| Corvette | 2,912 | 2,789 | 0.7 | 21,479 | 20,811 | 3.2 |
| Impala | 17,574 | 15,449 | 9.7 | 131,429 | 133,119 | -1.3 |
| Lumina | 0 | 22 | ***.* | 32 | 17,557 | -99.8 |
| Malibu | 16,771 | 16,517 | -2.1 | 122,095 | 131,437 | -7.1 |
| Metro | 1 | 8 | -87.9 | 13 | 6,464 | -99.8 |
| Monte Carlo | 5,975 | 5,606 | 2.8 | 46,066 | 46,906 | -1.8 |
| Prizm | 461 | 2,667 | -83.3 | 13,992 | 36,669 | -61.8 |
| Chevrolet Total | 72,105 | 58,479 | 18.9 | 539,595 | 571,834 | -5.6 |
| Alero | 9,087 | 9,786 | -10.5 | 66,636 | 83,143 | -19.9 |
| Aurora | 761 | 1,349 | -45.6 | 7,043 | 18,130 | -61.2 |
| Cutlass | 0 | 3 | ***.* | 0 | 19 | ***.* |
| Eighty Eight | 0 | 0 | ***.* | 0 | 3 | ***.* |
| Intrigue | 1,782 | 3,606 | -52.3 | 12,141 | 29,044 | -58.2 |
| Oldsmobile Total | 11,630 | 14,744 | -23.9 | 85,820 | 130,339 | -34.2 |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| | | | | | | |
|--|---------|---------|-------|-----------|-----------|-------|
| Bonneville | 5,584 | 4,123 | 30.6 | 27,099 | 33,663 | -19.5 |
| Firebird | 2,339 | 1,870 | 20.6 | 16,906 | 16,225 | 4.2 |
| Grand Am | 13,462 | 19,125 | -32.1 | 114,492 | 132,255 | -13.4 |
| Grand Prix | 10,063 | 12,167 | -20.2 | 83,915 | 85,123 | -1.4 |
| Sunfire | 6,047 | 4,489 | 29.9 | 51,893 | 52,817 | -1.7 |
| Vibe | 4,001 | 0 | ***.* | 20,029 | 0 | ***.* |
| Pontiac Total | 41,496 | 41,774 | -4.2 | 314,334 | 320,083 | -1.8 |
| ----- | | | | | | |
| 9-3 | 1,446 | 1,415 | -1.5 | 15,672 | 12,466 | 25.7 |
| 9-5 | 2,626 | 2,808 | -9.8 | 12,714 | 11,873 | 7.1 |
| Saab Total | 4,072 | 4,223 | -7.0 | 28,386 | 24,339 | 16.6 |
| ----- | | | | | | |
| Saturn L Series | 6,446 | 5,348 | 16.2 | 61,295 | 69,698 | -12.1 |
| Saturn S Series | 10,355 | 11,751 | -15.0 | 94,764 | 113,735 | -16.7 |
| Saturn Total | 16,801 | 17,099 | -5.3 | 156,059 | 183,433 | -14.9 |
| ----- | | | | | | |
| GM Total | 212,368 | 190,366 | 7.6 | 1,469,898 | 1,574,488 | -6.6 |
| ----- | | | | | | |
| GM Car Deliveries by Production Source | | | | | | |
| ----- | | | | | | |
| GM North America * | 208,287 | 185,361 | 8.4 | 1,441,275 | 1,541,919 | -6.5 |
| ----- | | | | | | |
| GM Import | 4,081 | 5,005 | -21.4 | 28,623 | 32,569 | -12.1 |
| ----- | | | | | | |
| GM Total | 212,368 | 190,366 | 7.6 | 1,469,898 | 1,574,488 | -6.6 |
| ----- | | | | | | |

* Includes U.S./Canada/Mexico

2-1P

GM Car Deliveries - (United States)
August 2002

| | (1) | Calendar Year-to-Date January - August | | | | |
|---|---------|---|------------------|-----------|-----------|-------|
| | | August | | | | |
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg |
| Selling Days (S/D) | 28 | 27 | | | | |
| ----- | | | | | | |
| GM Car Deliveries by Production Source and Marketing Division | | | | | | |
| ----- | | | | | | |
| Buick Total | 49,771 | 42,766 | 12.2 | 249,139 | 253,431 | -1.7 |
| Cadillac Total | 16,484 | 10,499 | 51.4 | 96,328 | 82,799 | 16.3 |
| Chevrolet Total | 72,105 | 58,479 | 18.9 | 539,595 | 571,834 | -5.6 |
| Oldsmobile Total | 11,630 | 14,744 | -23.9 | 85,820 | 130,339 | -34.2 |
| Pontiac Total | 41,496 | 41,774 | -4.2 | 314,334 | 320,083 | -1.8 |
| Saturn Total | 16,801 | 17,099 | -5.3 | 156,059 | 183,433 | -14.9 |
| GM North America Total | 208,287 | 185,361 | 8.4 | 1,441,275 | 1,541,919 | -6.5 |
| ----- | | | | | | |
| Cadillac Total | 9 | 782 | -98.9 | 237 | 8,230 | -97.1 |
| Saab Total | 4,072 | 4,223 | -7.0 | 28,386 | 24,339 | 16.6 |
| GM Import Total | 4,081 | 5,005 | -21.4 | 28,623 | 32,569 | -12.1 |
| ----- | | | | | | |
| GM Vehicle Deliveries by Marketing Division | | | | | | |
| ----- | | | | | | |
| Buick Total | 56,137 | 46,764 | 15.8 | 293,348 | 263,809 | 11.2 |
| Cadillac Total | 21,942 | 13,772 | 53.6 | 128,700 | 108,028 | 19.1 |
| Chevrolet Total | 261,495 | 208,902 | 20.7 | 1,856,307 | 1,745,577 | 6.3 |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| | | | | | | |
|-------------------|---------|---------|-------|-----------|-----------|-------|
| GMC Total | 59,418 | 43,694 | 31.1 | 378,178 | 350,257 | 8.0 |
| HUMMER Total | 2,623 | 48 | ***.* | 4,841 | 527 | 818.6 |
| Oldsmobile Total | 14,505 | 19,205 | -27.2 | 112,149 | 172,688 | -35.1 |
| Other-Isuzu Total | 1,139 | 1,557 | -29.5 | 9,028 | 10,832 | -16.7 |
| Pontiac Total | 49,484 | 47,992 | -0.6 | 368,335 | 375,618 | -1.9 |
| Saab Total | 4,072 | 4,223 | -7.0 | 28,386 | 24,339 | 16.6 |
| Saturn Total | 21,619 | 17,099 | 21.9 | 193,161 | 183,433 | 5.3 |
| GM Total | 492,434 | 403,256 | 17.8 | 3,372,433 | 3,235,108 | 4.2 |

* Includes US/Canada/Mexico

3-1P
GM Truck Deliveries - (United States)
August 2002

| | (1) August | | % Chg per S/D | Calendar Year-to-Date January - August | | |
|------------------------------|------------|---------|------------------|---|-----------|-------|
| | 2002 | 2001 | | 2002 | 2001 | % Chg |
| Selling Days (S/D) | 28 | 27 | | | | |
| Rendezvous | 6,366 | 3,998 | 53.5 | 44,209 | 10,378 | 326.0 |
| Total Buick | 6,366 | 3,998 | 53.5 | 44,209 | 10,378 | 326.0 |
| Escalade | 4,067 | 2,491 | 57.4 | 23,763 | 16,999 | 39.8 |
| Escalade EXT | 1,382 | 0 | ***.* | 8,372 | 0 | ***.* |
| Total Cadillac | 5,449 | 2,491 | 110.9 | 32,135 | 16,999 | 89.0 |
| Astro | 5,775 | 4,693 | 18.7 | 38,538 | 42,981 | -10.3 |
| C/K Suburban(Chevy) | 24,127 | 10,882 | 113.8 | 105,465 | 95,126 | 10.9 |
| Chevy C/T Series | 300 | 357 | -19.0 | 3,564 | 4,320 | -17.5 |
| Chevy P Models & Mtr Hms | 0 | 2 | ***.* | 0 | 60 | ***.* |
| Chevy W Series | 196 | 152 | 24.3 | 1,550 | 1,358 | 14.1 |
| Express Cutaway/G Cut | 2,478 | 1,756 | 36.1 | 13,706 | 10,617 | 29.1 |
| Express Panel/G Van | 6,454 | 5,840 | 6.6 | 44,594 | 45,171 | -1.3 |
| Express/G Sportvan | 687 | 1,193 | -44.5 | 10,770 | 11,401 | -5.5 |
| Kodiak 4/5 Series | 179 | 0 | ***.* | 488 | 0 | ***.* |
| Kodiak 6/7/8 Series | 12 | 0 | ***.* | 13 | 0 | ***.* |
| S/T Blazer | 5,531 | 9,620 | -44.6 | 76,293 | 116,414 | -34.5 |
| S/T Pickup | 13,778 | 16,695 | -20.4 | 110,486 | 114,474 | -3.5 |
| Tahoe | 26,268 | 16,110 | 57.2 | 149,963 | 128,186 | 17.0 |
| Tracker | 4,346 | 4,757 | -11.9 | 30,908 | 36,828 | -16.1 |
| TrailBlazer | 22,326 | 11,114 | 93.7 | 165,208 | 42,935 | 284.8 |
| Venture | 7,899 | 7,438 | 2.4 | 63,235 | 62,967 | 0.4 |
| Avalanche | 11,555 | 6,015 | 85.2 | 64,030 | 15,434 | 314.9 |
| Silverado-C/K Pickup | 57,479 | 53,799 | 3.0 | 437,901 | 445,471 | -1.7 |
| Chevrolet Fullsize Pickup | 69,034 | 59,814 | 11.3 | 501,931 | 460,905 | 8.9 |
| Chevrolet Total | 189,390 | 150,423 | 21.4 | 1,316,712 | 1,173,743 | 12.2 |
| C/K Suburban(GMC) | 0 | 1 | ***.* | 0 | 31 | ***.* |
| Envoy | 10,706 | 4,639 | 122.5 | 70,323 | 22,169 | 217.2 |
| GMC C/T Series | 546 | 733 | -28.2 | 7,979 | 9,139 | -12.7 |
| GMC W Series | 483 | 355 | 31.2 | 2,847 | 2,819 | 1.0 |
| P Models & Mtr Hms(GMC) | 0 | 1 | ***.* | 0 | 15 | ***.* |
| S/T Jimmy | 35 | 1,129 | -97.0 | 900 | 27,760 | -96.8 |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| | | | | | | |
|---|---------|---------|-------|-----------|-----------|-------|
| Safari (GMC) | 1,764 | 1,348 | 26.2 | 10,394 | 13,803 | -24.7 |
| Savana Panel/G Classic | 2,568 | 1,712 | 44.6 | 15,537 | 17,004 | -8.6 |
| Savana Special/G Cut | 745 | 697 | 3.1 | 6,262 | 8,221 | -23.8 |
| Savana/Rally | 222 | 189 | 13.3 | 1,915 | 1,809 | 5.9 |
| Sierra | 20,620 | 16,772 | 18.6 | 134,307 | 126,957 | 5.8 |
| Sonoma | 4,425 | 4,298 | -0.7 | 30,517 | 29,454 | 3.6 |
| Topkick 4/5 Series | 100 | 0 | ***.* | 288 | 0 | ***.* |
| Topkick 6/7/8 Series | 8 | 0 | ***.* | 9 | 0 | ***.* |
| Yukon | 8,205 | 6,585 | 20.2 | 51,830 | 48,944 | 5.9 |
| Yukon XL | 8,991 | 5,235 | 65.6 | 45,070 | 42,132 | 7.0 |
| GMC Total | 59,418 | 43,694 | 31.1 | 378,178 | 350,257 | 8.0 |
| ----- | | | | | | |
| HUMMER H1 | 67 | 48 | 34.6 | 393 | 527 | -25.4 |
| HUMMER H2 | 2,556 | 0 | ***.* | 4,448 | 0 | ***.* |
| HUMMER Total | 2,623 | 48 | ***.* | 4,841 | 527 | 818.6 |
| ----- | | | | | | |
| Bravada | 1,254 | 1,618 | -25.3 | 10,825 | 15,329 | -29.4 |
| Silhouette | 1,621 | 2,843 | -45.0 | 15,504 | 27,020 | -42.6 |
| Oldsmobile Total | 2,875 | 4,461 | -37.9 | 26,329 | 42,349 | -37.8 |
| ----- | | | | | | |
| Other-Isuzu F Series | 153 | 200 | -26.2 | 1,258 | 1,530 | -17.8 |
| Other-Isuzu N Series | 986 | 1,357 | -29.9 | 7,770 | 9,302 | -16.5 |
| Other-Isuzu Total | 1,139 | 1,557 | -29.5 | 9,028 | 10,832 | -16.7 |
| ----- | | | | | | |
| Aztek | 3,163 | 1,940 | 57.2 | 21,248 | 20,141 | 5.5 |
| Montana | 4,825 | 4,278 | 8.8 | 32,753 | 35,394 | -7.5 |
| Pontiac Total | 7,988 | 6,218 | 23.9 | 54,001 | 55,535 | -2.8 |
| ----- | | | | | | |
| VUE | 4,818 | 0 | ***.* | 37,102 | 0 | ***.* |
| Saturn Total | 4,818 | 0 | ***.* | 37,102 | 0 | ***.* |
| ----- | | | | | | |
| GM Total | 280,066 | 212,890 | 26.9 | 1,902,535 | 1,660,620 | 14.6 |
| ----- | | | | | | |
| GM TRUCK Deliveries by Production Source | | | | | | |
| ----- | | | | | | |
| GM North America * | 278,743 | 211,314 | 27.2 | 1,892,863 | 1,649,993 | 14.7 |
| ----- | | | | | | |
| GM Import | 1,323 | 1,576 | -19.1 | 9,672 | 10,627 | -9.0 |
| ----- | | | | | | |
| GM Total | 280,066 | 212,890 | 26.9 | 1,902,535 | 1,660,620 | 14.6 |
| ----- | | | | | | |
| GM Light Duty Truck Deliveries by Production Source | | | | | | |
| ----- | | | | | | |
| GM North America * | 277,103 | 209,733 | 27.4 | 1,876,769 | 1,632,077 | 15.0 |
| ----- | | | | | | |
| GM Import | 0 | 0 | ***.* | 0 | 0 | ***.* |
| ----- | | | | | | |
| GM Total | 277,103 | 209,733 | 27.4 | 1,876,769 | 1,632,077 | 15.0 |
| ----- | | | | | | |

* Includes U.S./Canada/Mexico

3-1P

GM Truck Deliveries - (United States)
August 2002

| (1) | August | | Calendar Year-to-Date January - August | | | |
|-----|--------|------|---|------|------|-------|
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

 Selling Days (S/D) 28 27

GM TRUCK Deliveries by Production Source and Marketing Division

| | | | | | | |
|-----------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 6,366 | 3,998 | 53.5 | 44,209 | 10,378 | 326.0 |
| Cadillac Total | 5,449 | 2,491 | 110.9 | 32,135 | 16,999 | 89.0 |
| Chevrolet Total | 189,255 | 150,306 | 21.4 | 1,315,678 | 1,172,813 | 12.2 |
| GMC Total | 59,076 | 43,459 | 31.1 | 376,290 | 348,618 | 7.9 |
| HUMMER Total | 2,623 | 48 | ***.* | 4,841 | 527 | 818.6 |
| Oldsmobile Total | 2,875 | 4,461 | -37.9 | 26,329 | 42,349 | -37.8 |
| Other-Isuzu Total | 293 | 333 | -15.2 | 2,278 | 2,774 | -17.9 |
| Pontiac Total | 7,988 | 6,218 | 23.9 | 54,001 | 55,535 | -2.8 |
| Saturn Total | 4,818 | 0 | ***.* | 37,102 | 0 | ***.* |
| GM North America Ttotal* | 278,743 | 211,314 | 27.2 | 1,892,863 | 1,649,993 | 14.7 |

| | | | | | | |
|-------------------|-------|-------|-------|-------|--------|-------|
| Chevrolet Total | 135 | 117 | 11.3 | 1,034 | 930 | 11.2 |
| GMC Total | 342 | 235 | 40.3 | 1,888 | 1,639 | 15.2 |
| Other-Isuzu Total | 846 | 1,224 | -33.4 | 6,750 | 8,058 | -16.2 |
| GM Import Total | 1,323 | 1,576 | -19.1 | 9,672 | 10,627 | -9.0 |

GM Light Truck Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 6,366 | 3,998 | 53.5 | 44,209 | 10,378 | 326.0 |
| Cadillac Total | 5,449 | 2,491 | 110.9 | 32,135 | 16,999 | 89.0 |
| Chevrolet Total | 188,703 | 149,912 | 21.4 | 1,311,097 | 1,168,005 | 12.3 |
| GMC Total | 58,281 | 42,605 | 31.9 | 367,055 | 338,284 | 8.5 |
| HUMMER Total | 2,623 | 48 | ***.* | 4,841 | 527 | 818.6 |
| Oldsmobile Total | 2,875 | 4,461 | -37.9 | 26,329 | 42,349 | -37.8 |
| Pontiac Total | 7,988 | 6,218 | 23.9 | 54,001 | 55,535 | -2.8 |
| Saturn Total | 4,818 | 0 | ***.* | 37,102 | 0 | ***.* |
| GM North America Total* | 277,103 | 209,733 | 27.4 | 1,876,769 | 1,632,077 | 15.0 |

GM Light Truck Deliveries by Marketing Division

| | | | | | | |
|------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 6,366 | 3,998 | 53.5 | 44,209 | 10,378 | 326.0 |
| Cadillac Total | 5,449 | 2,491 | 110.9 | 32,135 | 16,999 | 89.0 |
| Chevrolet Total | 188,703 | 149,912 | 21.4 | 1,311,097 | 1,168,005 | 12.3 |
| GMC Total | 58,281 | 42,605 | 31.9 | 367,055 | 338,284 | 8.5 |
| HUMMER Total | 2,623 | 48 | ***.* | 4,841 | 527 | 818.6 |
| Oldsmobile Total | 2,875 | 4,461 | -37.9 | 26,329 | 42,349 | -37.8 |
| Pontiac Total | 7,988 | 6,218 | 23.9 | 54,001 | 55,535 | -2.8 |
| Saturn Total | 4,818 | 0 | ***.* | 37,102 | 0 | ***.* |
| GM Total | 277,103 | 209,733 | 27.4 | 1,876,769 | 1,632,077 | 15.0 |

* Includes US/Canada/Mexico

GM Production Schedule - 9/4/02

| Units 000s | GMNA | | | GME** | GMLAAM | GMAP | Total Worldwide | Memo: JV* | |
|------------|-------|--------|-------|-------|--------|-------|--------------------|-----------|-------|
| | Car* | Truck* | Total | | | | | Car | Truck |
| ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| | | | | | | | | | |
|-------------|-----|-----|-------|-----|-----|----|-------|----|----|
| 2002 Q3 # | 560 | 724 | 1,284 | 416 | 134 | 85 | 1,919 | 19 | 20 |
| O/(U) prior | | | 1,262 | | | | 1,893 | 19 | 20 |
| forecast:@ | 7 | 16 | 22 | (5) | 3 | 6 | 26 | | 0 |

| | | | | | | | | | |
|-------------|-----|-----|-------|-----|-----|-----|-------|-----|-----|
| 2002 Q4 # | 591 | 798 | 1,389 | 465 | 148 | 73 | 2,075 | 13 | 24 |
| O/(U) prior | | | | | | | | | |
| forecast:@ | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |

| Units 000s | GMNA | | | GME | GMLAAM | GMAP | Total Worldwide | Memo: Car | JV* Truck |
|------------|-------|-------|-------|-------|--------|-------|-----------------|-----------|-----------|
| | Car | Truck | Total | | | | | | |
| 1998 | | | | | | | | | |
| 1st Qtr. | 673 | 702 | 1,375 | 424 | 146 | 36 | 1,981 | 20 | 6 |
| 2nd Qtr. | 615 | 557 | 1,172 | 479 | 153 | 39 | 1,843 | 13 | 8 |
| 3rd Qtr. | 592 | 410 | 1,002 | 440 | 137 | 37 | 1,616 | 14 | 0 |
| 4th Qtr. | 819 | 691 | 1,510 | 522 | 89 | 36 | 2,157 | 21 | 9 |
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| CY | 2,699 | 2,360 | 5,059 | 1,864 | 525 | 148 | 7,596 | 68 | 23 |
| 1999 | | | | | | | | | |
| 1st Qtr. | 781 | 725 | 1,506 | 524 | 93 | 38 | 2,161 | 20 | 15 |
| 2nd Qtr. | 760 | 795 | 1,555 | 533 | 110 | 25 | 2,223 | 22 | 13 |
| 3rd Qtr. | 660 | 699 | 1,359 | 427 | 112 | 47 | 1,945 | 19 | 11 |
| 4th Qtr. | 759 | 694 | 1,453 | 530 | 97 | 47 | 2,127 | 21 | 17 |
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| CY | 2,960 | 2,913 | 5,873 | 2,014 | 412 | 157 | 8,456 | 82 | 56 |
| 2000 | | | | | | | | | |
| 1st Qtr. | 746 | 775 | 1,521 | 572 | 118 | 40 | 2,251 | 24 | 13 |
| 2nd Qtr. | 787 | 781 | 1,568 | 534 | 140 | 45 | 2,287 | 19 | 17 |
| 3rd Qtr. | 689 | 630 | 1,319 | 374 | 151 | 53 | 1,897 | 16 | 18 |
| 4th Qtr. | 670 | 694 | 1,364 | 513 | 135 | 47 | 2,059 | 18 | 17 |
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| CY | 2,892 | 2,880 | 5,772 | 1,993 | 544 | 185 | 8,494 | 77 | 65 |
| 2001 | | | | | | | | | |
| 1st Qtr. | 581 | 633 | 1,214 | 538 | 138 | 51 | 1,941 | 918 | 9 |
| 2nd Qtr. | 638 | 726 | 1,364 | 491 | 165 | 64 | 2,084 | 13 | 16 |
| 3rd Qtr. | 573 | 665 | 1,238 | 373 | 146 | 74 | 1,832 | 11 | 15 |
| 4th Qtr. | 573 | 721 | 1,294 | 441 | 127 | 67 | 1,929 | 9 | 16 |
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| CY | 2,365 | 2,745 | 5,110 | 1,842 | 575 | 256 | 7,786 | 46 | 61 |
| 2002 | | | | | | | | | |
| 1st Qtr. | 600 | 753 | 1,353 | 456 | 131 | 65 | 2,005 | 12 | 11 |
| 2nd Qtr. | 688 | 865 | 1,553 | 453 | 141 | 74 | 2,221 | 15 | 17 |
| 3rd Qtr. # | 560 | 724 | 1,284 | 416 | 134 | 85 | 1,919 | 19 | 20 |
| 4th Qtr. # | 591 | 798 | 1,389 | 465 | 148 | 73 | 2,075 | 13 | 24 |
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| CY # | 2,439 | 3,140 | 5,579 | 1,790 | 554 | 297 | 8,220 | 59 | 72 |

@ Numbers may vary due to rounding

* JOINT VENTURE - NUMMI units included in U.S. Car, HUMMER in U.S. Truck, CAMI units included in Canada Car and Truck figures.

** GME Production includes Saab back to 1999

Denotes estimate

Note: Beginning with Q1 2001, a reclassification has been made in the

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

International regions to count vehicles as production in the region of final assembly. 1999 and 2000 data has been adjusted to reflect this reclassification.

This report is governed by the Safe Harbor language found in the Terms and Conditions on the GM Institutional Investor website.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

GENERAL MOTORS CORPORATION

September 4, 2002

By

/s/Peter R. Bible

(Peter R. Bible,
Chief Accounting Officer)