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GENERAL MOTORS CORP
Form 8-K
August 01, 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) August 1, 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 August 1, 2002, General Motors Corporation (GM) issued a news release announcing July production results and an increase in third quarter production forecast. The release is as follows:

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GM Announces Strong July Sales, Total U.S. Sales Up 24 Percent

- Truck Sales Increase 36 Percent, Car Sales Rise 11 Percent
- GM Sport Utilities Set All-Time Industry Monthly Record
- GM Announces July Production, Increase in 3Q Production Forecast

DETROIT - General Motors Corp. dealers sold 465,843 new cars and trucks in July in the United States, up 24 percent over last year. GM reported record July truck sales, up 36 percent, and July retail truck deliveries were up more than 40 percent. GM remains on track to establish a new calendar year industry truck sales record. GM's car sales were up 11 percent overall and up 18 percent retail. For the year, GM overall retail sales are up nearly 6 percent and retail truck deliveries are up 16 percent.

"We are excited by the overwhelming response to our 'Summerdrive' program, which yielded unprecedented utility sales and improved passenger car results," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "Our industry-leading lineup of trucks continues to establish new industry sales benchmarks. We continue to perform extremely well in the retail market, while coping with some lean inventories. And exciting new entries like the Pontiac Vibe and Cadillac CTS are strengthening our competitive position in the passenger car market.

"Dealers have embraced our simple, compelling marketing programs and have clearly demonstrated GM's leadership in the marketplace," said Lovejoy.

GM Truck Sales

For July, GM's industry-leading truck lineup, with deliveries up 36 percent, remained on pace to shatter the all-time industry truck sales record. GM maintained overall sport utility vehicle leadership with an all-time record sales month for utilities (132,616), an increase of 71 percent over year-ago levels. Once again, GM achieved midsize utility leadership (63,522), a year-over-year increase of 86 percent, on the strength of record months for the Chevrolet TrailBlazer (29,746), GMC Envoy (13,280) and Buick Rendezvous (7,689).

GM had a record month in full-size utility vehicle sales (60,378 units) an increase of 54 percent. GM small utilities, the Saturn VUE and Chevrolet Tracker, continued their healthy sales pace, selling over 8,700 units. Complementing its robust utility sales, GM had another solid month in full-size pickups delivering 81,805 units, an increase of 15 percent over last July.

GM Car Sales

GM car sales were up 11 percent in July, led by strong performances by Chevrolet (up 21 percent), Buick (up 18 percent), and Saturn (up 31 percent). In addition, GM continues to generate momentum in the luxury vehicle segment with Cadillac sales up 11 percent over last July and Saab sales up 7 percent.

Certified Used Sales

GM's industry-leading certified used car program sold more than 33,800 total certified used vehicles in June, including the Cadillac, Saturn and Saab certified brands. The GM Certified Used Vehicle brand had another strong month, selling 29,576 units. Lovejoy commented on the success of GM Certified Used Vehicles: "The story gets better and better for GM as our dealers and the entire VSSM organization continue to strengthen the certified used vehicle end of our business with exceptional performance."

GM Announces July Production Results, Increases 3rd Quarter Production Forecast

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In July, GM produced 316,100 vehicles (147,100 cars and 169,000 trucks) in North America, compared with 281,000 vehicles (127,000 cars and 154,000 trucks) produced in July 2001. (Totals include joint venture production of 10,700 vehicles in July 2002 and 5,500 vehicles in July 2001.)

GM is increasing its third-quarter production forecast for North America to 1.262 million vehicles (553,500 cars and 708,500 trucks), up 17,000 units from last month's forecast of 1.245 million units (550,000 cars and 695,000 trucks). In the third quarter of 2001, GM North America produced 1.238 million units (573,000 cars and 665,000 trucks).

GM announced the following production forecasts for its other regions:

Europe - GM's current third-quarter production forecast for its European region is 421,000 vehicles, a decrease of 4,000 vehicles from last month's forecast.

Asia Pacific - GM's third-quarter production forecast for the region is 79,000 vehicles, an increase of 5,000 vehicles from the prior forecast.

Latin America, Africa and Middle East - The company's third-quarter forecast for the region is 131,000 vehicles, a decrease of 20,000 vehicles from last month's forecast.

General Motors (NYSE: GM), the world's largest vehicle manufacturer, designs, builds and markets cars and trucks worldwide, and has been the global automotive sales leader since 1931. GM employs about 355,000 people around the world.

Founded in 1908, GM today has manufacturing operations in more than 30 countries and its vehicles are sold in about 200 countries. In 2001, GM sold more than 8.5 million cars and trucks - more than any other automaker and 15.1 percent of the global vehicle market. GM has four major regional markets: North America, Europe, Asia-Pacific, and Latin America, Africa and Middle East.

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.

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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

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and times planned by management.

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

| | July | | | Calendar Year-to-Date January - July | | |
|---------------------|---------|---------|------------------|---|-----------|-------|
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg |
| Curr S/D: 25 | | | | | | |
| Prev S/D: 24 | | | | | | |
| Vehicle Total | 465,843 | 360,813 | 23.9 | 2,879,999 | 2,831,852 | 1.7 |
| Car Total | 197,223 | 171,230 | 10.6 | 1,257,530 | 1,384,122 | -9.1 |
| Truck Total | 268,620 | 189,583 | 36.0 | 1,622,469 | 1,447,730 | 12.1 |
| Light Truck Total | 265,933 | 187,357 | 36.3 | 1,599,666 | 1,422,344 | 12.5 |
| Light Vehicle Total | 463,156 | 358,587 | 24.0 | 2,857,196 | 2,806,466 | 1.8 |

| Market Division Vehicle Total | July | | | Calendar Year-to-Date January - July | | |
|----------------------------------|---------|---------|------------------|---|-----------|-------|
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg |
| Buick | 47,887 | 35,529 | 29.4 | 237,211 | 217,045 | 9.3 |
| Cadillac | 17,128 | 14,868 | 10.6 | 106,758 | 94,256 | 13.3 |
| Chevrolet | 250,812 | 189,550 | 27.0 | 1,594,812 | 1,536,675 | 3.8 |
| GMC | 55,048 | 37,939 | 39.3 | 318,760 | 306,563 | 4.0 |
| HUMMER | 1,922 | 58 | ***.* | 2,218 | 479 | 363.0 |
| Oldsmobile | 12,651 | 17,198 | -29.4 | 97,644 | 153,483 | -36.4 |
| Other - Isuzu | 1,103 | 703 | 50.6 | 7,889 | 9,275 | -14.9 |
| Pontiac | 49,734 | 46,228 | 3.3 | 318,851 | 327,626 | -2.7 |
| Saab | 3,756 | 3,364 | 7.2 | 24,314 | 20,116 | 20.9 |
| Saturn | 25,802 | 15,376 | 61.1 | 171,542 | 166,334 | 3.1 |

Sales of Domestically Produced Vehicles

| | | | | | | |
|-------------|---------|---------|------|-----------|-----------|------|
| Car | 193,457 | 166,666 | 11.4 | 1,232,988 | 1,356,558 | -9.1 |
| Light Truck | 265,933 | 187,357 | 36.3 | 1,599,666 | 1,422,344 | 12.5 |

Twenty-five selling days for the July period this year and twenty-four 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.

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

| | (1) | | %Chg per S/D | Calendar Year-to-Date January - July | | |
|--------------------|--------|--------|-----------------|---|---------|-------|
| | 2002 | 2001 | | 2002 | 2001 | % Chg |
| Selling Days (S/D) | 25 | 24 | | | | |
| Century | 15,912 | 11,893 | 28.4 | 83,680 | 76,696 | 9.1 |
| LeSabre | 15,773 | 13,905 | 8.9 | 77,719 | 83,463 | -6.9 |
| Park Avenue | 3,388 | 2,483 | 31.0 | 18,443 | 20,623 | -10.6 |
| Regal | 5,125 | 4,508 | 9.1 | 19,526 | 29,881 | -34.7 |
| Riviera | 0 | 0 | ***.* | 0 | 2 | ***.* |
| Buick Total | 40,198 | 32,789 | 17.7 | 199,368 | 210,665 | -5.4 |
| Catera | 10 | 1,200 | -99.2 | 228 | 7,448 | -96.9 |
| CTS | 2,933 | 0 | ***.* | 17,636 | 0 | ***.* |
| DeVille | 8,196 | 8,420 | -6.6 | 45,371 | 52,904 | -14.2 |
| Eldorado | 480 | 1,339 | -65.6 | 4,097 | 5,264 | -22.2 |
| Seville | 1,537 | 2,018 | -26.9 | 12,740 | 14,132 | -9.8 |
| Cadillac Total | 13,156 | 12,977 | -2.7 | 80,072 | 79,748 | 0.4 |
| Camaro | 3,415 | 2,573 | 27.4 | 20,063 | 19,658 | 2.1 |
| Cavalier | 16,404 | 12,331 | 27.7 | 156,015 | 143,792 | 8.5 |
| Corvette | 2,960 | 2,000 | 42.1 | 18,567 | 18,022 | 3.0 |
| Impala | 19,297 | 17,282 | 7.2 | 113,855 | 117,670 | -3.2 |
| Lumina | 2 | 69 | -97.2 | 32 | 17,535 | -99.8 |
| Malibu | 17,066 | 11,587 | 41.4 | 105,324 | 114,920 | -8.4 |
| Metro | 0 | 14 | ***.* | 12 | 6,456 | -99.8 |
| Monte Carlo | 8,876 | 5,739 | 48.5 | 40,091 | 41,300 | -2.9 |
| Prizm | 944 | 2,984 | -69.6 | 13,531 | 34,002 | -60.2 |
| Chevrolet Total | 68,964 | 54,579 | 21.3 | 467,490 | 513,355 | -8.9 |
| Alero | 7,275 | 7,753 | -9.9 | 57,549 | 73,357 | -21.5 |
| Aurora | 728 | 1,414 | -50.6 | 6,282 | 16,781 | -62.6 |
| Cutlass | 0 | 0 | ***.* | 0 | 16 | ***.* |
| Eighty Eight | 0 | 0 | ***.* | 0 | 3 | ***.* |
| Intrigue | 1,663 | 3,521 | -54.7 | 10,359 | 25,438 | -59.3 |
| Oldsmobile Total | 9,666 | 12,688 | -26.9 | 74,190 | 115,595 | -35.8 |
| Bonneville | 4,667 | 5,035 | -11.0 | 21,515 | 29,540 | -27.2 |
| Firebird | 2,489 | 1,958 | 22.0 | 14,567 | 14,355 | 1.5 |
| Grand Am | 16,006 | 15,865 | -3.1 | 101,030 | 113,130 | -10.7 |
| Grand Prix | 9,011 | 12,177 | -29.0 | 73,852 | 72,956 | 1.2 |
| Sunfire | 4,799 | 4,422 | 4.2 | 45,846 | 48,328 | -5.1 |
| Vibe | 3,553 | 0 | ***.* | 16,028 | 0 | ***.* |
| Pontiac Total | 40,525 | 39,457 | -1.4 | 272,838 | 278,309 | -2.0 |
| 9-3 | 1,250 | 1,251 | -4.1 | 14,226 | 11,051 | 28.7 |
| 9-5 | 2,506 | 2,113 | 13.9 | 10,088 | 9,065 | 11.3 |
| Saab Total | 3,756 | 3,364 | 7.2 | 24,314 | 20,116 | 20.9 |
| Saturn L Series | 7,064 | 6,951 | -2.4 | 54,849 | 64,350 | -14.8 |
| Saturn S Series | 13,894 | 8,425 | 58.3 | 84,409 | 101,984 | -17.2 |

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| | | | | | | |
|--|---------|---------|-------|-----------|-----------|-------|
| Saturn Total | 20,958 | 15,376 | 30.9 | 139,258 | 166,334 | -16.3 |
| GM Total | 197,223 | 171,230 | 10.6 | 1,257,530 | 1,384,122 | -9.1 |
| GM Car Deliveries by Production Source | | | | | | |
| GM North America * | 193,457 | 166,666 | 11.4 | 1,232,988 | 1,356,558 | -9.1 |
| GM Import | 3,766 | 4,564 | -20.8 | 24,542 | 27,564 | -11.0 |
| GM Total | 197,223 | 171,230 | 10.6 | 1,257,530 | 1,384,122 | -9.1 |

* Includes U.S./Canada/Mexico

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

| (1) | July | | Calendar Year-to-Date January - July | | | |
|--------------------|------|------|---|------|------|-------|
| | 2002 | 2001 | %Chg per S/D | 2002 | 2001 | % Chg |
| Selling Days (S/D) | 25 | 24 | | | | |

GM Car Deliveries by Production Source and Marketing Division

| | | | | | | |
|---------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 40,198 | 32,789 | 17.7 | 199,368 | 210,665 | -5.4 |
| Cadillac Total | 13,146 | 11,777 | 7.2 | 79,844 | 72,300 | 10.4 |
| Chevrolet Total | 68,964 | 54,579 | 21.3 | 467,490 | 513,355 | -8.9 |
| Oldsmobile Total | 9,666 | 12,688 | -26.9 | 74,190 | 115,595 | -35.8 |
| Pontiac Total | 40,525 | 39,457 | -1.4 | 272,838 | 278,309 | -2.0 |
| Saturn Total | 20,958 | 15,376 | 30.9 | 139,258 | 166,334 | -16.3 |
| GM North America Total | 193,457 | 166,666 | 11.4 | 1,232,988 | 1,356,558 | -9.1 |
| | | | ***.* | | | ***.* |
| Cadillac Total | 10 | 1,200 | -99.2 | 228 | 7,448 | -96.9 |
| Saab Total | 3,756 | 3,364 | 7.2 | 24,314 | 20,116 | 20.9 |
| GM Import Total | 3,766 | 4,564 | -20.8 | 24,542 | 27,564 | -11.0 |

GM Vehicle Deliveries by Marketing Division

| | | | | | | |
|-------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 47,887 | 35,529 | 29.4 | 237,211 | 217,045 | 9.3 |
| Cadillac Total | 17,128 | 14,868 | 10.6 | 106,758 | 94,256 | 13.3 |
| Chevrolet Total | 250,812 | 189,550 | 27.0 | 1,594,812 | 1,536,675 | 3.8 |
| GMC Total | 55,048 | 37,939 | 39.3 | 318,760 | 306,563 | 4.0 |
| HUMMER Total | 1,922 | 58 | ***.* | 2,218 | 479 | 363.0 |
| Oldsmobile Total | 12,651 | 17,198 | -29.4 | 97,644 | 153,483 | -36.4 |
| Other-Isuzu Total | 1,103 | 703 | 50.6 | 7,889 | 9,275 | -14.9 |
| Pontiac Total | 49,734 | 46,228 | 3.3 | 318,851 | 327,626 | -2.7 |
| Saab Total | 3,756 | 3,364 | 7.2 | 24,314 | 20,116 | 20.9 |
| Saturn Total | 25,802 | 15,376 | 61.1 | 171,542 | 166,334 | 3.1 |
| GM Total | 465,843 | 360,813 | 23.9 | 2,879,999 | 2,831,852 | 1.7 |

* Includes US/Canada/Mexico

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

| | (1) | | Calendar Year-to-Date | | | |
|------------------------------|---------|---------|-----------------------|-----------|-----------|-------|
| | July | | January - July | | | |
| | 2002 | 2001 | %Chg per S/D | 2002 | 2001 | % Chg |
| Selling Days (S/D) | 25 | 24 | | | | |
| Rendezvous | 7,689 | 2,740 | 169.4 | 37,843 | 6,380 | 493.2 |
| Total Buick | 7,689 | 2,740 | 169.4 | 37,843 | 6,380 | 493.2 |
| Escalade | 2,910 | 1,891 | 47.7 | 19,696 | 14,508 | 35.8 |
| Escalade EXT | 1,062 | 0 | ***.* | 6,990 | 0 | ***.* |
| Total Cadillac | 3,972 | 1,891 | 101.6 | 26,686 | 14,508 | 83.9 |
| Astro | 4,753 | 4,350 | 4.9 | 32,763 | 38,288 | -14.4 |
| C/K Suburban (Chevy) | 16,456 | 10,466 | 50.9 | 81,338 | 84,244 | -3.4 |
| Chevy C/T Series | 283 | 456 | -40.4 | 3,264 | 3,963 | -17.6 |
| Chevy P Models & Mtr Hms | 0 | 23 | ***.* | 0 | 58 | ***.* |
| Chevy W Series | 163 | 128 | 22.3 | 1,354 | 1,206 | 12.3 |
| Express Cutaway/G Cut | 1,814 | 1,520 | 14.6 | 11,228 | 8,861 | 26.7 |
| Express Panel/G Van | 5,942 | 5,562 | 2.6 | 38,140 | 39,331 | -3.0 |
| Express/G Sportvan | 951 | 1,266 | -27.9 | 10,083 | 10,208 | -1.2 |
| Kodiak 4/5 Series | 128 | 0 | ***.* | 309 | 0 | ***.* |
| Kodiak 6/7/8 Series | 1 | 0 | ***.* | 1 | 0 | ***.* |
| S/T Blazer | 7,342 | 7,741 | -8.9 | 70,762 | 106,794 | -33.7 |
| S/T Pickup | 14,150 | 10,749 | 26.4 | 96,708 | 97,779 | -1.1 |
| Tahoe | 24,237 | 15,020 | 54.9 | 123,695 | 112,076 | 10.4 |
| Tracker | 3,872 | 4,005 | -7.2 | 26,562 | 32,071 | -17.2 |
| TrailBlazer | 29,746 | 12,548 | 127.6 | 142,882 | 31,821 | 349.0 |
| Venture | 9,318 | 7,796 | 14.7 | 55,336 | 55,529 | -0.3 |
| | | | | | | |
| Avalanche | 8,396 | 5,186 | 55.4 | 52,475 | 9,419 | 457.1 |
| Silverado-C/K Pickup | 54,296 | 48,155 | 8.2 | 380,422 | 391,672 | -2.9 |
| Chevrolet Fullsize Pickup | 62,692 | 53,341 | 12.8 | 432,897 | 401,091 | 7.9 |
| | | | | | | |
| Chevrolet Total | 181,848 | 134,971 | 29.3 | 1,127,322 | 1,023,320 | 10.2 |
| | | | | | | |
| C/K Suburban (GMC) | 0 | 0 | ***.* | 0 | 30 | ***.* |
| Envoy | 13,280 | 4,789 | 166.2 | 59,617 | 17,530 | 240.1 |
| GMC C/T Series | 593 | 726 | -21.6 | 7,433 | 8,406 | -11.6 |
| GMC W Series | 330 | 188 | 68.5 | 2,364 | 2,464 | -4.1 |
| P Models & Mtr Hms (GMC) | 0 | 2 | ***.* | 0 | 14 | ***.* |
| S/T Jimmy | 41 | 1,440 | -97.3 | 865 | 26,631 | -96.8 |
| Safari (GMC) | 1,206 | 1,562 | -25.9 | 8,630 | 12,455 | -30.7 |
| Savana Panel/G Classic | 2,506 | 1,687 | 42.6 | 12,969 | 15,292 | -15.2 |
| Savana Special/G Cut | 572 | 496 | 10.7 | 5,517 | 7,524 | -26.7 |
| Savana/Rally | 403 | 209 | 85.1 | 1,693 | 1,620 | 4.5 |
| Sierra | 17,261 | 13,972 | 18.6 | 113,687 | 110,185 | 3.2 |
| Sonoma | 3,917 | 2,755 | 36.5 | 26,092 | 25,156 | 3.7 |
| Topkick 4/5 Series | 85 | 0 | ***.* | 188 | 0 | ***.* |
| Topkick 6/7/8 Series | 1 | 0 | ***.* | 1 | 0 | ***.* |
| Yukon | 8,028 | 5,291 | 45.7 | 43,625 | 42,359 | 3.0 |
| Yukon XL | 6,825 | 4,822 | 35.9 | 36,079 | 36,897 | -2.2 |
| GMC Total | 55,048 | 37,939 | 39.3 | 318,760 | 306,563 | 4.0 |

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|----------------------|---------|---------|-------|-----------|-----------|-------|
| HUMMER H1 | 47 | 58 | -22.2 | 326 | 479 | -31.9 |
| HUMMER H2 | 1,875 | 0 | ***.* | 1,892 | 0 | ***.* |
| HUMMER Total | 1,922 | 58 | ***.* | 2,218 | 479 | 363.0 |
| Bravada | 1,195 | 1,826 | -37.2 | 9,571 | 13,711 | -30.2 |
| Silhouette | 1,790 | 2,684 | -36.0 | 13,883 | 24,177 | -42.6 |
| Oldsmobile Total | 2,985 | 4,510 | -36.5 | 23,454 | 37,888 | -38.1 |
| Other-Isuzu F Series | 157 | 104 | 44.9 | 1,105 | 1,330 | -16.9 |
| Other-Isuzu N Series | 946 | 599 | 51.6 | 6,784 | 7,945 | -14.6 |
| Other-Isuzu Total | 1,103 | 703 | 50.6 | 7,889 | 9,275 | -14.9 |
| Aztek | 4,229 | 1,682 | 141.4 | 18,085 | 18,201 | -0.6 |
| Montana | 4,980 | 5,089 | -6.1 | 27,928 | 31,116 | -10.2 |
| Pontiac Total | 9,209 | 6,771 | 30.6 | 46,013 | 49,317 | -6.7 |
| VUE | 4,844 | 0 | ***.* | 32,284 | 0 | ***.* |
| Saturn Total | 4,844 | 0 | ***.* | 32,284 | 0 | ***.* |
| GM Total | 268,620 | 189,583 | 36.0 | 1,622,469 | 1,447,730 | 12.1 |

GM TRUCK Deliveries by Production Source

| | | | | | | |
|--------------------|---------|---------|------|-----------|-----------|------|
| GM North America * | 267,497 | 188,816 | 36.0 | 1,614,120 | 1,438,679 | 12.2 |
| GM Import | 1,123 | 767 | 40.6 | 8,349 | 9,051 | -7.8 |
| GM Total | 268,620 | 189,583 | 36.0 | 1,622,469 | 1,447,730 | 12.1 |

GM Light Duty Truck Deliveries by Production Source

| | | | | | | |
|--------------------|---------|---------|-------|-----------|-----------|-------|
| GM North America * | 265,933 | 187,357 | 36.3 | 1,599,666 | 1,422,344 | 12.5 |
| GM Import | 0 | 0 | ***.* | 0 | 0 | ***.* |
| GM Total | 265,933 | 187,357 | 36.3 | 1,599,666 | 1,422,344 | 12.5 |

* Includes U.S./Canada/Mexico

3-1P

GM Truck Deliveries - (United States)

July 2002

| | (1) | | %Chg per S/D | Calendar Year-to-Date January - July | | |
|--------------------|---------|---------|-----------------|---|-----------|-------|
| | 2002 | 2001 | | 2002 | 2001 | % Chg |
| Selling Days (S/D) | 25 | 24 | | | | |
| Buick Total | 7,689 | 2,740 | 169.4 | 37,843 | 6,380 | 493.2 |
| Cadillac Total | 3,972 | 1,891 | 101.6 | 26,686 | 14,508 | 83.9 |
| Chevrolet Total | 181,747 | 134,874 | 29.4 | 1,126,423 | 1,022,507 | 10.2 |
| GMC Total | 54,836 | 37,820 | 39.2 | 317,214 | 305,159 | 4.0 |
| HUMMER Total | 1,922 | 58 | ***.* | 2,218 | 479 | 363.0 |
| Oldsmobile Total | 2,985 | 4,510 | -36.5 | 23,454 | 37,888 | -38.1 |
| Other-Isuzu Total | 293 | 152 | 85.1 | 1,985 | 2,441 | -18.7 |
| Pontiac Total | 9,209 | 6,771 | 30.6 | 46,013 | 49,317 | -6.7 |
| Saturn Total | 4,844 | 0 | ***.* | 32,284 | 0 | ***.* |
| GM North America | | | | | | |

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| | | | | | | |
|-------------------|---------|---------|------|-----------|-----------|-------|
| Total* | 267,497 | 188,816 | 36.0 | 1,614,120 | 1,438,679 | 12.2 |
| Chevrolet Total | 101 | 97 | 0.0 | 899 | 813 | 10.6 |
| GMC Total | 212 | 119 | 71.0 | 1,546 | 1,404 | 10.1 |
| Other-Isuzu Total | 810 | 551 | 41.1 | 5,904 | 6,834 | -13.6 |
| GM Import Total | 1,123 | 767 | 40.6 | 8,349 | 9,051 | -7.8 |

GM Light Truck Deliveries by Production Source and Marketing Division

| | | | | | | |
|--------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 7,689 | 2,740 | 169.4 | 37,843 | 6,380 | 493.2 |
| Cadillac Total | 3,972 | 1,891 | 101.6 | 26,686 | 14,508 | 83.9 |
| Chevrolet Total | 181,273 | 134,364 | 29.5 | 1,122,394 | 1,018,093 | 10.2 |
| GMC Total | 54,039 | 37,023 | 40.1 | 308,774 | 295,679 | 4.4 |
| HUMMER Total | 1,922 | 58 | ***.* | 2,218 | 479 | 363.0 |
| Oldsmobile Total | 2,985 | 4,510 | -36.5 | 23,454 | 37,888 | -38.1 |
| Pontiac Total | 9,209 | 6,771 | 30.6 | 46,013 | 49,317 | -6.7 |
| Saturn Total | 4,844 | 0 | ***.* | 32,284 | 0 | ***.* |
| GM North America Totals* | 265,933 | 187,357 | 36.3 | 1,599,666 | 1,422,344 | 12.5 |

GM Light Truck Deliveries by Marketing Division

| | | | | | | |
|------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 7,689 | 2,740 | 169.4 | 37,843 | 6,380 | 493.2 |
| Cadillac Total | 3,972 | 1,891 | 101.6 | 26,686 | 14,508 | 83.9 |
| Chevrolet Total | 181,273 | 134,364 | 29.5 | 1,122,394 | 1,018,093 | 10.2 |
| GMC Total | 54,039 | 37,023 | 40.1 | 308,774 | 295,679 | 4.4 |
| HUMMER Total | 1,922 | 58 | ***.* | 2,218 | 479 | 363.0 |
| Oldsmobile Total | 2,985 | 4,510 | -36.5 | 23,454 | 37,888 | -38.1 |
| Pontiac Total | 9,209 | 6,771 | 30.6 | 46,013 | 49,317 | -6.7 |
| Saturn Total | 4,844 | 0 | ***.* | 32,284 | 0 | ***.* |
| GM Total | 265,933 | 187,357 | 36.3 | 1,599,666 | 1,422,344 | 12.5 |

* Includes US/Canada/Mexico

GM Production Schedule - 8/1/02

| Units 000s | GMNA | | | GME** | GMLAAM | GMAP | Total Worldwide | Memo: JV* | |
|------------------------|------|--------|-------|-------|--------|------|-----------------|-----------|-------|
| | Car* | Truck* | Total | | | | | Car | Truck |
| 2002 Q3 # | 553 | 709 | 1,262 | 421 | 131 | 79 | 1,893 | 19 | 20 |
| O/(U) prior forecast:@ | 3 | 14 | 17 | (4) | (20) | 5 | (2) | 3 | 0 |

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

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| | | | | | | | | | |
|------------|-------|-------|-------|-------|-----|-----|-------|-----|----|
| 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. # | 553 | 709 | 1,262 | 421 | 131 | 79 | 1,893 | 19 | 20 |

@ 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 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

August 1, 2002

By

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/s/Peter R. Bible

(Peter R. Bible,
Chief Accounting Officer)