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GENERAL MOTORS CORP
Form 8-K
November 01, 2001

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) November 1, 2001

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 November 1, 2001, General Motors Corporation (GM) issued a news release announcing October production results and fourth quarter production plans. The

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release is as follows:

GM October 'Keep America Rolling' Sales Up 31%

- Best Sales Since September 1986
- GM October Truck Sales up 47%, GM Car Sales up 16%
- GM SUVs Continue on Industry Record Pace
- Total Sales up despite decline in fleet sales

GM Announces October Production Results and Fourth Quarter Production Plans

DETROIT -- General Motors dealers sold 554,652 new cars and trucks in October in the United States, spurred on by GM's Keep America Rolling program. Vehicle sales were significantly stronger than expected, keeping the industry on pace for the third-best year ever. GM October sales were the best since September 1986.

"What else can you say about October sales but WOW! Keep America Rolling clearly brought buyers into our dealerships with GM sales up 31 percent, despite a decline of 60 percent in daily rental fleet sales," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "Our intent was to promote a clear, simple program that would make a significant impact. Not only did we exceed all sales expectations but early indications show a significant increase in new buyer conquest rates, proof once again that GM products being launched this year are bringing in new customers."

Lovejoy continued, "These outstanding results would not have been possible without our dealers strong support and local promotional efforts."

GM TRUCK SALES HIGHLIGHTS

GM increased its industry truck leadership with 310,538 sales in October (up 47 percent), an all-time monthly sales record, putting GM on pace to have its best truck sales year in history. For October, GM's industry-leading truck lineup was led once again by midsize utilities, full-size utilities and full-size pickups, which all reported records. The strongest results in October came from sport utility vehicle (SUV) sales, keeping GM on pace to set an all-time industry SUV calendar year record. GM's full-size utilities (64,894 units - up 63 percent over last year) dominated the industry once again in October led by the Chevrolet Tahoe and Suburban, GMC Yukon, Yukon XL as well as the all-new Cadillac Escalade.

GM's all-new midsize SUVs, the Chevrolet TrailBlazer, GMC Envoy, Oldsmobile Bravada and Buick Rendezvous continued to gain sales momentum, increasing GM's midsize utility sales (56,323 units) by 47 percent over last October. GM also maintained its leadership in full-size pickups in October (129,805 units - up 103 percent over last year) and is on pace for the best year since 1978. GM expects its total truck sales leadership performance to continue through the end of the year with Buick Rendezvous, Chevrolet Avalanche and Cadillac Escalade all increasing in availability.

GM Car Sales Highlights

In October, GM car sales of 244,113 were up 16 percent. For the month Cadillac achieved its best October retail car sales since 1993. In addition, solid sellers, Chevrolet Impala, Malibu and Cavalier, as well as the Pontiac Grand Am remained in the top-10 best selling cars CYTD. Furthermore, GM is expecting to build momentum in the luxury and entry level markets with all-new

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vehicles, Cadillac CTS, Saturn Vue and Pontiac Vibe coming to market within the next few months.

October Sales Records

GM Trucks
Chevrolet Trucks
GM Pickups
Chevrolet Pickups
GMC Pickups
GM Full-size Pickups
Chevrolet Silverado
GMC Sierra
GMC Utilities
GM Midsize Utilities
GM Utilities
Chevrolet Tracker
GM Full-Size Utilities
Chevrolet Suburban
Chevrolet Tahoe
GMC Full-Size utilities
GMC Yukon XL
Cadillac Escalade
Chevrolet Impala
Chevrolet Cavalier
Saturn L-Series

CYTD Records

GM Trucks
GM Pickups
Chevrolet Trucks
GM Utilities

CYTD Records (Cont'd)

Chevrolet Utilities
GMC Utilities
Chevrolet Tracker
GM Midsize utilities
GM Full-Size utilities
Chevrolet Suburban
Chevrolet Tahoe
GMC Yukon and Yukon XL
Cadillac Escalade
Chevrolet Impala
Saturn L-Series

Best Month Ever

GM Trucks
Chevrolet Trucks
GM Pickups
Chevrolet Pickups
GMC Pickups
GM Full-Size Pickups
Chevrolet Silverado
GMC Sierra
GM Utilities
GM Midsize Utilities
GM Full-Size Utilities
Chevrolet Impala

GM reported another strong sales month of approximately 16,900 total used certified vehicles, including the Cadillac and Saturn certified brands. The GM Certified Used Vehicle brand achieved record numbers for the fifth consecutive month exceeding 13,800 sales.

GM Announces October Results and Fourth Quarter Production Plans

In October, GM produced 485,500 vehicles (215,500 cars and 270,000 trucks) in North America, down from 527,000 vehicles (261,000 cars and 266,000 trucks) produced in October 2000. (Production totals include joint venture production of 10,000 vehicles in October 2001 and 13,000 vehicles in October 2000.)

Because GM's Keep America Rolling campaign has led to two strong months of retail sales, GM is reaffirming its previous fourth-quarter production guidance of 1.27 million vehicles (563,000 cars and 707,000 trucks).

GM also announced the following production estimates for its international regions:

- o GM Europe - The fourth-quarter estimate is 439,000 vehicles, unchanged.
- o GM Asia Pacific - The fourth-quarter estimate is 77,000 vehicles, down from the previous estimate of 83,000 vehicles.

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- o GM Latin America, Africa and the Middle East -The fourth-quarter estimate is 122,000 vehicles, down from the previous estimate of 145,000 vehicles.

Note: GM sales and production results are available on GM Media Online at <http://media.gm.com> by clicking on the Sales/Production icon.

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 judgement on what the future may hold, and we believe these judgements 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-20) 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:

| | October | | % Chg per S/D | Calendar Year-to-Date January - October | | |
|---------------------|---------|---------|------------------|--|-----------|-------|
| | 2001 | 2000 | | 2001 | 2000 | % Chg |
| Curr S/D: 27 | | | | | | |
| Prev S/D: 26 | | | | | | |
| Vehicle Total | 554,652 | 407,168 | 31.2 | 4,178,125 | 4,294,199 | -2.7 |
| Car Total | 244,113 | 203,396 | 15.6 | 2,001,256 | 2,212,348 | -9.5 |
| Truck Total | 310,539 | 203,772 | 46.8 | 2,176,869 | 2,081,851 | 4.6 |
| Light Truck Total | 306,800 | 201,819 | 46.4 | 2,142,238 | 2,048,458 | 4.6 |
| Light Vehicle Total | 550,913 | 405,215 | 30.9 | 4,143,494 | 4,260,806 | -2.8 |

| Market Division Vehicle Total | October | | % Chg per S/D | Calendar Year-to-Date January - October | | |
|----------------------------------|---------|---------|------------------|--|-----------|-------|
| | 2001 | 2000 | | 2001 | 2000 | % Chg |
| Buick | 45,926 | 33,948 | 30.3 | 346,580 | 355,871 | -2.6 |
| Cadillac | 20,155 | 13,668 | 42.0 | 145,128 | 162,058 | -10.4 |
| Chevrolet | 313,747 | 207,850 | 45.4 | 2,271,399 | 2,255,503 | 0.7 |

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| | | | | | | |
|---------------|--------|--------|-------|---------|---------|-------|
| GMC | 65,957 | 43,250 | 46.9 | 457,714 | 454,775 | 0.6 |
| Hummer | 67 | 59 | 9.4 | 638 | 773 | -17.5 |
| Oldsmobile | 18,533 | 25,489 | -30.0 | 208,003 | 250,126 | -16.8 |
| Other - Isuzu | 1,102 | 0 | ***.* | 12,958 | 0 | ***.* |
| Pontiac | 54,409 | 60,469 | -13.4 | 473,308 | 547,240 | -13.5 |
| Saab | 4,820 | 3,681 | 26.1 | 32,234 | 32,595 | -1.1 |
| Saturn | 29,936 | 18,754 | 53.7 | 230,163 | 235,258 | -2.2 |

Sales of Domestically Produced Vehicles

| | | | | | | |
|-------------|---------|---------|------|-----------|-----------|------|
| Car | 238,723 | 199,027 | 15.5 | 1,959,620 | 2,165,345 | -9.5 |
| Light Truck | 306,800 | 201,819 | 46.4 | 2,142,238 | 2,048,458 | 4.6 |

Twenty-seven selling days for the October period this year and twenty-six 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.

Please Note: The Light sub-totals will be different than reported the prior year due to the implementation of 2001 Segmentation, which moved some Light Trucks to Medium.

2-1P
GM Car Deliveries - (United States)
October 2001

| | (1) | October | | Calendar Year-to-Date January - October | | |
|--------------------|--------|---------|-------|--|---------|-------|
| | | 2001 | 2000 | %Chg per S/D | 2001 | 2000 |
| Selling Days (S/D) | 27 | 26 | | | | |
| Century | 14,870 | 10,421 | 37.4 | 123,161 | 129,336 | -4.8 |
| LeSabre | 15,939 | 11,754 | 30.6 | 126,854 | 127,386 | -0.4 |
| Park Avenue | 3,841 | 4,272 | -13.4 | 30,535 | 40,504 | -24.6 |
| Regal | 4,783 | 7,500 | -38.6 | 44,590 | 58,603 | -23.9 |
| Riviera | 2 | 1 | 92.6 | 6 | 42 | -85.7 |
| Buick Total | 39,435 | 33,948 | 11.9 | 325,146 | 355,871 | -8.6 |
| Catera | 570 | 688 | -20.2 | 9,402 | 14,408 | -34.7 |
| DeVille | 10,369 | 8,130 | 22.8 | 81,230 | 92,740 | -12.4 |
| Eldorado | 1,311 | 1,156 | 9.2 | 8,820 | 10,175 | -13.3 |
| Seville | 3,308 | 2,050 | 55.4 | 21,250 | 24,300 | -12.6 |
| Cadillac Total | 15,558 | 12,024 | 24.6 | 120,702 | 141,623 | -14.8 |

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| | | | | | | |
|--|---------|---------|-------|-----------|-----------|-------|
| Camaro | 4,955 | 2,961 | 61.1 | 30,529 | 36,613 | -16.6 |
| Cavalier | 30,713 | 18,010 | 64.2 | 204,822 | 204,212 | 0.3 |
| Corvette | 4,647 | 2,748 | 62.8 | 29,097 | 26,498 | 9.8 |
| Impala | 27,661 | 12,254 | 117.4 | 178,260 | 149,120 | 19.5 |
| Lumina | 34 | 4,505 | -99.3 | 17,618 | 36,661 | -51.9 |
| Malibu | 13,597 | 15,489 | -15.5 | 159,172 | 185,968 | -14.4 |
| Metro | 5 | 2,063 | -99.8 | 6,478 | 29,116 | -77.8 |
| Monte Carlo | 9,767 | 4,316 | 117.9 | 63,839 | 58,176 | 9.7 |
| Prizm | 2,665 | 3,164 | -18.9 | 41,655 | 44,749 | -6.9 |
| Chevrolet Total | 94,044 | 65,510 | 38.2 | 731,470 | 771,113 | -5.1 |
| Alero | 6,883 | 9,596 | -30.9 | 97,669 | 109,003 | -10.4 |
| Aurora | 2,499 | 2,407 | 0.0 | 22,453 | 22,529 | -0.3 |
| Cutlass | 0 | 9 | ***.* | 19 | 1,185 | -98.4 |
| Eighty Eight | 0 | 5 | ***.* | 4 | 448 | -99.1 |
| Intrigue | 3,483 | 5,191 | -35.4 | 35,955 | 56,148 | -36.0 |
| Oldsmobile Total | 12,865 | 17,208 | -28.0 | 156,100 | 189,313 | -17.5 |
| Bonneville | 5,144 | 11,140 | -55.5 | 43,000 | 59,570 | -27.8 |
| Firebird | 3,519 | 2,111 | 60.5 | 22,167 | 27,234 | -18.6 |
| Grand Am | 15,717 | 21,021 | -28.0 | 164,282 | 194,670 | -15.6 |
| Grand Prix | 15,311 | 12,121 | 21.6 | 111,293 | 133,088 | -16.4 |
| Sunfire | 7,764 | 5,878 | 27.2 | 64,699 | 72,013 | -10.2 |
| Pontiac Total | 47,455 | 52,271 | -12.6 | 405,441 | 486,575 | -16.7 |
| 900 | 0 | 0 | ***.* | 0 | 58 | ***.* |
| 9000 | 0 | 0 | ***.* | 0 | 18 | ***.* |
| 9-3 | 2,518 | 1,253 | 93.5 | 16,560 | 16,379 | 1.1 |
| 9-5 | 2,302 | 2,428 | -8.7 | 15,674 | 16,140 | -2.9 |
| Saab Total | 4,820 | 3,681 | 26.1 | 32,234 | 32,595 | -1.1 |
| Saturn EV1 | 0 | 0 | ***.* | 0 | 411 | ***.* |
| Saturn L Series | 11,261 | 5,916 | 83.3 | 86,632 | 80,615 | 7.5 |
| Saturn S Series | 18,675 | 12,838 | 40.1 | 143,531 | 154,232 | -6.9 |
| Saturn Total | 29,936 | 18,754 | 53.7 | 230,163 | 235,258 | -2.2 |
| GM Total | 244,113 | 203,396 | 15.6 | 2,001,256 | 2,212,348 | -9.5 |
| GM Car Deliveries by Production Source | | | | | | |
| GM North America * | 238,723 | 199,027 | 15.5 | 1,959,620 | 2,165,345 | -9.5 |
| GM Import | 5,390 | 4,369 | 18.8 | 41,636 | 47,003 | -11.4 |
| GM Total | 244,113 | 203,396 | 15.6 | 2,001,256 | 2,212,348 | -9.5 |

* Includes U.S./Canada/Mexico

2-1P
GM Car Deliveries - (United States)
October 2001

| (1) | October | | Calendar Year-to-Date January - October | | | |
|--------------------|---------|------|--|------|------|------|
| | 2001 | 2000 | %Chg per S/D | 2001 | 2000 | %Chg |
| Selling Days (S/D) | 27 | 26 | | | | |

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GM Car Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 39,435 | 33,948 | 11.9 | 325,146 | 355,871 | -8.6 |
| Cadillac Total | 14,988 | 11,336 | 27.3 | 111,300 | 127,215 | -12.5 |
| Chevrolet Total | 94,044 | 65,510 | 38.2 | 731,470 | 771,113 | -5.1 |
| Oldsmobile Total | 12,865 | 17,208 | -28.0 | 156,100 | 189,313 | -17.5 |
| Pontiac Total | 47,455 | 52,271 | -12.6 | 405,441 | 486,575 | -16.7 |
| Saturn Total | 29,936 | 18,754 | 53.7 | 230,163 | 235,258 | -2.2 |
| GM North America Total* | 238,723 | 199,027 | 15.5 | 1,959,620 | 2,165,345 | -9.5 |

| | | | | | | |
|-----------------|-------|-------|-------|--------|--------|-------|
| Cadillac Total | 570 | 688 | -20.2 | 9,402 | 14,408 | -34.7 |
| Saab Total | 4,820 | 3,681 | 26.1 | 32,234 | 32,595 | -1.1 |
| GM Import Total | 5,390 | 4,369 | 18.8 | 41,636 | 47,003 | -11.4 |

GM Vehicle Deliveries by Marketing Division

| | | | | | | |
|-------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 45,926 | 33,948 | 30.3 | 346,580 | 355,871 | -2.6 |
| Cadillac Total | 20,155 | 13,668 | 42.0 | 145,128 | 162,058 | -10.4 |
| Chevrolet Total | 313,747 | 207,850 | 45.4 | 2,271,399 | 2,255,503 | 0.7 |
| GMC Total | 65,957 | 43,250 | 46.9 | 457,714 | 454,775 | 0.6 |
| Hummer Total | 67 | 59 | 9.4 | 638 | 773 | -17.5 |
| Oldsmobile Total | 18,533 | 25,489 | -30.0 | 208,003 | 250,126 | -16.8 |
| Other-Isuzu Total | 1,102 | 0 | ***.* | 12,958 | 0 | ***.* |
| Pontiac Total | 54,409 | 60,469 | -13.4 | 473,308 | 547,240 | -13.5 |
| Saab Total | 4,820 | 3,681 | 26.1 | 32,234 | 32,595 | -1.1 |
| Saturn Total | 29,936 | 18,754 | 53.7 | 230,163 | 235,258 | -2.2 |
| GM Total | 554,652 | 407,168 | 31.2 | 4,178,125 | 4,294,199 | -2.7 |

* Includes US/Canada/Mexico

3-1P GM Truck Deliveries - (United States) October 2001

| | (1) | | %Chg per S/D | Calendar Year-to-Date January - October | | |
|--------------------------|-----------------|-----------------|-----------------|--|---------|-------|
| | October 2001 | October 2000 | | 2001 | 2000 | %Chg |
| Selling Days (S/D) | 27 | 26 | | | | |
| Rendezvous | 6,491 | 0 | ***.* | 21,434 | 0 | ***.* |
| Total Buick | 6,491 | 0 | ***.* | 21,434 | 0 | ***.* |
| Escalade | 4,597 | 1,644 | 169.3 | 24,426 | 20,435 | 19.5 |
| Total Cadillac | 4,597 | 1,644 | 169.3 | 24,426 | 20,435 | 19.5 |
| Astro | 4,595 | 6,201 | -28.6 | 51,423 | 83,030 | -38.1 |
| C/K Suburban(Chevy) | 18,609 | 10,230 | 75.2 | 127,346 | 110,913 | 14.8 |
| Chevy C/T Series | 833 | 470 | 70.7 | 5,430 | 7,149 | -24.0 |
| Chevy P Models & Mtr Hms | 0 | 21 | ***.* | 73 | 567 | -87.1 |
| Chevy W Series | 188 | 208 | -13.0 | 1,650 | 2,001 | -17.5 |
| Express Cutaway/G Cut | 1,700 | 1,721 | -4.9 | 13,863 | 17,906 | -22.6 |
| Express Panel/G Van | 6,232 | 5,885 | 2.0 | 55,816 | 67,703 | -17.6 |
| Express/G Sportvan | 718 | 1,019 | -32.1 | 12,846 | 12,854 | -0.1 |
| S/T Blazer | 9,407 | 21,946 | -58.7 | 133,808 | 201,835 | -33.7 |

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| | | | | | | |
|---|---------|---------|-------|-----------|-----------|-------|
| S/T Pickup | 15,307 | 19,502 | -24.4 | 140,211 | 190,983 | -26.6 |
| Tahoe | 23,474 | 13,037 | 73.4 | 167,980 | 120,955 | 38.9 |
| Tracker | 4,845 | 3,390 | 37.6 | 45,408 | 41,334 | 9.9 |
| TrailBlazer | 24,531 | 0 | ***.* | 80,218 | 0 | ***.* |
| Venture | 7,468 | 10,754 | -33.1 | 76,645 | 87,224 | -12.1 |
| | | | | | | |
| Avalanche | 12,915 | 0 | ***.* | 35,988 | 0 | ***.* |
| Silverado-C/K | | | | | | |
| Pick-up | 88,881 | 47,956 | 78.5 | 591,224 | 539,936 | 9.5 |
| Chevrolet Fullsize | | | | | | |
| Pick-ups | 101,796 | 47,956 | 104.4 | 627,212 | 539,936 | 16.2 |
| | | | | | | |
| Chevrolet Total | 219,703 | 142,340 | 48.6 | 1,539,929 | 1,484,390 | 3.7 |
| ----- | | | | | | |
| C/K Suburban (GMC) | 3 | 37 | -92.2 | 37 | 4,738 | -99.2 |
| Envoy | 9,026 | 0 | ***.* | 35,852 | 0 | ***.* |
| GMC C/T Series | 1,256 | 945 | 28.0 | 10,912 | 19,472 | -44.0 |
| GMC W Series | 359 | 301 | 14.9 | 3,592 | 3,772 | -4.8 |
| P Models & Mtr Hms (GMC) | 1 | 8 | -88.0 | 16 | 432 | -96.3 |
| S/T Jimmy | 1,196 | 9,013 | -87.2 | 29,884 | 70,009 | -57.3 |
| Safari (GMC) | 1,418 | 1,566 | -12.8 | 16,318 | 28,196 | -42.1 |
| Savana Panel/G Classic | 2,191 | 2,142 | -1.5 | 20,822 | 26,151 | -20.4 |
| Savana Special/G Cut | 486 | 681 | -31.3 | 9,202 | 8,240 | 11.7 |
| Savana/Rally | 179 | 256 | -32.7 | 2,147 | 3,244 | -33.8 |
| Sierra | 28,009 | 13,621 | 98.0 | 172,329 | 159,965 | 7.7 |
| Sonoma | 3,689 | 5,667 | -37.3 | 35,810 | 46,016 | -22.2 |
| Yukon | 9,139 | 4,715 | 86.6 | 63,815 | 45,914 | 39.0 |
| Yukon XL | 9,005 | 4,298 | 101.8 | 56,978 | 38,626 | 47.5 |
| GMC Total | 65,957 | 43,250 | 46.9 | 457,714 | 454,775 | 0.6 |
| ----- | | | | | | |
| Hummer H1 | 67 | 59 | 9.4 | 638 | 773 | -17.5 |
| Hummer Total | 67 | 59 | 9.4 | 638 | 773 | -17.5 |
| ----- | | | | | | |
| Bravada | 2,942 | 3,020 | -6.2 | 19,890 | 26,073 | -23.7 |
| Silhouette | 2,726 | 5,261 | -50.1 | 32,013 | 34,740 | -7.8 |
| Oldsmobile Total | 5,668 | 8,281 | -34.1 | 51,903 | 60,813 | -14.7 |
| ----- | | | | | | |
| Other-Isuzu F Series | 204 | 0 | ***.* | 1,919 | 0 | ***.* |
| Other-Isuzu N Series | 898 | 0 | ***.* | 11,039 | 0 | ***.* |
| Other-Isuzu Total | 1,102 | 0 | ***.* | 12,958 | 0 | ***.* |
| ----- | | | | | | |
| Aztek | 2,730 | 2,926 | -10.2 | 24,748 | 6,681 | 270.4 |
| Montana | 4,224 | 5,269 | -22.8 | 43,119 | 53,944 | -20.1 |
| Trans Sport | 0 | 3 | ***.* | 0 | 40 | ***.* |
| Pontiac Total | 6,954 | 8,198 | -18.3 | 67,867 | 60,665 | 11.9 |
| ----- | | | | | | |
| GM Total | 310,539 | 203,772 | 46.8 | 2,176,869 | 2,081,851 | 4.6 |
| ----- | | | | | | |
| GM TRUCK Deliveries by Production Source | | | | | | |
| ----- | | | | | | |
| GM North America * | 309,290 | 203,463 | 46.4 | 2,163,996 | 2,077,952 | 4.1 |
| ----- | | | | | | |
| GM Import | 1,249 | 309 | 289.2 | 12,873 | 3,899 | 230.2 |
| ----- | | | | | | |
| GM Total | 310,539 | 203,772 | 46.8 | 2,176,869 | 2,081,851 | 4.6 |
| ----- | | | | | | |
| GM Light Duty Truck Deliveries by Production Source | | | | | | |
| ----- | | | | | | |
| GM North America * | 306,800 | 201,819 | 46.4 | 2,142,238 | 2,048,458 | 4.6 |
| ----- | | | | | | |
| GM Import | 0 | 0 | ***.* | 0 | 0 | ***.* |
| ----- | | | | | | |

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GM Total 306,800 201,819 46.4 2,142,238 2,048,458 4.6

* Includes U.S./Canada/Mexico

3-1P
GM Truck Deliveries - (United States)
October 2001

| (1) | October | | Calendar Year-to-Date January - October | | | |
|--------------------|---------|------|--|------|------|------|
| | 2001 | 2000 | %Chg per S/D | 2001 | 2000 | %Chg |
| Selling Days (S/D) | 27 | 26 | | | | |

GM TRUCK Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 6,491 | 0 | ***.* | 21,434 | 0 | ***.* |
| Cadillac Total | 4,597 | 1,644 | 169.3 | 24,426 | 20,435 | 19.5 |
| Chevrolet Total | 219,558 | 142,199 | 48.7 | 1,538,774 | 1,482,944 | 3.8 |
| GMC Total | 65,660 | 43,082 | 46.8 | 455,585 | 452,322 | 0.7 |
| Hummer Total | 67 | 59 | 9.4 | 638 | 773 | -17.5 |
| Oldsmobile Total | 5,668 | 8,281 | -34.1 | 51,903 | 60,813 | -14.7 |
| Other-Isuzu Total | 295 | 0 | ***.* | 3,369 | 0 | ***.* |
| Pontiac Total | 6,954 | 8,198 | -18.3 | 67,867 | 60,665 | 11.9 |
| GM North America Total* | 309,290 | 203,463 | 46.4 | 2,163,996 | 2,077,952 | 4.1 |
| Chevrolet Total | 145 | 141 | -1.0 | 1,155 | 1,446 | -20.1 |
| GMC Total | 297 | 168 | 70.2 | 2,129 | 2,453 | -13.2 |
| Other-Isuzu Total | 807 | 0 | ***.* | 9,589 | 0 | ***.* |
| GM Import Total | 1,249 | 309 | 289.2 | 12,873 | 3,899 | 230.2 |

GM Light Truck Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 6,491 | 0 | ***.* | 21,434 | 0 | ***.* |
| Cadillac Total | 4,597 | 1,644 | 169.3 | 24,426 | 20,435 | 19.5 |
| Chevrolet Total | 218,682 | 141,641 | 48.7 | 1,532,776 | 1,474,673 | 3.9 |
| GMC Total | 64,341 | 41,996 | 47.5 | 443,194 | 431,099 | 2.8 |
| Hummer Total | 67 | 59 | 9.4 | 638 | 773 | -17.5 |
| Oldsmobile Total | 5,668 | 8,281 | -34.1 | 51,903 | 60,813 | -14.7 |
| Pontiac Total | 6,954 | 8,198 | -18.3 | 67,867 | 60,665 | 11.9 |
| GM North America Total* | 306,800 | 201,819 | 46.4 | 2,142,238 | 2,048,458 | 4.6 |

GM Light Truck Deliveries by Marketing Division

| | | | | | | |
|------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 6,491 | 0 | ***.* | 21,434 | 0 | ***.* |
| Cadillac Total | 4,597 | 1,644 | 169.3 | 24,426 | 20,435 | 19.5 |
| Chevrolet Total | 218,682 | 141,641 | 48.7 | 1,532,776 | 1,474,673 | 3.9 |
| GMC Total | 64,341 | 41,996 | 47.5 | 443,194 | 431,099 | 2.8 |
| Hummer Total | 67 | 59 | 9.4 | 638 | 773 | -17.5 |
| Oldsmobile Total | 5,668 | 8,281 | -34.1 | 51,903 | 60,813 | -14.7 |
| Pontiac Total | 6,954 | 8,198 | -18.3 | 67,867 | 60,665 | 11.9 |
| GM Total | 306,800 | 201,819 | 46.4 | 2,142,238 | 2,048,458 | 4.6 |

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* Includes US/Canada/Mexico

GM Production Schedule - 11/01

| Units 000s | GMNA | | | GME** | GMLAAM | GMAP | Total | Memo: | |
|-------------|---------------------|--------|-------|-------|--------|------|-----------|-------|------|
| | Car* | Truck* | Total | | | | Worldwide | NUMMI | CAMI |
| 2001 Q4 # | 563 | 707 | 1,270 | 439 | 122 | 77 | 1,908 | 9 | 16 |
| O/(U) prior | ^See footnote below | | | | | | | | |
| forecast:@ | NA | NA | NA | 0 | (23) | (6) | NA | 0 | 0 |

| Units 000s | GMNA | | | GME | GMLAAM | GMAP | Total | Memo: | |
|------------|-------|-------|-------|-------|--------|------|-----------|-------|------|
| | Car | Truck | Total | | | | Worldwide | NUMMI | CAMI |
| 1997 | | | | | | | | | |
| 1st Qtr. | 797 | 645 | 1,442 | 472 | 130 | 32 | 2,076 | 16 | 30 |
| 2nd Qtr. | 809 | 650 | 1,459 | 521 | 162 | 33 | 2,175 | 17 | 29 |
| 3rd Qtr. | 712 | 557 | 1,269 | 417 | 170 | 31 | 1,887 | 13 | 21 |
| 4th Qtr. | 765 | 693 | 1,458 | 464 | 142 | 37 | 2,101 | 11 | 18 |
| CY | 3,083 | 2,545 | 5,628 | 1,873 | 604 | 133 | 8,238 | 57 | 98 |
| 1998 | | | | | | | | | |
| 1st Qtr. | 673 | 702 | 1,375 | 424 | 146 | 36 | 1,981 | 16 | 10 |
| 2nd Qtr. | 615 | 557 | 1,172 | 479 | 153 | 39 | 1,843 | 7 | 14 |
| 3rd Qtr. | 592 | 410 | 1,002 | 440 | 137 | 37 | 1,616 | 11 | 3 |
| 4th Qtr. | 819 | 691 | 1,510 | 522 | 89 | 36 | 2,157 | 12 | 18 |
| CY | 2,699 | 2,360 | 5,059 | 1,864 | 525 | 148 | 7,596 | 46 | 45 |
| 1999 | | | | | | | | | |
| 1st Qtr. | 781 | 725 | 1,506 | 524 | 93 | 38 | 2,161 | 12 | 23 |
| 2nd Qtr. | 760 | 795 | 1,555 | 533 | 110 | 25 | 2,223 | 12 | 23 |
| 3rd Qtr. | 660 | 699 | 1,359 | 427 | 112 | 47 | 1,945 | 13 | 17 |
| 4th Qtr. | 759 | 694 | 1,453 | 530 | 97 | 47 | 2,127 | 12 | 26 |
| CY | 2,960 | 2,913 | 5,873 | 2,014 | 412 | 157 | 8,456 | 49 | 89 |
| 2000 | | | | | | | | | |
| 1st Qtr. | 746 | 775 | 1,521 | 572 | 118 | 40 | 2,251 | 13 | 24 |
| 2nd Qtr. | 787 | 781 | 1,568 | 534 | 140 | 45 | 2,287 | 13 | 23 |
| 3rd Qtr. | 689 | 630 | 1,319 | 374 | 151 | 53 | 1,897 | 12 | 22 |
| 4th Qtr. | 670 | 694 | 1,364 | 513 | 135 | 47 | 2,059 | 12 | 23 |
| CY | 2,892 | 2,880 | 5,772 | 1,993 | 544 | 185 | 8,494 | 50 | 92 |
| 2001 | | | | | | | | | |

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| | | | | | | | | | |
|------------|-------|-------|-------|-------|------|------|-------|-----|-----|
| 1st Qtr. | 581 | 633 | 1,214 | 538 | 137 | 51 | 1,940 | 13 | 14 |
| 2nd Qtr. | 638 | 726 | 1,364 | 491 | 165 | 64 | 2,084 | 13 | 16 |
| 3rd Qtr. | 573 | 664 | 1,237 | 375 | 145 | 75 | 1,832 | 11 | 15 |
| 4th Qtr. # | 563 | 707 | 1,270 | 439 | 122 | 77 | 1,908 | 9 | 16 |
| | ---- | ---- | ---- | ---- | ---- | ---- | ---- | --- | --- |
| CY | 2,355 | 2,731 | 5,086 | 1,843 | 569 | 267 | 7,765 | 46 | 61 |
| | ----- | ----- | ----- | ----- | --- | --- | ----- | | |

^ The October 2, 2001 production forecast included a range for Q4'01 of 1.270M - 1.290M units. Therefore, the variance to prior forecast is not applicable for this month's production forecast.

@ Numbers may not add due to rounding

* NUMMI units included in GMNA Car, CAMI units included in GMNA 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 Web site.

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

November 1, 2001

By

/s/Peter R. Bible

(Peter R. Bible,
Chief Accounting Officer)