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GENERAL MOTORS CORP
Form 8-K
July 02, 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) July 2, 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 July 2, 2002, General Motors Corporation (GM) issued a news release announcing June production results, second quarter production results and that third quarter production forecast remains unchanged. The release is as follows:

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GM Announces Strong June Sales

- Total June Sales Up 4 Percent
- Truck Sales Up 6 Percent
- GM Trucks And Utilities Continue To Set Industry Benchmark

GM Announces June Production Results, Second Quarter Production Results, Third Quarter Production Forecast Remains Unchanged

DETROIT -- General Motors dealers sold 458,876 new cars and trucks in June in the United States, up 4 percent over last year. GM's overall June truck sales were up 6 percent and June retail truck deliveries were up more than 9 percent as GM remains on pace to establish a new industry truck sales record. GM's overall car sales were up 3 percent as daily rental volume continued to stabilize. For the year, GM sales are down a modest 2 percent while retail truck deliveries are up 7.5 percent.

"Overall we had a strong month in June led once again by exceptional truck sales," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "We continue to perform well in the retail market, despite grappling with some lean inventories. Our total truck business continues on pace to set the all-time industry record and we are maintaining momentum in cars including Cavalier, Impala, Corvette and Saab models. The combination of those cars with exciting new entries like the Pontiac Vibe and Cadillac CTS, is improving our position in a very competitive passenger car market.

"Our dealers continue to do a great job of moving vehicles from the showroom into the hands of consumers and keeping our momentum strong as we head into the second half of the year," said Lovejoy.

GM Truck Sales

For June, GM's industry leading truck lineup, with deliveries up 6 percent, maintained its pace to establish an all-time industry record. GM achieved overall utility vehicle leadership with an exceptional sales month (108,069), an increase of 13 percent over year-ago levels. Once again, GM achieved midsize utility leadership (54,358), an increase of 19 percent, on the strength of the Chevrolet TrailBlazer (22,974) and the GMC Envoy (10,257).

GM had another robust month in full-size utility vehicle sales (42,744 units) as the Cadillac Escalade increased 22 percent. GM small utilities, the Saturn VUE and Chevrolet Tracker, continued to gain momentum, with 10,967 sales. Complementing its exceptional strength in utilities, GM had another stellar month in full-size pickups delivering 76,654 units, an increase of 12 percent over last June.

GM Car Sales

GM car sales (up 3 percent) showed improvement in critical areas and fleet volumes continued to stabilize. Several GM cars had strong sales performances in June. Chevrolet Impala (15,655) maintained its strong sales pace, and Chevrolet Corvette and Cavalier sales increased 12 percent and 3 percent respectively over last June. Pontiac Vibe, with deliveries of 4,027 units, had strong sales once again.

GM luxury vehicle sales continued momentum in June. Cadillac luxury vehicle sales were up 19 percent and Saab sales were up 26 percent over last June. Saab maintained its sales momentum with 9-3 sales increasing 29 percent and 9-5 sales increasing 21 percent over last year. Solid sales of the new CTS (3,477 units) have contributed to Cadillac's luxury car sales increasing 10 percent over last year.

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Certified Used Sales

GM's industry leading certified used car program sold approximately 31,738 total certified used vehicles in June, including the Cadillac, Saturn and Saab certified brands. The GM Certified Used Vehicle brand had another stellar month, selling 28,054 units. Lovejoy commented on the growing success of GM Certified Used Vehicles, "We set out to sell 200,000 units this year and after the first six months, we are on track to shatter that goal, a tribute to our dealers and the entire VSSM organization."

GM Announces June Production Results, Second-Quarter Production Results,

Third-Quarter Production Forecast Remains Unchanged

In June, GM produced 465,000 vehicles (209,000 cars and 256,000 trucks) in North America, compared to 466,000 vehicles (211,000 cars and 255,000 trucks) produced in June 2001. (Totals include joint venture production of 9,000 vehicles in June and 10,000 vehicles in June 2001.)

In the second quarter GM produced 1.553 million vehicles (688,000 cars and 865,000 trucks) in North America, up nearly 14 percent from GM's 2001 second-quarter production when the company produced 1.364 million vehicles (638,000 cars and 726,000 trucks).

GM's current third-quarter production forecast for North America remains unchanged at 1.245 million vehicles (550,000 cars and 695,000 trucks), up 0.6 percent from third-quarter 2001 production levels of 1.238 million vehicles (573,000 cars and 665,000 trucks).

GM also announced the following production forecast information for its international regions:

- GM Europe - GM's current third-quarter production forecast for its European region is 425,000 vehicles, an increase of 5,000 vehicles from last month's forecast. GM Europe produced 457,000 vehicles in the second quarter.
- GM Asia Pacific - GM's third-quarter production forecast for the region is 74,000 vehicles, an increase of 4,000 vehicles from the prior forecast. The region built 74,000 vehicles in the second quarter.
- GM Latin America, Africa and the Middle East - The company's third-quarter forecast for the region is 151,000 vehicles, a decrease of 4,000 vehicles from last month's forecast. The region built 143,000 vehicles in the second quarter.

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 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-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

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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:

| | June | | | Calendar Year-to-Date January - June | | |
|---------------------|---------|---------|------------------|---|-----------|-------|
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg |
| Curr S/D: 26 | | | | | | |
| Prev S/D: 27 | | | | | | |
| Vehicle Total | 458,876 | 456,855 | 4.3 | 2,414,156 | 2,471,039 | -2.3 |
| Car Total | 215,741 | 218,581 | 2.5 | 1,060,307 | 1,212,892 | -12.6 |
| Truck Total | 243,135 | 238,274 | 6.0 | 1,353,849 | 1,258,147 | 7.6 |
| Light Truck Total | 239,887 | 233,842 | 6.5 | 1,333,733 | 1,234,987 | 8.0 |
| Light Vehicle Total | 455,628 | 452,423 | 4.6 | 2,394,040 | 2,447,879 | -2.2 |

| Market Division Vehicle Total | June | | | Calendar Year-to-Date January - June | | |
|----------------------------------|---------|---------|------------------|---|-----------|-------|
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg |
| Buick | 38,507 | 37,884 | 5.6 | 189,324 | 181,516 | 4.3 |
| Cadillac | 19,696 | 17,231 | 18.7 | 89,630 | 79,388 | 12.9 |
| Chevrolet | 242,184 | 241,388 | 4.2 | 1,344,000 | 1,347,125 | -0.2 |
| GMC | 47,722 | 48,692 | 1.8 | 263,712 | 268,624 | -1.8 |
| HUMMER | 69 | 53 | 35.2 | 296 | 421 | -29.7 |
| Oldsmobile | 17,616 | 23,959 | -23.6 | 84,993 | 136,285 | -37.6 |
| Other - Isuzu | 1,190 | 1,632 | -24.3 | 6,786 | 8,572 | -20.8 |
| Pontiac | 53,276 | 54,019 | 2.4 | 269,117 | 281,398 | -4.4 |
| Saab | 3,981 | 3,287 | 25.8 | 20,558 | 16,752 | 22.7 |
| Saturn | 34,635 | 28,710 | 25.3 | 145,740 | 150,958 | -3.5 |

Sales of Domestically Produced Vehicles

| | | | | | | |
|-------------|---------|---------|-----|-----------|-----------|-------|
| Car | 211,749 | 213,539 | 3.0 | 1,039,531 | 1,189,892 | -12.6 |
| Light Truck | 239,887 | 233,842 | 6.5 | 1,333,733 | 1,234,987 | 8.0 |

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

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*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)
June 2002

| | Calendar Year-to-Date | | | | | |
|--------------------|-----------------------|--------|-----------------|----------------|---------|-------|
| | (1) | June | | January - June | | |
| | 2002 | 2001 | %Chg per S/D | 2002 | 2001 | % Chg |
| Selling Days (S/D) | 26 | 27 | | | | |
| Century | 15,272 | 12,422 | 27.7 | 67,768 | 64,803 | 4.6 |
| LeSabre | 11,394 | 15,440 | -23.4 | 61,946 | 69,558 | -10.9 |
| Park Avenue | 2,129 | 3,530 | -37.4 | 15,055 | 18,140 | -17.0 |
| Regal | 4,051 | 3,986 | 5.5 | 14,401 | 25,373 | -43.2 |
| Riviera | 0 | 0 | ***.* | 0 | 2 | ***.* |
| Buick Total | 32,846 | 35,378 | -3.6 | 159,170 | 177,876 | -10.5 |
| Catera | 11 | 1,755 | -99.3 | 218 | 6,248 | -96.5 |
| CTS | 3,466 | 0 | ***.* | 14,703 | 0 | ***.* |
| DeVille | 9,266 | 8,948 | 7.5 | 37,175 | 44,484 | -16.4 |
| Eldorado | 562 | 810 | -27.9 | 3,617 | 3,925 | -7.8 |
| Seville | 2,236 | 3,196 | -27.3 | 11,203 | 12,114 | -7.5 |
| Cadillac Total | 15,541 | 14,709 | 9.7 | 66,916 | 66,771 | 0.2 |
| Camaro | 2,668 | 3,058 | -9.4 | 16,648 | 17,085 | -2.6 |
| Cavalier | 24,713 | 25,013 | 2.6 | 139,611 | 131,461 | 6.2 |
| Corvette | 2,708 | 2,521 | 11.5 | 15,607 | 16,022 | -2.6 |
| Impala | 15,655 | 14,970 | 8.6 | 94,558 | 100,388 | -5.8 |
| Lumina | 1 | 69 | -98.5 | 30 | 17,466 | -99.8 |
| Malibu | 21,597 | 17,177 | 30.6 | 88,258 | 103,333 | -14.6 |
| Metro | 0 | 12 | ***.* | 12 | 6,442 | -99.8 |
| Monte Carlo | 6,263 | 6,560 | -0.9 | 31,215 | 35,561 | -12.2 |
| Prizm | 1,761 | 5,787 | -68.4 | 12,587 | 31,018 | -59.4 |
| Chevrolet Total | 75,366 | 75,167 | 4.1 | 398,526 | 458,776 | -13.1 |
| Alero | 10,766 | 9,815 | 13.9 | 50,274 | 65,604 | -23.4 |
| Aurora | 998 | 2,510 | -58.7 | 5,554 | 15,367 | -63.9 |
| Cutlass | 0 | 1 | ***.* | 0 | 16 | ***.* |
| Eighty Eight | 0 | 0 | ***.* | 0 | 3 | ***.* |
| Intrigue | 1,577 | 4,077 | -59.8 | 8,696 | 21,917 | -60.3 |
| Oldsmobile Total | 13,341 | 16,403 | -15.5 | 64,524 | 102,907 | -37.3 |
| Bonneville | 3,420 | 5,695 | -37.6 | 16,848 | 24,505 | -31.2 |
| Firebird | 2,006 | 2,213 | -5.9 | 12,078 | 12,397 | -2.6 |
| Grand Am | 17,883 | 16,607 | 11.8 | 85,024 | 97,265 | -12.6 |
| Grand Prix | 11,388 | 13,076 | -9.6 | 64,841 | 60,779 | 6.7 |
| Sunfire | 6,844 | 7,336 | -3.1 | 41,047 | 43,906 | -6.5 |
| Vibe | 4,027 | 0 | ***.* | 12,475 | 0 | ***.* |
| Pontiac Total | 45,568 | 44,927 | 5.3 | 232,313 | 238,852 | -2.7 |
| 9-3 | 2,351 | 1,889 | 29.2 | 12,976 | 9,800 | 32.4 |

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| | | | | | | |
|-----------------|---------|---------|------|-----------|-----------|-------|
| 9-5 | 1,630 | 1,398 | 21.1 | 7,582 | 6,952 | 9.1 |
| Saab Total | 3,981 | 3,287 | 25.8 | 20,558 | 16,752 | 22.7 |
| Saturn L Series | 12,535 | 13,006 | 0.1 | 47,785 | 57,399 | -16.7 |
| Saturn S Series | 16,563 | 15,704 | 9.5 | 70,515 | 93,559 | -24.6 |
| Saturn Total | 29,098 | 28,710 | 5.2 | 118,300 | 150,958 | -21.6 |
| GM Total | 215,741 | 218,581 | 2.5 | 1,060,307 | 1,212,892 | -12.6 |

GM Car Deliveries by Production Source

| | | | | | | |
|--------------------|---------|---------|-------|-----------|-----------|-------|
| GM North America * | 211,749 | 213,539 | 3.0 | 1,039,531 | 1,189,892 | -12.6 |
| GM Import | 3,992 | 5,042 | -17.8 | 20,776 | 23,000 | -9.7 |
| GM Total | 215,741 | 218,581 | 2.5 | 1,060,301 | 1,212,892 | -12.6 |

* Includes U.S./Canada/Mexico

2-1P

GM Car Deliveries - (United States)

June 2002

| | (1) June | | Calendar Year-to-Date January - June | | | |
|--------------------|----------|------|---|------|------|-------|
| | 2002 | 2001 | %Chg per S/D | 2002 | 2001 | % Chg |
| Selling Days (S/D) | 26 | 27 | | | | |

GM Car Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 32,846 | 35,378 | -3.6 | 159,170 | 177,876 | -10.5 |
| Cadillac Total | 15,530 | 12,954 | 24.5 | 66,698 | 60,523 | 10.2 |
| Chevrolet Total | 75,366 | 75,167 | 4.1 | 398,526 | 458,776 | -13.1 |
| Oldsmobile Total | 13,341 | 16,403 | -15.5 | 64,524 | 102,907 | -37.3 |
| Pontiac Total | 45,568 | 44,927 | 5.3 | 232,313 | 238,852 | -2.7 |
| Saturn Total | 29,098 | 28,710 | 5.2 | 118,300 | 150,958 | -21.6 |
| GM North America Total* | 211,749 | 213,539 | 3.0 | 1,039,531 | 1,189,892 | -12.6 |
| Cadillac Total | 11 | 1,755 | -99.3 | 218 | 6,248 | -96.5 |
| Saab Total | 3,981 | 3,287 | 25.8 | 20,558 | 16,752 | 22.7 |
| GM Import Total | 3,992 | 5,042 | -17.8 | 20,776 | 23,000 | -9.7 |

GM Vehicle Deliveries by Marketing Division

| | | | | | | |
|-------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 38,507 | 37,884 | 5.6 | 189,324 | 181,516 | 4.3 |
| Cadillac Total | 19,696 | 17,231 | 18.7 | 89,630 | 79,388 | 12.9 |
| Chevrolet Total | 242,184 | 241,388 | 4.2 | 1,344,000 | 1,347,125 | -0.2 |
| GMC Total | 47,722 | 48,692 | 1.8 | 263,712 | 268,624 | -1.8 |
| HUMMER Total | 69 | 53 | 35.2 | 296 | 421 | -29.7 |
| Oldsmobile Total | 17,616 | 23,959 | -23.6 | 84,993 | 136,285 | -37.6 |
| Other-Isuzu Total | 1,190 | 1,632 | -24.3 | 6,786 | 8,572 | -20.8 |
| Pontiac Total | 53,276 | 54,019 | 2.4 | 269,117 | 281,398 | -4.4 |
| Saab Total | 3,981 | 3,287 | 25.8 | 20,558 | 16,752 | 22.7 |
| Saturn Total | 34,635 | 28,710 | 25.3 | 145,740 | 150,958 | -3.5 |
| GM Total | 458,876 | 456,855 | 4.3 | 2,414,156 | 2,471,039 | -2.3 |

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* Includes US/Canada/Mexico

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

| (1) | June | | Calendar Year-to-Date January - June | | | |
|--------------------------------|---------|---------|---|---------|---------|-------|
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg |
| Selling Days (S/D) | 26 | 27 | | | | |
| Rendezvous | 5,661 | 2,506 | 134.6 | 30,154 | 3,640 | 728.4 |
| Total Buick | 5,661 | 2,506 | 134.6 | 30,154 | 3,640 | 728.4 |
| Escalade | 2,965 | 2,522 | 22.1 | 16,786 | 12,617 | 33.0 |
| Escalade EXT | 1,190 | 0 | ***.* | 5,928 | 0 | ***.* |
| Total Cadillac | 4,155 | 2,522 | 71.1 | 22,714 | 12,617 | 80.0 |
| Astro | 4,937 | 5,494 | -6.7 | 28,010 | 33,938 | -17.5 |
| C/K Suburban(Chevy) | 11,016 | 13,291 | -13.9 | 64,882 | 73,778 | -12.1 |
| Chevy C/T Series | 511 | 775 | -31.5 | 2,981 | 3,507 | -15.0 |
| Chevy P Models & Mtr Hms | 0 | 8 | ***.* | 0 | 35 | ***.* |
| Chevy W Series | 143 | 247 | -39.9 | 1,191 | 1,078 | 10.5 |
| Express Cutaway/G Cut | 1,639 | 1,482 | 14.8 | 9,414 | 7,341 | 28.2 |
| Express Panel/G Van | 5,381 | 5,919 | -5.6 | 32,198 | 33,769 | -4.7 |
| Express/G Sportvan | 1,396 | 1,756 | -17.4 | 9,132 | 8,942 | 2.1 |
| Kodiak 4/5 Series | 75 | 0 | ***.* | 181 | 0 | ***.* |
| S/T Blazer | 11,526 | 16,986 | -29.5 | 63,420 | 99,053 | -36.0 |
| S/T Pickup | 15,467 | 17,079 | -6.0 | 82,558 | 87,030 | -5.1 |
| Tahoe | 17,808 | 17,674 | 4.6 | 99,458 | 97,056 | 2.5 |
| Tracker | 5,430 | 5,131 | 9.9 | 22,690 | 28,066 | -19.2 |
| TrailBlazer | 22,974 | 13,064 | 82.6 | 113,136 | 19,273 | 487.0 |
| Venture | 9,884 | 11,552 | -11.1 | 46,018 | 47,733 | -3.6 |
| | | | | | | |
| Avalanche | 6,675 | 3,516 | 97.1 | 44,079 | 4,233 | 941.3 |
| Silverado-C/K Pick-up | 51,956 | 52,247 | 3.3 | 326,126 | 343,517 | -5.1 |
| Chevrolet Fullsize Pick-ups | 58,631 | 55,763 | 9.2 | 370,205 | 347,750 | 6.5 |
| | | | | | | |
| Chevrolet Total | 166,818 | 166,221 | 4.2 | 945,474 | 888,349 | 6.4 |
| | | | | | | |
| C/K Suburban(GMC) | 0 | 1 | ***.* | 0 | 30 | ***.* |
| Envoy | 10,257 | 6,442 | 65.3 | 46,337 | 12,741 | 263.7 |
| GMC C/T Series | 929 | 1,355 | -28.8 | 6,840 | 7,680 | -10.9 |
| GMC W Series | 343 | 414 | -14.0 | 2,034 | 2,276 | -10.6 |
| P Models & Mtr Hms(GMC) | 0 | 1 | ***.* | 0 | 12 | ***.* |
| S/T Jimmy | 50 | 2,907 | -98.2 | 824 | 25,191 | -96.7 |
| Safari (GMC) | 1,240 | 1,372 | -6.1 | 7,424 | 10,893 | -31.8 |
| Savana Panel/G Classic | 2,122 | 2,197 | 0.3 | 10,463 | 13,605 | -23.1 |
| Savana Special/G Cut | 543 | 913 | -38.2 | 4,945 | 7,028 | -29.6 |
| Savana/Rally | 320 | 410 | -18.9 | 1,290 | 1,411 | -8.6 |
| Sierra | 16,833 | 15,493 | 12.8 | 96,426 | 96,213 | 0.2 |
| Sonoma | 4,142 | 4,444 | -3.2 | 22,175 | 22,401 | -1.0 |
| Topkick 4/5 Series | 57 | 0 | ***.* | 103 | 0 | ***.* |
| Yukon | 5,816 | 6,449 | -6.3 | 35,597 | 37,068 | -4.0 |
| Yukon XL | 5,070 | 6,294 | -16.3 | 29,254 | 32,075 | -8.8 |

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|---|---------|---------|-------|-----------|-----------|-------|
| GMC Total | 47,722 | 48,692 | 1.8 | 263,712 | 268,624 | -1.8 |
| HUMMER H1 | 52 | 53 | 1.9 | 279 | 421 | -33.7 |
| HUMMER H2 | 17 | 0 | ***.* | 17 | 0 | ***.* |
| HUMMER Total | 69 | 53 | 35.2 | 296 | 421 | -29.7 |
| Bravada | 1,406 | 2,776 | -47.4 | 8,376 | 11,885 | -29.5 |
| Silhouette | 2,869 | 4,780 | -37.7 | 12,093 | 21,493 | -43.7 |
| Oldsmobile Total | 4,275 | 7,556 | -41.2 | 20,469 | 33,378 | -38.7 |
| Other-Isuzu F Series | 180 | 241 | -22.4 | 948 | 1,226 | -22.7 |
| Other-Isuzu N Series | 1,010 | 1,391 | -24.6 | 5,838 | 7,346 | -20.5 |
| Other-Isuzu Total | 1,190 | 1,632 | -24.3 | 6,786 | 8,572 | -20.8 |
| Aztek | 2,484 | 2,931 | -12.0 | 13,856 | 16,519 | -16.1 |
| Montana | 5,224 | 6,161 | -11.9 | 22,948 | 26,027 | -11.8 |
| Trans Sport | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Pontiac Total | 7,708 | 9,092 | -12.0 | 36,804 | 42,546 | -13.5 |
| VUE | 5,537 | 0 | ***.* | 27,440 | 0 | ***.* |
| Saturn Total | 5,537 | 0 | ***.* | 27,440 | 0 | ***.* |
| GM Total | 243,135 | 238,274 | 6.0 | 1,353,849 | 1,258,147 | 7.6 |
| GM TRUCK Deliveries by Production Source | | | | | | |
| GM North America * | 241,884 | 236,693 | 6.1 | 1,346,623 | 1,249,863 | 7.7 |
| GM Import | 1,251 | 1,581 | -17.8 | 7,226 | 8,284 | -12.8 |
| GM Total | 243,135 | 238,274 | 6.0 | 1,353,849 | 1,258,147 | 7.6 |
| GM Light Duty Truck Deliveries by Production Source | | | | | | |
| GM North America * | 239,887 | 233,842 | 6.5 | 1,333,733 | 1,234,987 | 8.0 |
| GM Import | 0 | 0 | ***.* | 0 | 0 | ***.* |
| GM Total | 239,887 | 233,842 | 6.5 | 1,333,733 | 1,234,987 | 8.0 |

* Includes U.S./Canada/Mexico

3-1P

GM Truck Deliveries - (United States)
June 2002

| (1) | June | | Calendar Year-to-Date January - June | | | |
|---|---------|---------|---|---------|---------|-------|
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg |
| Selling Days (S/D) | 26 | 27 | | | | |
| GM TRUCK Deliveries by Production Source and Marketing Division | | | | | | |
| Buick Total | 5,661 | 2,506 | 134.6 | 30,154 | 3,640 | 728.4 |
| Cadillac Total | 4,155 | 2,522 | 71.1 | 22,714 | 12,617 | 80.0 |
| Chevrolet Total | 166,720 | 166,053 | 4.3 | 944,676 | 887,633 | 6.4 |
| GMC Total | 47,469 | 48,440 | 1.8 | 262,378 | 267,339 | -1.9 |

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| | | | | | | |
|-----------------------------|---------|---------|-------|-----------|-----------|-------|
| HUMMER Total | 69 | 53 | 35.2 | 296 | 421 | -29.7 |
| Oldsmobile Total | 4,275 | 7,556 | -41.2 | 20,469 | 33,378 | -38.7 |
| Other-Isuzu Total | 290 | 471 | -36.1 | 1,692 | 2,289 | -26.1 |
| Pontiac Total | 7,708 | 9,092 | -12.0 | 36,804 | 42,546 | -13.5 |
| Saturn Total | 5,537 | 0 | ***.* | 27,440 | 0 | ***.* |
| GM North America Totals* | 241,884 | 236,693 | 6.1 | 1,346,623 | 1,249,863 | 7.7 |

| | | | | | | |
|-------------------|-------|-------|-------|-------|-------|-------|
| Chevrolet Total | 98 | 168 | -39.4 | 798 | 716 | 11.5 |
| GMC Total | 253 | 252 | 4.3 | 1,334 | 1,285 | 3.8 |
| Other-Isuzu Total | 900 | 1,161 | -19.5 | 5,094 | 6,283 | -18.9 |
| GM Import Total | 1,251 | 1,581 | -17.8 | 7,226 | 8,284 | -12.8 |

GM Light Truck Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 5,661 | 2,506 | 134.6 | 30,154 | 3,640 | 728.4 |
| Cadillac Total | 4,155 | 2,522 | 71.1 | 22,714 | 12,617 | 80.0 |
| Chevrolet Total | 166,089 | 165,191 | 4.4 | 941,121 | 883,729 | 6.5 |
| GMC Total | 46,393 | 46,922 | 2.7 | 254,735 | 258,656 | -1.5 |
| HUMMER Total | 69 | 53 | 35.2 | 296 | 421 | -29.7 |
| Oldsmobile Total | 4,275 | 7,556 | -41.2 | 20,469 | 33,378 | -38.7 |
| Pontiac Total | 7,708 | 9,092 | -12.0 | 36,804 | 42,546 | -13.5 |
| Saturn Total | 5,537 | 0 | ***.* | 27,440 | 0 | ***.* |
| GM North America Total* | 239,887 | 233,842 | 6.5 | 1,333,733 | 1,234,987 | 8.0 |

GM Light Truck Deliveries by Marketing Division

| | | | | | | |
|------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 5,661 | 2,506 | 134.6 | 30,154 | 3,640 | 728.4 |
| Cadillac Total | 4,155 | 2,522 | 71.1 | 22,714 | 12,617 | 80.0 |
| Chevrolet Total | 166,089 | 165,191 | 4.4 | 941,121 | 883,729 | 6.5 |
| GMC Total | 46,393 | 46,922 | 2.7 | 254,735 | 258,656 | -1.5 |
| HUMMER Total | 69 | 53 | 35.2 | 296 | 421 | -29.7 |
| Oldsmobile Total | 4,275 | 7,556 | -41.2 | 20,469 | 33,378 | -38.7 |
| Pontiac Total | 7,708 | 9,092 | -12.0 | 36,804 | 42,546 | -13.5 |
| Saturn Total | 5,537 | 0 | ***.* | 27,440 | 0 | ***.* |
| GM Total | 239,887 | 233,842 | 6.5 | 1,333,733 | 1,234,987 | 8.0 |

* Includes US/Canada/Mexico

GM Production Schedule - 7/2/02

| Units 000s | GMNA | | | GME** | GMLAAM | GMAP | Total Worldwide | Memo: Car | JV* Truck |
|--|------|-------|-------|-------|--------|------|--------------------|--------------|--------------|
| | Car* | Truck | Total | | | | | | |
| 2002 Q2 # O/(U) prior forecast:@ | 688 | 865 | 1,553 | 457 | 143 | 74 | 2,227 | 15 | 17 |
| | | | 8 | (5) | 0 | 3 | | | |
| 2002 Q3 # O/(U) prior forecast:@ | 550 | 695 | 1,245 | 425 | 151 | 74 | 1,895 | 16 | 20 |
| | n/a | n/a | n/a | 5 | (4) | 4 | n/a | n/a | n/a |

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| 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. | 683 | 862 | 1,553 | 457 | 143 | 74 | 2,227 | 15 | 17 |
| 3rd Qtr. # | 550 | 695 | 1,245 | 425 | 151 | 74 | 1,895 | 16 | 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

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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.

July 2, 2002

GENERAL MOTORS CORPORATION

By

/s/Peter R. Bible

(Peter R. Bible,
Chief Accounting Officer)