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GENERAL MOTORS CORP  
Form 8-K  
May 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) May 1, 2002  
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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.)
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300 Renaissance Center, Detroit, Michigan ----- (Address of principal executive offices)	48265-3000 ----- (Zip Code)
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Registrant's telephone number, including area code (313) 556-5000  
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ITEM 5. OTHER ITEMS

On May 1, 2002, General Motors Corporation (GM) issued a news release announcing April sales and revised second-quarter schedule. The release is as follows:

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### GM Outpaces The Industry In April With Exceptional Retail Sales

- Total April Sales Up 13 Percent, Retail Sales Up 15 Percent
- Retail Sales Up 7 Percent For The Year
- Truck Sales Up 24 Percent, Retail Truck Sales Up 29 Percent
- GM Trucks And Utilities Continue To Set Industry Benchmark

### GM Revises Second-Quarter Schedule

DETROIT -- General Motors dealers sold 422,089 new cars and trucks in April in the United States, up 13 percent over last year. GM's retail sales were up 15 percent over year ago levels and GM retail sales through April were up 7 percent. GM's overall April truck sales were up 24 percent and GM car sales were up 1 percent as daily rental volume began to stabilize.

"Once again the industry's strength surprised us in April," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "Our retail sales continue to surpass our year ago levels, despite some lean inventories, and our total truck business continues to run at an all-time industry record sales rate. Importantly, cars such as the Chevy Impala, combined with exciting new entries like the all-new Pontiac Vibe and Cadillac CTS, are helping improve our competitive position in the passenger car market.

"We are very enthused by the renewed confidence our consumers and retailers are showing in our products. And that confidence is clearly contributing to GM continuing its sales momentum," said Lovejoy.

### GM Truck Sales

For April, GM's industry leading truck lineup with deliveries up 24 percent, continued on pace to establish an all-time industry record. GM's combined utility sales (91,497) increased 47 percent over year ago levels. Again, GM achieved midsize utility leadership (43,061) on the strength of the Chevrolet TrailBlazer (15,913) and the GMC Envoy (6,744).

GM had another stellar month in full-size utilities selling 40,124 units. GM small utilities, the Saturn VUE and Chevrolet Tracker, further strengthened GM's position in the utility market, with 8,312 sales. For the month of April, GM delivered more than 90,000 utilities. Complementing its strength in utilities, GM had another solid month in full-size pickups delivering 79,018 units, an increase of 5 percent over last April.

### GM Car Sales

GM car sales (up 1 percent), continue to improve as fleet volumes begin to stabilize and retail sales regain momentum. Several GM cars had strong sales performances in April. Chevrolet Impala (16,252) continued to post impressive sales, despite constrained inventory and the Chevrolet Cavalier increased 16 percent over last April. Buick LeSabre sales were up 42 percent (10,889) and the all-new Cadillac CTS (3,506 units) and Pontiac Vibe (2,561 units) both had strong sales months as those products build momentum.

### Certified Used Sales

GM's strength in the certified used car market continued to build toward leadership in the segment. GM sold approximately 29,800 total certified used vehicle sales for April, including the Cadillac, Saturn and SAAB certified brands. The GM Certified Used Vehicle brand had another record month, selling 26,229 units. Lovejoy commented on the growth of GM's certified used vehicle programs, "Our Certified Used Vehicle business is firing on all cylinders and the exceptional dealer support we have received will allow us to become the

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industry leader."

GM Revises Second-Quarter Production Forecast

(Due to a delay in data reporting, GM's April production results will be posted on media.gm.com when they are available.)

GM's second-quarter production forecast for North America is 1.53 million vehicles (677,000 cars and 853,000 trucks), consistent with our guidance of greater than 1.5 million vehicles provided in GM's April 16th first quarter earnings announcement. The second-quarter increase from earlier estimates is due to continued strong consumer demand, the moderate recovery in daily rental deliveries as well as strong manufacturing performance. The new forecast also is 12 percent higher than the second quarter of 2001 when GM produced 1.364 million vehicles (638,000 cars and 726,000 trucks).

GM continues to face an extremely competitive environment, and currently believes its net price retention in North America in the second quarter will be between negative 1.4 percent and negative 1.6 percent.

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

- GM Europe - The second-quarter production forecast is 471,000 vehicles, a decrease of 4,000 vehicles.
- GM Asia Pacific - The second-quarter production forecast is 70,000 vehicles, an increase of 3,000 vehicles.
- GM Latin America, Africa and the Middle East - The second-quarter production forecast is unchanged 149,000 vehicles.

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

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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 pages II-15 and 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:

		Calendar Year-to-Date					
		April			January - April		
		2002	2001	% Chg	2002	2001	% Chg
Curr S/D:	25						
Prev S/D:	24						

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Vehicle Total	422,089	359,499	12.7	1,552,244	1,555,134	-0.2
Car Total	191,176	181,228	1.3	661,000	784,851	-15.8
Truck Total	230,913	178,271	24.3	891,244	770,283	15.7
Light Truck Total	226,163	175,004	24.1	878,241	756,551	16.1
Light Vehicle Total	417,339	356,232	12.5	1,539,241	1,541,402	-0.1

Market Division Vehicle Total	April			Calendar Year-to-Date January - April		
	2002	2001	% Chg per S/D	2002	2001	% Chg
Buick	35,153	22,784	48.1	117,883	108,954	8.2
Cadillac	15,013	11,682	23.4	54,776	49,887	9.8
Chevrolet	232,428	201,523	10.7	882,029	855,503	3.1
GMC	45,372	39,358	10.7	172,497	164,060	5.1
HUMMER	55	65	-18.8	182	292	-37.7
Oldsmobile	14,044	15,311	-11.9	56,915	91,865	-38.0
Other - Isuzu	1,214	1,365	-14.6	4,331	5,355	-19.1
Pontiac	50,252	41,713	15.7	168,497	179,450	-6.1
Saab	3,437	2,614	26.2	12,575	10,451	20.3
Saturn	25,121	23,084	4.5	82,559	89,317	-7.6

Sales of Domestically Produced Vehicles

Car	187,690	177,463	1.5	648,228	771,221	-15.9
Light Truck	226,163	175,004	24.1	878,241	756,551	16.1

Twenty-five selling days for the April 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.

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

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

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Century	14,040	9,341	44.3	41,072	39,433	4.2
LeSabre	10,889	7,341	42.4	37,694	41,711	-9.6
Park Avenue	3,285	2,517	25.3	9,475	11,046	-14.2
Regal	2,171	3,549	-41.3	8,695	16,726	-48.0
Riviera	0	0	***.*	0	2	***.*
Buick Total	30,385	22,748	28.2	96,936	108,918	-11.0
-----						
Catera	49	1,151	-95.9	197	3,179	-93.8
CTS	3,506	0	***.*	7,764	0	***.*
DeVille	5,557	5,663	-5.8	22,721	29,610	-23.3
Eldorado	763	600	22.1	2,375	2,501	-5.0
Seville	1,809	1,672	3.9	7,443	6,945	7.2
Cadillac Total	11,684	9,086	23.4	40,500	42,235	-4.1
-----						
Camaro	3,145	3,189	-5.3	11,079	10,862	2.0
Cavalier	28,514	23,509	16.4	85,356	88,187	-3.2
Corvette	2,176	2,713	-23.0	9,850	10,654	-7.5
Impala	16,252	15,611	-0.1	65,452	68,271	-4.1
Lumina	9	4,267	-99.8	24	17,057	-99.9
Malibu	14,365	15,681	-12.1	55,610	63,490	-12.4
Metro	8	543	-98.6	11	6,397	-99.8
Monte Carlo	5,242	5,235	-3.9	20,474	23,578	-13.2
Prizm	1,812	5,665	-69.3	8,829	19,928	-55.7
Chevrolet Total	71,523	76,413	-10.1	256,685	308,424	-16.8
-----						
Alero	7,719	6,923	7.0	33,989	45,555	-25.4
Aurora	1,045	2,082	-51.8	3,402	11,296	-69.9
Cutlass	0	1	***.*	0	12	***.*
Eighty Eight	0	1	***.*	0	2	***.*
Intrigue	1,800	2,709	-36.2	5,918	14,983	-60.5
Oldsmobile Total	10,564	11,716	-13.4	43,309	71,848	-39.7
-----						
Bonneville	3,014	3,070	-5.8	11,018	15,562	-29.2
Firebird	2,262	2,227	-2.5	7,970	8,026	-0.7
Grand Am	14,417	12,776	8.3	53,502	62,937	-15.0
Grand Prix	13,332	9,093	40.8	42,789	36,343	17.7
Sunfire	7,648	8,401	-12.6	24,798	30,790	-19.5
Vibe	2,561	0	***.*	5,115	0	***.*
Pontiac Total	43,234	35,567	16.7	145,192	153,658	-5.5
-----						
900	0	0	***.*	0	0	***.*
9000	0	0	***.*	0	0	***.*
9-3	1,933	1,600	16.0	8,358	6,128	36.4
9-5	1,504	1,014	42.4	4,217	4,323	-2.5
Saab Total	3,437	2,614	26.2	12,575	10,451	20.3
-----						
Saturn L Series	7,567	7,852	-7.5	26,494	32,483	-18.4
Saturn S Series	12,782	15,232	-19.4	39,309	56,834	-30.8
Saturn Total	20,349	23,084	-15.4	65,803	89,317	-26.3
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GM Total	191,176	181,228	1.3	661,000	784,851	-15.8
-----						
GM Car Deliveries by Production Source						
-----						
GM North America *	187,690	177,463	1.5	648,228	771,221	-15.9
-----						
GM Import	3,486	3,765	-11.1	12,772	13,630	-6.3
-----						
GM Total	191,176	181,228	1.3	661,000	784,851	-15.8
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\* Includes U.S./Canada/Mexico

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

	(1) April		Calendar Year-to-Date January - April			
	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	30,385	22,748	28.2	96,936	108,918	-11.0
Cadillac Total	11,635	7,935	40.8	40,303	39,056	3.2
Chevrolet Total	71,523	76,413	-10.1	256,685	308,424	-16.8
Oldsmobile Total	10,564	11,716	-13.4	43,309	71,848	-39.7
Pontiac Total	43,234	35,567	16.7	145,192	153,658	-5.5
Saturn Total	20,349	23,084	-15.4	65,803	89,317	-26.3
GM North America Total*	187,690	177,463	1.5	648,228	771,221	-15.9
Cadillac Total	49	1,151	-95.9	197	3,179	-93.8
Saab Total	3,437	2,614	26.2	12,575	10,451	20.3
GM Import Total	3,486	3,765	-11.1	12,772	13,630	-6.3

GM Vehicle Deliveries by Marketing Division

Buick Total	35,153	22,784	48.1	117,883	108,954	8.2
Cadillac Total	15,013	11,682	23.4	54,776	49,887	9.8
Chevrolet Total	232,428	201,523	10.7	882,029	855,503	3.1
GMC Total	45,372	39,358	10.7	172,497	164,060	5.1
HUMMER Total	55	65	-18.8	182	292	-37.7
Oldsmobile Total	14,044	15,311	-11.9	56,915	91,865	-38.0
Other-Isuzu Total	1,214	1,365	-14.6	4,331	5,355	-19.1
Pontiac Total	50,252	41,713	15.7	168,497	179,450	-6.1
Saab Total	3,437	2,614	26.2	12,575	10,451	20.3
Saturn Total	25,121	23,084	4.5	82,559	89,317	-7.6
GM Total	422,089	359,499	12.7	1,552,244	1,555,134	-0.2

\* Includes US/Canada/Mexico

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

	(1) April		Calendar Year-to-Date January - April			
	2002	2001	% Chg per S/D	2002	2001	% Chg
Selling Days (S/D)	25	24				
Rendezvous	4,768	36	***.*	20,947	36	***.*
Total Buick	4,768	36	***.*	20,947	36	***.*

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Escalade	2,429	2,596	-10.2	10,794	7,652	41.1
Escalade EXT	900	0	***.*	3,482	0	***.*
Total Cadillac	3,329	2,596	23.1	14,276	7,652	86.6
-----						
Astro	5,806	5,873	-5.1	17,702	22,191	-20.2
C/K Suburban(Chevy)	10,409	10,043	-0.5	43,471	45,549	-4.6
Chevy C/T Series	709	517	31.7	1,923	2,104	-8.6
Chevy P Models & Mtr Hms	0	3	***.*	0	27	***.*
Chevy W Series	220	143	47.7	836	674	24.0
Express Cutaway/G Cut	2,081	1,195	67.2	6,116	4,485	36.4
Express Panel/G Van	5,965	5,142	11.4	21,221	21,598	-1.7
Express/G Sportvan	2,261	1,605	35.2	5,870	5,205	12.8
Kodiak 4/5 Series	32	0	***.*	32	0	***.*
S/T Blazer	11,542	12,016	-7.8	42,506	68,139	-37.6
S/T Pickup	14,830	12,908	10.3	52,700	50,570	4.2
Tahoe	16,176	13,212	17.5	64,542	59,560	8.4
Tracker	3,540	4,242	-19.9	13,424	17,749	-24.4
TrailBlazer	15,913	355	***.*	74,566	1,447	***.*
Venture	9,046	6,787	28.0	28,704	26,118	9.9
.....						
Avalanche	7,029	1	***.*	30,983	1	***.*
Silverado-C/K Pickups	55,346	51,068	4.0	220,748	221,662	-0.4
Chevrolet Fullsize Pickups	62,375	51,069	17.3	251,731	221,663	13.6
.....						
Chevrolet Total	160,905	125,110	23.5	625,344	547,079	14.3
-----						
C/K Suburban(GMC)	0	4	***.*	0	25	***.*
Envoy	6,744	430	***.*	29,369	2,197	***.*
GMC C/T Series	1,999	870	120.6	4,424	4,037	9.6
GMC W Series	563	368	46.9	1,444	1,525	-5.3
P Models & Mtr Hms(GMC)	0	1	***.*	0	10	***.*
S/T Jimmy	149	2,876	-95.0	685	19,686	-96.5
Safari (GMC)	1,478	2,059	-31.1	4,964	7,799	-36.4
Savana Panel/G Classic	1,845	2,249	-21.2	6,246	9,193	-32.1
Savana Special/G Cut	1,334	1,243	3.0	3,251	3,028	7.4
Savana/Rally	207	198	0.4	764	718	6.4
Sierra	15,743	14,475	4.4	63,894	60,787	5.1
Sonoma	4,242	4,067	0.1	13,806	12,406	11.3
Topkick 4/5 Series	13	0	***.*	13	0	***.*
Yukon	6,022	5,821	-0.7	24,120	23,384	3.1
Yukon XL	5,033	4,697	2.9	19,517	19,265	1.3
GMC Total	45,372	39,358	10.7	172,497	164,060	5.1
-----						
HUMMER H1	55	65	-18.8	182	292	-37.7
HUMMER Total	55	65	-18.8	182	292	-37.7
-----						
Bravada	1,354	866	50.1	6,103	6,975	-12.5
Silhouette	2,126	2,729	-25.2	7,503	13,042	-42.5
Oldsmobile Total	3,480	3,595	-7.1	13,606	20,017	-32.0
-----						
Other-Isuzu F Series	152	200	-27.0	620	752	-17.6
Other-Isuzu N Series	1,062	1,165	-12.5	3,711	4,603	-19.4
Other-Isuzu Total	1,214	1,365	-14.6	4,331	5,355	-19.1
-----						
Aztek	2,591	2,394	3.9	9,267	11,052	-16.2
Montana	4,427	3,752	13.3	14,038	14,740	-4.8
Trans Sport	0	0	***.*	0	0	***.*
Pontiac Total	7,018	6,146	9.6	23,305	25,792	-9.6
-----						
VUE	4,772	0	***.*	16,756	0	***.*

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Saturn Total	4,772	0	***.*	16,756	0	***.*
GM Total	230,913	178,271	24.3	891,244	770,283	15.7
GM TRUCK Deliveries by Production Source						
GM North America *	229,603	176,990	24.5	886,544	765,068	15.9
GM Import	1,310	1,281	-1.8	4,700	5,215	-9.9
GM Total	230,913	178,271	24.3	891,244	770,283	15.7
GM Light Duty Truck Deliveries by Production Source						
GM North America *	226,163	175,004	24.1	878,241	756,551	16.1
GM Import	0	0	***.*	0	0	***.*
GM Total	226,163	175,004	24.1	878,241	756,551	16.1

\* Includes U.S./Canada/Mexico

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

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

GM TRUCK Deliveries by Production Source and Marketing Division						
Buick Total	4,768	36	***.*	20,947	36	***.*
Cadillac Total	3,329	2,596	23.1	14,276	7,652	86.6
Chevrolet Total	160,757	125,008	23.5	624,770	546,628	14.3
GMC Total	45,088	39,182	10.5	171,563	163,262	5.1
HUMMER Total	55	65	-18.8	182	292	-37.7
Oldsmobile Total	3,480	3,595	-7.1	13,606	20,017	-32.0
Other-Isuzu Total	336	362	-10.9	1,139	1,389	-18.0
Pontiac Total	7,018	6,146	9.6	23,305	25,792	-9.6
Saturn Total	4,772	0	***.*	16,756	0	***.*
GM North America Total*	229,603	176,990	24.5	886,544	765,068	15.9
Chevrolet Total	148	102	39.3	574	451	27.3
GMC Total	284	176	54.9	934	798	17.0
Other-Isuzu Total	878	1,003	-16.0	3,192	3,966	-19.5
GM Import Total	1,310	1,281	-1.8	4,700	5,215	-9.9

GM Light Truck Deliveries by Production Source and Marketing Division						
Buick Total	4,768	36	***.*	20,947	36	***.*
Cadillac Total	3,329	2,596	23.1	14,276	7,652	86.6
Chevrolet Total	159,944	124,447	23.4	622,553	544,274	14.4
GMC Total	42,797	38,119	7.8	166,616	158,488	5.1
HUMMER Total	55	65	-18.8	182	292	-37.7
Oldsmobile Total	3,480	3,595	-7.1	13,606	20,017	-32.0



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Pontiac Total	7,018	6,146	9.6	23,305	25,792	-9.6
Saturn Total	4,772	0	***.*	16,756	0	***.*
GM North America Total*	226,163	175,004	24.1	878,241	756,551	16.1

GM Light Truck Deliveries by Marketing Division

Buick Total	4,768	36	***.*	20,947	36	***.*
Cadillac Total	3,329	2,596	23.1	14,276	7,652	86.6
Chevrolet Total	159,944	124,447	23.4	622,553	544,274	14.4
GMC Total	42,797	38,119	7.8	166,616	158,488	5.1
HUMMER Total	55	65	-18.8	182	292	-37.7
Oldsmobile Total	3,480	3,595	-7.1	13,606	20,017	-32.0
Pontiac Total	7,018	6,146	9.6	23,305	25,792	-9.6
Saturn Total	4,772	0	***.*	16,756	0	***.*
GM Total	226,163	175,004	24.1	878,241	756,551	16.1

\* Includes US/Canada/Mexico

GM Production Schedule - 5/1/02

Units 000s	GMNA			GME**	GMLAAM	GMAP	Total Worldwide	Memo: Car	JV* Truck
	Car*	Truck	Total						
2002 Q2 #	677	853	1,530	471	149	70	2,220	17	18
O/(U) prior forecast:0	25	25	50	(4)	0	3	49	0	0

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

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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
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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
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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	2,008	12	11
2nd Qtr. #	677	853	1,530	471	149	70	2,220	17	18
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@ 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

May 1, 2002

By

/s/Peter R. Bible

(Peter R. Bible,  
Chief Accounting Officer)

