

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GENERAL MOTORS CORP
Form 8-K
August 01, 2006

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, DC 20549-1004

FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF
THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported) August 1, 2006

GENERAL MOTORS CORPORATION

(Exact Name of Registrant as Specified in its Charter)

| | | |
|---|-----------------------------|---|
| STATE OF DELAWARE ----- | 1-143 ----- | 38-0572515 ----- |
| (State or other jurisdiction of Incorporation or Organization) | (Commission File Number) | (I.R.S. Employer Identification No.) |
| 300 Renaissance Center, Detroit, Michigan ----- | | 48265-3000 ----- |
| (Address of Principal Executive Offices) | | (Zip Code) |

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

=====
Check the appropriate box below if the Form 8-K filing is intended to
simultaneously satisfy the filing obligation of the registrant under any of the
following provisions:

{ } Written communications pursuant to Rule 425 under the Securities Act (17 CFR
230.425)

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

- { } Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17-CFR 240.14a-12)
- { } Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- { } Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

ITEM 8.01. OTHER EVENTS

On August 1, 2006 General Motors Corporation (GM) issued a news release announcing July 2006 sales. The release is as follows:

GM Delivers 410,332 Vehicles; Best Retail Month Of 2006

Market Share Trend Continues Positive Momentum - July Anticipated at 27 Percent
Chevrolet Has Best Retail Car Sales Month Since October 2001
Pontiac G6 up 80.5 Percent; Launch Vehicles Continue Momentum
Small Utilities Up 33.2 Percent Compared to July 2005

DETROIT - General Motors' dealers in the United States sold 410,332 new cars and trucks in July, the company's best retail and second-best monthly sales performance year-to-date.

"July was our best retail month of 2006, with our strong performance led by launch vehicles such as the Pontiac Torrent and G6, Saturn Sky, Chevrolet Cobalt and Impala and Buick Lucerne," said Mark LaNeve, General Motors North America vice president, Vehicle Sales, Service and Marketing. "Importantly, our performance in June and July shows we're gaining substantial sales momentum and stabilizing market share. We remain optimistic moving into the launches of the Saturn Aura, fuel-efficient Vue Green Line hybrid and Outlook crossover, GMC Acadia crossover, the all-new Chevrolet Silverado pickup and Aveo economy car, and the exciting new GMC Sierra full-size pickup."

Average monthly sales of all GM launch vehicles in June and July were up 67 percent compared with the average monthly sales in the January through May 2006 period.

Chevrolet continues its sales supremacy with 244,080 vehicles sold, propelled by an 18.2 percent increase in Chevrolet car sales compared to last year. Chevrolet sold 81,430 cars in July 2006, compared with 71,634 in July 2005, and had its best selling month since "Keep America Rolling" in October 2001.

Chevrolet had its best retail performance of the year and Cobalt had its best retail sales month since launch. Of note, retail passenger car sales are up versus a strong July last year, demonstrating GM can compete in all product categories.

Pontiac retail sales for the month showed a 15.9 percent increase compared with July 2005, with total sales of 40,933. Solstice continues to be one of the

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

hottest cars in the country with a 14 day average turn time. G6 had its best selling month since introduction and the G6 convertible is red-hot with an 11 day average turn time. The GTO saw a 65.1 percent increase in sales compared with a year ago and set a July sales record. The Torrent crossover also achieved an all-time sales record, with 4,830 vehicles sold in July.

Buick Lucerne, Pontiac G6, Chevy Malibu and Impala drove the mid-car category to its highest July sales level since 2004. Buick Lucerne set an all-time retail sales record with 9,145 vehicles delivered in July and Pontiac G6 also set an all-time sales record, up 80.5 percent. Chevrolet Malibu is up 25.2 percent, while Impala had its best retail sales month since August 2003 with sales up 59.6 percent.

Other GM divisions posted solid results as HUMMER H3 showed a 24.1 percent increase compared with July 2005 and was up 36.6 percent compared to June 2006. HUMMER had its best sales month of the year with 6,991 deliveries. CYTD HUMMER sales of 39,786 vehicles are up 60.1 percent compared with the same seven months one year ago. Saturn car sales are up compared with July 2005, with 64,691 vehicles delivered, and the Sky had a strong start with 860 vehicles sold in July. Buick delivered 23,609 vehicles in the month, with Lucerne achieving its best retail sales month since launch and LaCrosse having its best retail sales month since December 2005.

Chevrolet HHR, Equinox, Saturn Vue and Pontiac Torrent pushed total small utility sales up 33.2 percent compared with a year ago, and up more than 49 percent in the first seven months of the year compared to the same period a year ago. HHR had its best retail sales month since launch, and set an all-time total sales record with 14,838 vehicles delivered, up 249.6 percent compared with July 2005, and CYTD deliveries of 66,828 vehicles. Chevrolet Equinox had its best retail sales month of the year.

On the truck side of the market, full-size pickup trucks had their strongest sales month of the year with 66,583 Chevy Silverado and 22,947 GMC Sierra trucks sold. GMC had its best retail sales month of the year, with 48,085 vehicles delivered, and the GMC Canyon had its best retail month of the year, delivering 2,717 trucks. GM sold 4,455 all-new 2007 Chevy Avalanche, 12,950 Tahoe, 6,269 Suburban, 6,022 GMC Yukon, and 3,385 Yukon XL vehicles in July. GM's luxury utilities posted solid sales results in July, with the all-new 2007 Cadillac Escalade selling 2,105 vehicles; 2007 Escalade ESV selling 1,120 vehicles; and Cadillac SRX delivering 1,822 vehicles. July was the best sales month of the year for large utilities (including large luxury) with 37,455 vehicles sold.

GM sports cars also posted solid July sales results, with a 100.1 percent improvement compared with year-ago levels. Corvette sales were up 55.2 percent, with 2,794 vehicles delivered. Pontiac Solstice (1,342 vehicles) and Saturn Sky (860 vehicles) are continuing their brisk sales pace.

Despite total sales being down 19.5 percent compared with July 2005, LaNeve was very encouraged by strong June and July sales results, led by GM's launch vehicle and passenger car performance. "Our 'Go To Market' strategy of offering industry-leading products and value, and doing the right thing for the customer, is showing positive results."

Certified Used Vehicles

July sales for all certified GM brands, including GM Certified Used Vehicles, Cadillac Certified Pre-Owned Vehicles, Saturn Certified Pre-Owned Vehicles, Saab Certified Pre-Owned Vehicles and HUMMER Certified Pre-Owned Vehicles, were

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

39,282 units, down 22 percent from last July. Total year-to-date certified GM sales are 302,879 units, down 1 percent from the same period last year.

GM Certified Used Vehicles, the industry's top-selling certified pre-owned brand, posted 33,404 sales in July, down 22 percent from July 2005. Year-to-date sales for GM Certified Used Vehicles are 262,082 units, up 1.2 percent.

Cadillac Certified Pre-Owned Vehicles posted 3,151 sales in July, down 12 percent from last July. Saturn Certified Pre-Owned Vehicles sold 1,798 units, down 41 percent. Saab Certified Pre-Owned Vehicles sold 863 units, up 7 percent. In its seventh month of operation, HUMMER Certified Pre-Owned sold 66 units.

"July was a challenging month, with sales for all certified GM brands down compared to our record performance last July, when GM set a monthly category sales record," said LaNeve. "GM Certified Used Vehicles, the industry's top-selling certified brand, continues to lead all manufacturers in the category, with sales year-to-date up more than 1 percent from the same period in 2005. A strong month on the new-vehicle side and the recent 72-Hour Sale promotion generated large volumes of certified-eligible vehicles, and we look forward to robust sales in coming months."

GM North America Reports July 2006 Production and Third Quarter Forecast

In July, GM North America produced 199,500 vehicles (77,000 cars and 122,500 trucks). This is down 500 units or 0.25 percent compared to July 2005 when the region produced 200,000 vehicles (77,000 cars and 123,000 trucks). (Production totals include joint venture production of 13,000 vehicles in July 2006 and 11,500 vehicles in July 2005.)

The region's 2006 third quarter production forecast remains unchanged at 1.050 million vehicles (405,000 cars and 645,000 trucks).

GM also announced 2006 final second quarter production and revised third quarter production forecasts for its international regions.

GM Europe - GM Europe produced 495,000 vehicles in the second quarter of 2006. This is down 6,000 units compared to second quarter 2005 when the region produced 501,000 vehicles. The region's 2006 third quarter production forecast remains unchanged at 372,000 vehicles. In the third quarter of 2005 the region built 412,000 vehicles.

GM Asia Pacific - The region produced 482,000 vehicles in the second quarter of 2006. This is up 84,000 units or 21 percent compared to second quarter 2005 when the region produced 398,000 vehicles. GM Asia Pacific's 2006 third quarter production forecast is revised at 486,000 vehicles, down 20,000 units from last month's guidance. In the third quarter of 2005, the region built 409,000 vehicles.

GM Latin America, Africa and the Middle East - GM Latin America and the Middle East produced 206,000 vehicles in the second quarter of 2006. This is up 11,000 units, or 6 percent, compared to second quarter 2005 when the region produced 195,000 vehicles. The region's 2006 third quarter production forecast remains unchanged at 217,000 vehicles. In the third quarter of 2005, the region built 207,000 vehicles.

General Motors Corp. (NYSE: GM), the world's largest automaker, has been the global industry sales leader for 75 years. Founded in 1908, GM today employs about 327,000 people around the world. With global headquarters in Detroit, GM manufactures its cars and trucks in 33 countries. In 2005, 9.17 million GM cars and trucks were sold globally under the following brands: Buick, Cadillac,

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Chevrolet, GMC, GM Daewoo, Holden, HUMMER, Opel, Pontiac, Saab, Saturn and Vauxhall. GM operates one of the world's leading finance companies, GMAC Financial Services, which offers automotive, residential and commercial financing and insurance. GM's OnStar subsidiary is the industry leader in vehicle safety, security and information services. More information on GM can be found at www.gm.com.

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, we use words like "expect," "anticipate," "estimate," "forecast," "objective," "plan," "goal" and similar expressions to identify forward looking statements, representing our current judgment about possible future events. We believe these judgments are reasonable, but actual results may differ materially due to a variety of important factors. Among other items, such factors might include: the pace of introductions and market acceptance of new products; the effect of competition on our markets and significant changes in the competitive environment; price increases or shortages of fuel; and changes in laws, regulations or tax rates. GM's most recent annual report on Form 10-K and quarterly report on Form 10-Q provide information about these factors, which may be revised or supplemented in future reports to the SEC on Form 10-Q or 8-K.

#

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

| | July | | | Calendar Year-to-Date January - July | | |
|---------------------|---------|---------|------------------|---|-----------|-------|
| | 2006 | 2005 | % Chg per S/D | 2006 | 2005 | %Chg |
| Curr S/D: 25 | | | | | | |
| Prev S/D: 26 | | | | | | |
| Vehicle Total | 410,332 | 530,027 | -19.5 | 2,477,289 | 2,882,397 | -14.1 |
| Car Total | 162,203 | 169,372 | -0.4 | 979,162 | 1,088,483 | -10.0 |
| Truck Total | 248,129 | 360,655 | -28.4 | 1,498,127 | 1,793,914 | -16.5 |
| Light Truck Total | 244,095 | 354,846 | -28.5 | 1,463,173 | 1,756,356 | -16.7 |
| Light Vehicle Total | 406,298 | 524,218 | -19.4 | 2,442,335 | 2,844,839 | -14.1 |

| Market Division Vehicle Total | July | | | Calendar Year-to-Date January - July | | |
|----------------------------------|---------|---------|------------------|---|-----------|-------|
| | 2006 | 2005 | % Chg per S/D | 2006 | 2005 | %Chg |
| Buick | 23,609 | 37,618 | -34.7 | 148,725 | 186,472 | -20.2 |
| Cadillac | 19,124 | 25,431 | -21.8 | 129,744 | 147,031 | -11.8 |
| Chevrolet | 244,080 | 306,160 | -17.1 | 1,476,481 | 1,714,493 | -13.9 |
| GMC | 48,085 | 78,717 | -36.5 | 281,833 | 387,019 | -27.2 |
| HUMMER | 6,991 | 7,476 | -2.7 | 39,786 | 24,844 | 60.1 |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| | | | | | | |
|---------------|--------|--------|-------|---------|---------|-------|
| Oldsmobile | 0 | 109 | ***.* | 96 | 1,541 | -93.8 |
| Other - Isuzu | 1,336 | 1,035 | 34.2 | 8,428 | 8,449 | -0.2 |
| Pontiac | 40,933 | 42,541 | 0.1 | 244,870 | 256,186 | -4.4 |
| Saab | 3,658 | 6,469 | -41.2 | 21,349 | 27,437 | -22.2 |
| Saturn | 22,516 | 24,471 | -4.3 | 125,977 | 128,925 | -2.3 |

Sales of Vehicles Produced in US/Canada/Mexico

| | | | | | | |
|-------------|---------|---------|-------|-----------|-----------|-------|
| Car | 151,133 | 156,173 | 0.6 | 919,246 | 1,012,527 | -9.2 |
| Light Truck | 244,095 | 354,846 | -28.5 | 1,463,173 | 1,756,356 | -16.7 |

Twenty-five selling days for the July 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.

2-1P
GM Car Deliveries - (United States)
July 2006

| | July | | | Calendar Year-to-Date January - July | | |
|--------------------|--------|--------|------------------|---|---------|-------|
| | 2006 | 2005 | % Chg per S/D | 2006 | 2005 | %Chg |
| Selling Days (S/D) | 25 | 26 | | | | |
| Century | 3 | 530 | -99.4 | 77 | 5,909 | -98.7 |
| LaCrosse | 8,152 | 13,327 | -36.4 | 42,685 | 58,441 | -27.0 |
| LeSabre | 102 | 12,678 | -99.2 | 2,019 | 59,039 | -96.6 |
| Lucerne | 9,983 | 0 | ***.* | 57,106 | 0 | ***.* |
| Park Avenue | 1 | 112 | -99.1 | 31 | 2,028 | -98.5 |
| Regal | 0 | 31 | ***.* | 30 | 539 | -94.4 |
| Buick Total | 18,241 | 26,678 | -28.9 | 101,948 | 125,956 | -19.1 |
| CTS | 5,623 | 6,338 | -7.7 | 34,672 | 39,446 | -12.1 |
| DeVille | 39 | 4,775 | -99.2 | 648 | 34,986 | -98.1 |
| DTS | 4,458 | 0 | ***.* | 33,009 | 0 | ***.* |
| Seville | 0 | 4 | ***.* | 9 | 129 | -93.0 |
| STS | 2,356 | 4,041 | -39.4 | 14,805 | 21,518 | -31.2 |
| XLR | 252 | 328 | -20.1 | 2,065 | 2,695 | -23.4 |
| Cadillac Total | 12,728 | 15,486 | -14.5 | 85,208 | 98,774 | -13.7 |
| Aveo | 6,552 | 6,550 | 4.0 | 35,078 | 41,795 | -16.1 |
| Cavalier | 37 | 455 | -91.5 | 307 | 17,792 | -98.3 |
| Classic | 2 | 6 | -65.3 | 7 | 42,356 | ***.* |
| Cobalt | 23,961 | 27,484 | -9.3 | 143,913 | 130,465 | 10.3 |
| Corvette | 2,794 | 1,872 | 55.2 | 21,857 | 18,506 | 18.1 |
| Impala | 26,480 | 17,259 | 59.6 | 171,210 | 141,019 | 21.4 |
| Malibu | 17,662 | 14,671 | 25.2 | 107,489 | 115,534 | -7.0 |
| Monte Carlo | 3,524 | 2,547 | 43.9 | 20,907 | 20,889 | 0.1 |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| | | | | | | |
|------------------|---------|---------|-------|---------|-----------|-------|
| SSR | 418 | 790 | -45.0 | 2,976 | 5,784 | -48.5 |
| Chevrolet Total | 81,430 | 71,634 | 18.2 | 503,744 | 534,140 | -5.7 |
| ----- | | | | | | |
| Alero | 0 | 85 | ***.* | 67 | 1,131 | -94.1 |
| Aurora | 0 | 0 | ***.* | 0 | 18 | ***.* |
| Oldsmobile Total | 0 | 85 | ***.* | 67 | 1,149 | -94.2 |
| ----- | | | | | | |
| Bonneville | 66 | 960 | -92.9 | 946 | 8,192 | -88.5 |
| G5 | 186 | 0 | ***.* | 191 | 0 | ***.* |
| G6 | 17,516 | 10,091 | 80.5 | 92,278 | 63,532 | 45.2 |
| Grand Am | 52 | 552 | -90.2 | 692 | 30,352 | -97.7 |
| Grand Prix | 8,815 | 15,770 | -41.9 | 62,813 | 64,274 | -2.3 |
| GTO | 1,373 | 865 | 65.1 | 6,910 | 7,772 | -11.1 |
| Solstice | 1,342 | 0 | ***.* | 12,888 | 0 | ***.* |
| Sunfire | 59 | 1,714 | -96.4 | 776 | 21,312 | -96.4 |
| Vibe | 6,060 | 8,924 | -29.4 | 28,082 | 42,244 | -33.5 |
| Pontiac Total | 35,469 | 38,876 | -5.1 | 205,576 | 237,678 | -13.5 |
| ----- | | | | | | |
| 9-2X | 175 | 1,272 | -85.7 | 683 | 5,497 | -87.6 |
| 9-3 | 2,548 | 3,522 | -24.8 | 14,637 | 16,895 | -13.4 |
| 9-5 | 422 | 990 | -55.7 | 2,608 | 3,997 | -34.8 |
| Saab Total | 3,145 | 5,784 | -43.5 | 17,928 | 26,389 | -32.1 |
| ----- | | | | | | |
| Aura | 1 | 0 | ***.* | 1 | 0 | ***.* |
| ION | 10,329 | 10,585 | 1.5 | 60,969 | 59,505 | 2.5 |
| Saturn L Series | 0 | 244 | ***.* | 20 | 4,892 | -99.6 |
| Sky | 860 | 0 | ***.* | 3,701 | 0 | ***.* |
| Saturn Total | 11,190 | 10,829 | 7.5 | 64,691 | 64,397 | 0.5 |
| ----- | | | | | | |
| GM Total | 162,203 | 169,372 | -0.4 | 979,162 | 1,088,483 | -10.0 |

GM Car Deliveries by Production Source

| | | | | | | |
|--------------------|---------|---------|-------|---------|-----------|-------|
| GM North America * | 151,133 | 156,173 | 0.6 | 919,246 | 1,012,527 | -9.2 |
| GM Import | 11,070 | 13,199 | -12.8 | 59,916 | 75,956 | -21.1 |
| GM Total | 162,203 | 169,372 | -0.4 | 979,162 | 1,088,483 | -10.0 |

* Includes U.S./Canada/Mexico

2-1P
GM Car Deliveries - (United States)
July 2006

| | July | | Calendar Year-to-Date January - July | | | |
|--------------------|------|------|---|------|------|------|
| | 2006 | 2005 | % Chg per S/D | 2006 | 2005 | %Chg |
| Selling Days (S/D) | 25 | 26 | | | | |

GM Car Deliveries by Production Source and Marketing Division

| | | | | | | |
|-----------------|--------|--------|-------|---------|---------|-------|
| Buick Total | 18,241 | 26,678 | -28.9 | 101,948 | 125,956 | -19.1 |
| Cadillac Total | 12,728 | 15,486 | -14.5 | 85,208 | 98,774 | -13.7 |
| Chevrolet Total | 74,878 | 65,084 | 19.7 | 468,666 | 492,345 | -4.8 |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| | | | | | | |
|----------------------------|---------|---------|-------|---------|-----------|-------|
| Oldsmobile Total | 0 | 85 | ***.* | 67 | 1,149 | -94.2 |
| Pontiac Total | 34,096 | 38,011 | -6.7 | 198,666 | 229,906 | -13.6 |
| Saturn Total | 11,190 | 10,829 | 7.5 | 64,691 | 64,397 | 0.5 |
| GM North America Total* | 151,133 | 156,173 | 0.6 | 919,246 | 1,012,527 | -9.2 |
| ----- | | | | | | |
| Chevrolet Total | 6,552 | 6,550 | 4.0 | 35,078 | 41,795 | -16.1 |
| Pontiac Total | 1,373 | 865 | 65.1 | 6,910 | 7,772 | -11.1 |
| Saab Total | 3,145 | 5,784 | -43.5 | 17,928 | 26,389 | -32.1 |
| GM Import Total | 11,070 | 13,199 | -12.8 | 59,916 | 75,956 | -21.1 |

GM Vehicle Deliveries by Marketing Division

| | | | | | | |
|-------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 23,609 | 37,618 | -34.7 | 148,725 | 186,472 | -20.2 |
| Cadillac Total | 19,124 | 25,431 | -21.8 | 129,744 | 147,031 | -11.8 |
| Chevrolet Total | 244,080 | 306,160 | -17.1 | 1,476,481 | 1,714,493 | -13.9 |
| GMC Total | 48,085 | 78,717 | -36.5 | 281,833 | 387,019 | -27.2 |
| HUMMER Total | 6,991 | 7,476 | -2.7 | 39,786 | 24,844 | 60.1 |
| Oldsmobile Total | 0 | 109 | ***.* | 96 | 1,541 | -93.8 |
| Other-Isuzu Total | 1,336 | 1,035 | 34.2 | 8,428 | 8,449 | -0.2 |
| Pontiac Total | 40,933 | 42,541 | 0.1 | 244,870 | 256,186 | -4.4 |
| Saab Total | 3,658 | 6,469 | -41.2 | 21,349 | 27,437 | -22.2 |
| Saturn Total | 22,516 | 24,471 | -4.3 | 125,977 | 128,925 | -2.3 |
| GM Total | 410,332 | 530,027 | -19.5 | 2,477,289 | 2,882,397 | -14.1 |

* Includes US/Canada/Mexico

3-1P
GM Truck Deliveries - (United States)
July 2006

| | July | | % Chg per S/D | Calendar Year-to-Date January - July | | |
|-----------------------|--------|--------|------------------|---|--------|-------|
| | 2006 | 2005 | | 2006 | 2005 | %Chg |
| Selling Days (S/D) | 25 | 26 | | | | |
| Rainier | 858 | 2,161 | -58.7 | 9,076 | 9,711 | -6.5 |
| Rendezvous | 3,222 | 5,794 | -42.2 | 29,744 | 39,211 | -24.1 |
| Terraza | 1,288 | 2,985 | -55.1 | 7,957 | 11,594 | -31.4 |
| Total Buick | 5,368 | 10,940 | -49.0 | 46,777 | 60,516 | -22.7 |
| Escalade | 2,549 | 4,023 | -34.1 | 21,423 | 19,087 | 12.2 |
| Escalade ESV | 1,551 | 1,905 | -15.3 | 6,892 | 9,090 | -24.2 |
| Escalade EXT | 474 | 1,024 | -51.9 | 2,683 | 5,440 | -50.7 |
| SRX | 1,822 | 2,993 | -36.7 | 13,538 | 14,640 | -7.5 |
| Total Cadillac | 6,396 | 9,945 | -33.1 | 44,536 | 48,257 | -7.7 |
| Astro | 7 | 1,579 | -99.5 | 351 | 16,130 | -97.8 |
| C/K Suburban(Chevy) | 7,319 | 12,786 | -40.5 | 41,572 | 57,567 | -27.8 |
| Chevy C/T Series | 25 | 31 | -16.1 | 183 | 157 | 16.6 |
| Chevy W Series | 194 | 178 | 13.3 | 1,703 | 1,604 | 6.2 |
| Colorado | 10,149 | 16,113 | -34.5 | 55,528 | 91,500 | -39.3 |
| Equinox | 13,002 | 17,571 | -23.0 | 69,333 | 88,556 | -21.7 |
| Express Cutaway/G Cut | 1,600 | 1,563 | 6.5 | 11,830 | 10,910 | 8.4 |
| Express Panel/G Van | 6,911 | 9,842 | -27.0 | 51,856 | 54,058 | -4.1 |
| Express/G Sportvan | 1,193 | 1,471 | -15.7 | 11,964 | 14,273 | -16.2 |
| HHR | 14,838 | 4,414 | 249.6 | 66,828 | 4,414 | ***.* |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| | | | | | | |
|------------------------|---------|---------|-------|-----------|-----------|-------|
| Kodiak 4/5 Series | 733 | 989 | -22.9 | 7,259 | 6,339 | 14.5 |
| Kodiak 6/7/8 Series | 267 | 328 | -15.3 | 2,283 | 2,482 | -8.0 |
| S/T Blazer | 5 | 366 | -98.6 | 98 | 4,398 | -97.8 |
| S/T Pickup | 0 | 2 | ***.* | 4 | 142 | -97.2 |
| Tahoe | 13,481 | 22,635 | -38.1 | 98,414 | 104,107 | -5.5 |
| Tracker | 0 | 14 | ***.* | 11 | 457 | -97.6 |
| TrailBlazer | 13,805 | 28,922 | -50.4 | 105,817 | 147,301 | -28.2 |
| Uplander | 5,819 | 9,278 | -34.8 | 38,328 | 45,474 | -15.7 |
| Venture | 6 | 726 | -99.1 | 171 | 6,255 | -97.3 |
| | | | | | | |
| Avalanche | 6,713 | 9,812 | -28.8 | 25,452 | 44,095 | -42.3 |
| Silverado-C/K | | | | | | |
| Pickup | 66,583 | 95,906 | -27.8 | 383,752 | 480,134 | -20.1 |
| Chevrolet Fullsize | | | | | | |
| Pickups | 73,296 | 105,718 | -27.9 | 409,204 | 524,229 | -21.9 |
| | | | | | | |
| Chevrolet Total | 162,650 | 234,526 | -27.9 | 972,737 | 1,180,353 | -17.6 |
| ----- | | | | | | |
| Canyon | 2,717 | 4,555 | -38.0 | 13,741 | 24,801 | -44.6 |
| Envoy | 7,673 | 15,168 | -47.4 | 44,667 | 72,414 | -38.3 |
| GMC C/T Series | 17 | 18 | -1.8 | 136 | 130 | 4.6 |
| GMC W Series | 502 | 837 | -37.6 | 3,042 | 3,706 | -17.9 |
| Safari (GMC) | 1 | 276 | -99.6 | 56 | 2,911 | -98.1 |
| Savana Panel/G Classic | 1,570 | 2,176 | -25.0 | 10,559 | 13,659 | -22.7 |
| Savana Special/G Cut | 754 | 907 | -13.5 | 8,405 | 9,645 | -12.9 |
| Savana/Rally | 288 | 125 | 139.6 | 1,738 | 1,402 | 24.0 |
| Sierra | 22,947 | 31,896 | -25.2 | 124,565 | 158,077 | -21.2 |
| Sonoma | 0 | 0 | ***.* | 0 | 63 | ***.* |
| Topkick 4/5 Series | 573 | 1,966 | -69.7 | 7,412 | 9,680 | -23.4 |
| Topkick 6/7/8 Series | 387 | 427 | -5.7 | 4,508 | 5,011 | -10.0 |
| Yukon | 6,384 | 11,977 | -44.6 | 39,324 | 50,392 | -22.0 |
| Yukon XL | 4,272 | 8,389 | -47.0 | 23,680 | 35,128 | -32.6 |
| GMC Total | 48,085 | 78,717 | -36.5 | 281,833 | 387,019 | -27.2 |
| ----- | | | | | | |
| HUMMER H1 | 34 | 29 | 21.9 | 229 | 228 | 0.4 |
| HUMMER H2 | 1,391 | 2,783 | -48.0 | 9,752 | 15,152 | -35.6 |
| HUMMER H3 | 5,566 | 4,664 | 24.1 | 29,805 | 9,464 | 214.9 |
| HUMMER Total | 6,991 | 7,476 | -2.7 | 39,786 | 24,844 | 60.1 |
| ----- | | | | | | |
| Bravada | 0 | 20 | ***.* | 19 | 267 | -92.9 |
| Silhouette | 0 | 4 | ***.* | 10 | 125 | -92.0 |
| Oldsmobile Total | 0 | 24 | ***.* | 29 | 392 | -92.6 |
| ----- | | | | | | |
| Other-Isuzu F Series | 113 | 108 | 8.8 | 771 | 686 | 12.4 |
| Other-Isuzu H Series | 11 | 9 | 27.1 | 81 | 31 | 161.3 |
| Other-Isuzu N Series | 1,212 | 918 | 37.3 | 7,576 | 7,732 | -2.0 |
| Other-Isuzu Total | 1,336 | 1,035 | 34.2 | 8,428 | 8,449 | -0.2 |
| ----- | | | | | | |
| Aztek | 16 | 476 | -96.5 | 295 | 4,003 | -92.6 |
| Montana | 21 | 410 | -94.7 | 321 | 2,944 | -89.1 |
| Montana SV6 | 597 | 2,779 | -77.7 | 11,627 | 11,561 | 0.6 |
| Torrent | 4,830 | 0 | ***.* | 27,051 | 0 | ***.* |
| Pontiac Total | 5,464 | 3,665 | 55.0 | 39,294 | 18,508 | 112.3 |
| ----- | | | | | | |
| 9-7X | 513 | 685 | -22.1 | 3,421 | 1,048 | 226.4 |
| Saab Total | 513 | 685 | -22.1 | 3,421 | 1,048 | 226.4 |
| ----- | | | | | | |
| Relay | 593 | 1,755 | -64.9 | 3,960 | 10,322 | -61.6 |
| VUE | 10,733 | 11,887 | -6.1 | 57,326 | 54,206 | 5.8 |
| Saturn Total | 11,326 | 13,642 | -13.7 | 61,286 | 64,528 | -5.0 |
| ----- | | | | | | |
| GM Total | 248,129 | 360,655 | -28.4 | 1,498,127 | 1,793,914 | -16.5 |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| GM TRUCK Deliveries by Production Source | | | | | | |
|--|---------|---------|-------|-----------|-----------|-------|
| GM North America * | 246,450 | 358,949 | -28.6 | 1,487,832 | 1,782,742 | -16.5 |
| GM Import | 1,679 | 1,706 | 2.4 | 10,295 | 11,172 | -7.8 |
| GM Total | 248,129 | 360,655 | -28.4 | 1,498,127 | 1,793,914 | -16.5 |

| GM Light Duty Truck Deliveries by Production Source | | | | | | |
|---|---------|---------|-------|-----------|-----------|-------|
| GM North America * | 244,095 | 354,846 | -28.5 | 1,463,173 | 1,756,356 | -16.7 |
| GM Import | 0 | 0 | ***.* | 0 | 0 | ***.* |
| GM Total | 244,095 | 354,846 | -28.5 | 1,463,173 | 1,756,356 | -16.7 |

* Includes U.S./Canada/Mexico

3-1P
GM Truck Deliveries - (United States)
July 2006

| | July | | | Calendar Year-to-Date January - July | | |
|--------------------|------|------|------------------|---|------|------|
| | 2006 | 2005 | % Chg per S/D | 2006 | 2005 | %Chg |
| Selling Days (S/D) | 25 | 26 | | | | |

| GM TRUCK Deliveries by Production Source and Marketing Division | | | | | | |
|---|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 5,368 | 10,940 | -49.0 | 46,777 | 60,516 | -22.7 |
| Cadillac Total | 6,396 | 9,945 | -33.1 | 44,536 | 48,257 | -7.7 |
| Chevrolet Total | 162,512 | 234,401 | -27.9 | 971,543 | 1,179,200 | -17.6 |
| GMC Total | 47,683 | 77,946 | -36.4 | 279,413 | 383,853 | -27.2 |
| HUMMER Total | 6,991 | 7,476 | -2.7 | 39,786 | 24,844 | 60.1 |
| Oldsmobile Total | 0 | 24 | ***.* | 29 | 392 | -92.6 |
| Other-Isuzu Total | 197 | 225 | -8.9 | 1,747 | 1,596 | 9.5 |
| Pontiac Total | 5,464 | 3,665 | 55.0 | 39,294 | 18,508 | 112.3 |
| Saab Total | 513 | 685 | -22.1 | 3,421 | 1,048 | 226.4 |
| Saturn Total | 11,326 | 13,642 | -13.7 | 61,286 | 64,528 | -5.0 |
| GM North America Total* | 246,450 | 358,949 | -28.6 | 1,487,832 | 1,782,742 | -16.5 |
| Chevrolet Total | 138 | 125 | 14.8 | 1,194 | 1,153 | 3.6 |
| GMC Total | 402 | 771 | -45.8 | 2,420 | 3,166 | -23.6 |
| Other-Isuzu Total | 1,139 | 810 | 46.2 | 6,681 | 6,853 | -2.5 |
| GM Import Total | 1,679 | 1,706 | 2.4 | 10,295 | 11,172 | -7.8 |

| GM Light Truck Deliveries by Production Source and Marketing Division | | | | | | |
|---|---------|---------|-------|---------|-----------|-------|
| Buick Total | 5,368 | 10,940 | -49.0 | 46,777 | 60,516 | -22.7 |
| Cadillac Total | 6,396 | 9,945 | -33.1 | 44,536 | 48,257 | -7.7 |
| Chevrolet Total | 161,431 | 233,000 | -27.9 | 961,309 | 1,169,771 | -17.8 |
| GMC Total | 46,606 | 75,469 | -35.8 | 266,735 | 368,492 | -27.6 |
| HUMMER Total | 6,991 | 7,476 | -2.7 | 39,786 | 24,844 | 60.1 |
| Oldsmobile Total | 0 | 24 | ***.* | 29 | 392 | -92.6 |
| Pontiac Total | 5,464 | 3,665 | 55.0 | 39,294 | 18,508 | 112.3 |
| Saab Total | 513 | 685 | -22.1 | 3,421 | 1,048 | 226.4 |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| | | | | | | |
|------------------|---------|---------|-------|-----------|-----------|-------|
| Saturn Total | 11,326 | 13,642 | -13.7 | 61,286 | 64,528 | -5.0 |
| GM North America | | | | | | |
| Total* | 244,095 | 354,846 | -28.5 | 1,463,173 | 1,756,356 | -16.7 |

GM Light Truck Deliveries by Marketing Division

| | | | | | | |
|------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 5,368 | 10,940 | -49.0 | 46,777 | 60,516 | -22.7 |
| Cadillac Total | 6,396 | 9,945 | -33.1 | 44,536 | 48,257 | -7.7 |
| Chevrolet Total | 161,431 | 233,000 | -27.9 | 961,309 | 1,169,771 | -17.8 |
| GMC Total | 46,606 | 75,469 | -35.8 | 266,735 | 368,492 | -27.6 |
| HUMMER Total | 6,991 | 7,476 | -2.7 | 39,786 | 24,844 | 60.1 |
| Oldsmobile Total | 0 | 24 | ***.* | 29 | 392 | -92.6 |
| Pontiac Total | 5,464 | 3,665 | 55.0 | 39,294 | 18,508 | 112.3 |
| Saab Total | 513 | 685 | -22.1 | 3,421 | 1,048 | 226.4 |
| Saturn Total | 11,326 | 13,642 | -13.7 | 61,286 | 64,528 | -5.0 |
| GM Total | 244,095 | 354,846 | -28.5 | 1,463,173 | 1,756,356 | -16.7 |

* Includes US/Canada/Mexico

GM Production Schedule - 08/01/06

| Units 000s | GMNA | | | GME2 | GMLAAM3 | GMAP4 | Total Worldwide | GMNA 1 | | International |
|-----------------------------|------|--------|-------|------|---------|-------|--------------------|--------|-------|---------------|
| | Car1 | Truck1 | Total | | | | | Car | Truck | |
| 2006 Q3 # | 405 | 645 | 1,050 | 372 | 217 | 486 | 2,125 | 12 | 48 | 231 |
| O/(U) prior forecast:@ * | 0 | 0 | 0 | 0 | 0 | (20) | (20) | 0 | 0 | (17) |

| Units 000s | GMNA | | | GME2 | GMLAAM3 | GMAP4 | Total Worldwide | GMNA 1 | | International |
|------------|-------|--------|-------|-------|---------|-------|--------------------|--------|-------|---------------|
| | Car1 | Truck1 | Total | | | | | Car | Truck | |
| 2001 | | | | | | | | | | |
| 1st Qtr. | 580 | 634 | 1,214 | 538 | 138 | 51 | 1,941 | 18 | 9 | NA |
| 2nd Qtr. | 638 | 726 | 1,364 | 491 | 165 | 64 | 2,084 | 13 | 16 | NA |
| 3rd Qtr. | 574 | 664 | 1,238 | 373 | 146 | 74 | 1,832 | 11 | 15 | NA |
| 4th Qtr. | 573 | 721 | 1,294 | 441 | 127 | 67 | 1,929 | 9 | 16 | NA |
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| CY | 2,365 | 2,745 | 5,110 | 1,842 | 575 | 256 | 7,786 | 51 | 56 | NA |
| 2002 | | | | | | | | | | |
| 1st Qtr. | 600 | 753 | 1,353 | 456 | 131 | 65 | 2,005 | 11 | 11 | NA |
| 2nd Qtr. | 688 | 865 | 1,553 | 453 | 141 | 74 | 2,221 | 15 | 17 | NA |
| 3rd Qtr. | 568 | 740 | 1,308 | 408 | 132 | 87 | 1,935 | 19 | 20 | NA |
| 4th Qtr. | 602 | 824 | 1,426 | 453 | 157 | 81 | 2,117 | 14 | 25 | NA |
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| CY | 2,458 | 3,182 | 5,640 | 1,770 | 561 | 307 | 8,278 | 59 | 73 | NA |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| | | | | | | | | | | |
|------------|-------|-------|-------|-------|-----|-------|-------|----|-----|-------|
| 2003 | | | | | | | | | | |
| 1st Qtr. | 591 | 860 | 1,451 | 491 | 127 | 77 | 2,146 | 19 | 24 | NA |
| 2nd Qtr. | 543 | 837 | 1,380 | 488 | 128 | 90 | 2,086 | 19 | 24 | NA |
| 3rd Qtr. | 492 | 753 | 1,245 | 393 | 135 | 120 | 1,893 | 20 | 17 | NA |
| 4th Qtr. | 558 | 827 | 1,385 | 446 | 157 | 133 | 2,121 | 16 | 20 | NA |
| | ----- | ----- | ----- | ----- | --- | --- | ----- | -- | -- | |
| CY | 2,184 | 3,277 | 5,461 | 1,818 | 547 | 420 | 8,246 | 74 | 85 | NA |
| 2004 | | | | | | | | | | |
| 1st Qtr. | 525 | 820 | 1,345 | 473 | 159 | 296 | 2,273 | 19 | 19 | 247 |
| 2nd Qtr. | 543 | 846 | 1,389 | 503 | 172 | 337 | 2,401 | 18 | 48 | 284 |
| 3rd Qtr. | 463 | 746 | 1,209 | 411 | 185 | 314 | 2,119 | 16 | 43 | 261 |
| 4th Qtr. | 466 | 811 | 1,277 | 442 | 200 | 386 | 2,305 | 17 | 47 | 324 |
| | ----- | ----- | ----- | ----- | --- | ----- | ----- | -- | --- | ----- |
| CY | 1,997 | 3,223 | 5,220 | 1,829 | 716 | 1,333 | 9,098 | 70 | 158 | 1,116 |
| 2005 | | | | | | | | | | |
| 1st Qtr. | 470 | 712 | 1,182 | 502 | 185 | 335 | 2,204 | 16 | 51 | 286 |
| 2nd Qtr. | 458 | 789 | 1,247 | 501 | 195 | 398 | 2,341 | 17 | 49 | 337 |
| 3rd Qtr. | 423 | 723 | 1,146 | 412 | 207 | 409 | 2,174 | 15 | 50 | 199 |
| 4th Qtr. | 483 | 798 | 1,281 | 443 | 188 | 420 | 2,332 | 14 | 68 | 197 |
| | ----- | ----- | ----- | ----- | --- | ----- | ----- | -- | --- | ----- |
| CY | 1,834 | 3,022 | 4,856 | 1,858 | 775 | 1,562 | 9,051 | 62 | 218 | 1,019 |
| 2006 | | | | | | | | | | |
| 1st Qtr. | 496 | 759 | 1,255 | 494 | 194 | 472 | 2,415 | 18 | 50 | 246 |
| 2nd Qtr. | 462 | 775 | 1,237 | 495 | 206 | 482 | 2,420 | 17 | 58 | 258 |
| 3rd Qtr. # | 405 | 645 | 1,050 | 372 | 217 | 486 | 2,125 | 12 | 48 | 231 |

See notes on next page.

* Variance reported only if current production estimate by region differs from prior production estimate by 5K units or more

@ Numbers may vary due to rounding

Denotes estimate

- (1) GMNA includes joint venture production - NUMMI units included in GMNA Car; HUMMER and CAMI units included in GMNA Truck
- (2) GME includes GM-AvtoVAZ joint venture production beginning in Q1 (2004)
- (3) GMLAAM includes GM Egypt joint venture from 2001 through current calendar years
- (4) GMAP includes joint venture production: Shanghai GM Norsom Motors (formerly Jinbei GM) and Shanghai GM beginning in 2000 and SAIC-GM-Wuling and GM Daewoo Auto Technologies (GMDAT) beginning in Q1 2004.
- (5) International joint venture production includes GM-AvtoVAZ, GM Egypt, Shanghai GM Norsom Motors, Shanghai GM, SAIC-GM-Wuling, and GMDAT. Starting in Q3 2005 International joint venture production does not include GMDAT.

This report is governed by the Forward Looking Statements language found in the Terms and Conditions on the GM Institutional Investor website.

SIGNATURES

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

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

undersigned hereunto duly authorized.

GENERAL MOTORS CORPORATION

(Registrant)

Date: August 1, 2006

By: /s/PAUL W. SCHMIDT

(Paul W. Schmidt, Controller)