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GENERAL MOTORS CORP
Form 8-K
April 03, 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) April 3, 2001

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) | ----- (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 |
| | ----- |

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On April 3, 2001, General Motors Corporation (GM) issued a news release announcing March sales and production, as well as second quarter 2001 production estimates. The release is as follows:

ITEM 5. OTHER ITEMS

GM March Sales Down 4.6%; FS Utilities -- Sixth Straight Month of Double-digit Gains

- Best Month Ever for GM Full-size Utilities -- Up 17%
- Best Month in 22 Years for GM Full-size Pickups
- March Car Sales Down 4%
- March Truck Sales Down 5%

GM Announces March Production Results; Second Quarter Forecast Remains Unchanged

DETROIT -- General Motors dealers sold 442,573 new cars and trucks in March in the United States, down 4.6 percent from March 2000. GM car sales decreased four percent to 213,310 units and truck sales decreased five percent to 229,263 units. GM full-size truck sales continued a strong selling pace in March and in the first quarter of 2001.

Full-size utilities continued to post the largest sales gains in the GM lineup in March, with sales up 17 percent. In fact, GM reported its sixth straight month of double-digit sales gains for its full-size sport utilities. The Chevrolet Suburban and Tahoe, GMC Yukon and Yukon XL and Cadillac Escalade all posted individual March records.

GM also posted its best monthly sales of GM full-size pickups since March 1979. March sales of the Chevrolet Silverado and GMC Sierra climbed seven percent. GM mid utility sales also stayed strong in March with a two percent increase.

"Industry sales have held up better than expected despite a backdrop of economic uncertainty and we think this trend will characterize all of 2001," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "Our first quarter results reflect a number of GM's strengths, most notably continued momentum in our truck portfolio. Without constraints on our outstanding full-size pickups and utilities, our dealers delivered strong sales performances as we saw in the first quarter. We expect that the introduction of our six all-new truck entries in the first half will further strengthen GM's position in the truck market."

First Quarter Sales Results

For the first quarter of 2001, GM dealers reported a record 16 percent gain in full-size utility sales from year-ago levels, with Chevrolet and GMC full-size utilities posting a best-ever first quarter.

Other notable first-quarter sales performances came from GM entries in the midsize segment, including the Chevrolet Impala, which had its best month and

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first quarter ever. The Saturn L-Series also had record March and first-quarter sales.

Best Month Ever

- Chevrolet Impala
- GM Utilities
- GM Full-size Utilities
- GM Full-size Pickups (best since 1979)
- Chevrolet Silverado (best since 1979)
- GMC Full-size Utilities
- Chevrolet Full-size Utilities
- Chevrolet Tahoe
- GMC Yukon
- GMC Yukon XL
- Chevrolet Tracker

March Sales Records

- Saturn L-Series
- Oldsmobile Aurora
- GMC Utilities
- GM Mid Utilities
- Chevrolet Suburban
- Cadillac Escalade

First Quarter Sales Records

- Chevrolet Impala
- Saturn L-Series
- Oldsmobile Aurora
- Oldsmobile Alero
- GMC Full-size Utilities
- GMC Yukon
- Chevrolet Full-size Utilities
- GM Utilities
- GM Full-size Utilities
- Chevrolet Silverado (since 1979)
- Chevrolet Suburban
- Chevrolet Tahoe
- Chevrolet Tracker

March Production Totals, 2nd Quarter 2001 Estimates

In March, GM produced 460,000 vehicles (217,000 cars and 243,000 trucks) in North America, down from 581,000 vehicles (284,000 cars and 297,000 trucks) produced in March 2000. For the first quarter 2001, GM produced 1,214,000 vehicles (581,000 cars and 633,000 trucks) in North America, down from 1,521,000 vehicles (746,000 cars and 775,000 trucks) produced in the first quarter 2000. (Production numbers include joint venture results in North America.)

GM announced its second-quarter North American production estimate will remain unchanged at 1.3 million vehicles (582,000 cars and 718,000 trucks), a 17 percent decline from the second quarter 2000 when we made 1,568,000 vehicles (787,000 cars and 781,000 trucks).

The production estimates are consistent with GM's efforts to align production with demand and reduce inventory levels in a moderating economy.

Additionally, GM announced the following second-quarter 2001 production estimates for its international regions:

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- GM Europe - The second-quarter estimate is 516,000 vehicles, down from the previous estimate of 535,000 vehicles.
- GM Asia Pacific - The second-quarter estimate is 65,000 vehicles, up from the previous estimate of 62,000 vehicles.
- GM Latin America, Africa and the Middle East - The second-quarter estimate is 167,000 vehicles, up from the previous estimate of 164,000 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.

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

| | (1) | March | | Calendar Year-to-Date January - March | | |
|--------------------|--------|--------|-------|--|---------|-------|
| | | 2001 | 2000 | %Chg per S/D | 2001 | 2000 |
| Selling Days (S/D) | 27 | 27 | | | | |
| Century | 10,477 | 11,914 | -12.1 | 30,092 | 39,740 | -24.3 |
| LeSabre | 11,624 | 10,357 | 12.2 | 34,370 | 33,422 | 2.8 |
| Park Avenue | 2,664 | 3,673 | -27.5 | 8,529 | 12,408 | -31.3 |
| Regal | 4,319 | 5,302 | -18.5 | 13,177 | 17,441 | -24.4 |
| Riviera | 2 | 11 | -81.8 | 2 | 32 | -93.8 |
| Buick Total | 29,086 | 31,257 | -6.9 | 86,170 | 103,043 | -16.4 |
| Catera | 665 | 1,043 | -36.2 | 2,028 | 3,073 | -34.0 |
| DeVille | 6,762 | 11,021 | -38.6 | 23,947 | 30,945 | -22.6 |
| Eldorado | 719 | 997 | -27.9 | 1,901 | 3,060 | -37.9 |
| Seville | 2,344 | 2,637 | -11.1 | 5,273 | 7,066 | -25.4 |
| Cadillac Total | 10,490 | 15,698 | -33.2 | 33,149 | 44,144 | -24.9 |
| Camaro | 3,164 | 4,240 | -25.4 | 7,673 | 10,229 | -25.0 |
| Cavalier | 21,978 | 21,865 | 0.5 | 64,678 | 58,880 | 9.8 |
| Corvette | 2,923 | 3,440 | -15.0 | 7,941 | 8,068 | -1.6 |

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| | | | | | | |
|--|---------|---------|-------|---------|---------|-------|
| Impala (W) | 19,372 | 15,658 | 23.7 | 52,660 | 43,804 | 20.2 |
| Lumina | 4,646 | 4,144 | 12.1 | 12,790 | 11,314 | 13.0 |
| Malibu | 17,656 | 17,459 | 1.1 | 47,809 | 55,312 | -13.6 |
| Metro | 2,048 | 4,684 | -56.3 | 5,854 | 11,514 | -49.2 |
| Monte Carlo | 6,934 | 6,706 | 3.4 | 18,343 | 19,673 | -6.8 |
| Prizm | 4,487 | 5,288 | -15.1 | 14,263 | 14,510 | -1.7 |
| Chevrolet Total | 83,208 | 83,484 | -0.3 | 232,011 | 233,304 | -0.6 |
| ----- | | | | | | |
| Alero | 12,084 | 10,414 | 16.0 | 38,632 | 34,801 | 11.0 |
| Aurora | 3,047 | 1,590 | 91.6 | 9,214 | 3,060 | 201.1 |
| Cutlass | 3 | 179 | -98.3 | 11 | 789 | -98.6 |
| Cutlass Supreme | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Eighty Eight | 1 | 74 | -98.6 | 1 | 346 | -99.7 |
| Intrigue | 3,455 | 4,538 | -23.9 | 12,274 | 17,261 | -28.9 |
| Oldsmobile Total | 18,590 | 16,795 | 10.7 | 60,132 | 56,257 | 6.9 |
| ----- | | | | | | |
| Bonneville | 5,366 | 5,744 | -6.6 | 12,492 | 14,740 | -15.3 |
| Firebird | 2,421 | 3,067 | -21.1 | 5,799 | 8,011 | -27.6 |
| Grand Am | 16,521 | 18,677 | -11.5 | 50,161 | 54,912 | -8.7 |
| Grand Prix | 11,814 | 12,691 | -6.9 | 27,250 | 38,372 | -29.0 |
| Sunfire | 8,248 | 7,690 | 7.3 | 22,389 | 20,373 | 9.9 |
| Pontiac Total | 44,370 | 47,869 | -7.3 | 118,091 | 136,408 | -13.4 |
| ----- | | | | | | |
| 900 | 2 | 7 | -71.4 | 2 | 22 | -90.9 |
| 9000 | 0 | 2 | ***.* | 0 | 13 | ***.* |
| 9-3 | 1,988 | 1,274 | 56.0 | 4,526 | 3,943 | 14.8 |
| 9-5 | 1,185 | 972 | 21.9 | 3,309 | 2,795 | 18.4 |
| Saab Total | 3,175 | 2,255 | 40.8 | 7,837 | 6,773 | 15.7 |
| ----- | | | | | | |
| Saturn EV1 | 0 | 3 | ***.* | 0 | 161 | ***.* |
| Saturn L Series | 8,907 | 8,255 | 7.9 | 24,631 | 18,898 | 30.3 |
| Saturn S Series | 15,484 | 17,150 | -9.7 | 41,602 | 44,801 | -7.1 |
| Saturn Total | 24,391 | 25,408 | -4.0 | 66,233 | 63,860 | 3.7 |
| ----- | | | | | | |
| GM Total | 213,310 | 222,766 | -4.2 | 603,623 | 643,789 | -6.2 |
| ----- | | | | | | |
| GM Car Deliveries by Production Source | | | | | | |
| ----- | | | | | | |
| GM North America * | 209,470 | 219,468 | -4.6 | 593,758 | 633,943 | -6.3 |
| ----- | | | | | | |
| GM Import | 3,840 | 3,298 | 16.4 | 9,865 | 9,846 | 0.2 |
| ----- | | | | | | |
| GM Total | 213,310 | 222,766 | -4.2 | 603,623 | 643,789 | -6.2 |
| ----- | | | | | | |

* Includes U.S./Canada/Mexico

(1) Determines Sort Order

2-1P

GM Car Deliveries - (United States)
March 2001

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

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GM Car Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 29,086 | 31,257 | -6.9 | 86,170 | 103,043 | -16.4 |
| Cadillac Total | 9,825 | 14,655 | -33.0 | 31,121 | 41,071 | -24.2 |
| Chevrolet Total | 83,208 | 83,484 | -0.3 | 232,011 | 233,304 | -0.6 |
| Oldsmobile Total | 18,590 | 16,795 | 10.7 | 60,132 | 56,257 | 6.9 |
| Pontiac Total | 44,370 | 47,869 | -7.3 | 118,091 | 136,408 | -13.4 |
| Saturn Total | 24,391 | 25,408 | -4.0 | 66,233 | 63,860 | 3.7 |
| GM North America Total* | 209,470 | 219,468 | -4.6 | 593,758 | 633,943 | -6.3 |

| | | | | | | |
|-----------------|-------|-------|-------|-------|-------|-------|
| Cadillac Total | 665 | 1,043 | -36.2 | 2,028 | 3,073 | -34.0 |
| Saab Total | 3,175 | 2,255 | 40.8 | 7,837 | 6,773 | 15.7 |
| GM Import Total | 3,840 | 3,298 | 16.4 | 9,865 | 9,846 | 0.2 |

GM Vehicle Deliveries by Marketing Division

| | | | | | | |
|-------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 29,086 | 31,257 | -6.9 | 86,170 | 103,043 | -16.4 |
| Cadillac Total | 13,113 | 18,292 | -28.3 | 38,205 | 51,522 | -25.8 |
| Chevrolet Total | 244,743 | 254,434 | -3.8 | 653,980 | 686,394 | -4.7 |
| GMC Total | 49,388 | 51,264 | -3.7 | 124,702 | 139,093 | -10.3 |
| Hummer Total | 58 | 130 | -55.4 | 227 | 282 | -19.5 |
| Oldsmobile Total | 24,668 | 24,111 | 2.3 | 76,554 | 76,768 | -0.3 |
| Other-Isuzu Total | 1,855 | 0 | ***.* | 3,990 | 0 | ***.* |
| Pontiac Total | 52,096 | 56,946 | -8.5 | 137,737 | 155,456 | -11.4 |
| Saab Total | 3,175 | 2,255 | 40.8 | 7,837 | 6,773 | 15.7 |
| Saturn Total | 24,391 | 25,408 | -4.0 | 66,233 | 63,860 | 3.7 |
| GM Total | 442,573 | 464,097 | -4.6 | 1,195,635 | 1,283,191 | -6.8 |

* Includes US/Canada/Mexico

(1) Determines Sort Order

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

| | (1) | Calendar Year-to-Date January - March | | | | |
|--------------------------|--------|--|-----------------|---------|---------|-------|
| | | March | %Chg per S/D | 2001 | 2000 | %Chg |
| Selling Days (S/D) | 27 | 27 | | | | |
| Escalade | 2,623 | 2,594 | 1.1 | 5,056 | 7,378 | -31.5 |
| Total Cadillac | 2,623 | 2,594 | 1.1 | 5,056 | 7,378 | -31.5 |
| Astro | 5,937 | 10,375 | -42.8 | 16,318 | 26,350 | -38.1 |
| C/K Suburban (Chev) | 13,373 | 12,850 | 4.1 | 35,506 | 34,870 | 1.8 |
| Chevy C/T Series | 602 | 921 | -34.6 | 1,587 | 2,268 | -30.0 |
| Chevy P Models & Mtr Hms | 4 | 90 | -95.6 | 24 | 325 | -92.6 |
| Chevy W Series | 173 | 223 | -22.4 | 531 | 498 | 6.6 |
| Express Cutaway/G Cut | 1,226 | 2,278 | -46.2 | 3,290 | 5,518 | -40.4 |
| Express Panel/G Van | 5,956 | 7,532 | -20.9 | 16,456 | 19,486 | -15.5 |
| Express/G Sportvan | 1,734 | 1,564 | 10.9 | 3,600 | 3,555 | 1.3 |
| S/T Blazer | 20,429 | 23,922 | -14.6 | 56,123 | 63,185 | -11.2 |
| S/T Pickup | 13,618 | 19,966 | -31.8 | 37,662 | 56,208 | -33.0 |
| Silverado-C/K Pickup | 66,253 | 61,391 | 7.9 | 170,594 | 167,748 | 1.7 |
| Tahoe | 17,166 | 13,110 | 30.9 | 46,348 | 32,415 | 43.0 |
| Tracker | 5,878 | 4,529 | 29.8 | 13,507 | 13,212 | 2.2 |

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| | | | | | | |
|---|---------|---------|-------|---------|---------|-------|
| TrailBlazer | 1,033 | 0 | ***.* | 1,092 | 0 | ***.* |
| Venture | 8,153 | 12,199 | -33.2 | 19,331 | 27,452 | -29.6 |
| Chevrolet Total | 161,535 | 170,950 | -5.5 | 421,969 | 453,090 | -6.9 |
| ----- | | | | | | |
| C/K Suburban (GMC) | 1 | 706 | -99.9 | 21 | 3,729 | -99.4 |
| Envoy | 1,664 | 0 | ***.* | 1,767 | 0 | ***.* |
| GMC C/T Series | 1,508 | 2,653 | -43.2 | 3,167 | 6,139 | -48.4 |
| GMC W Series | 598 | 804 | -25.6 | 1,157 | 1,317 | -12.1 |
| P Models & Mtr Hms (GMC) | 2 | 16 | -87.5 | 9 | 204 | -95.6 |
| S/T Jimmy | 5,905 | 7,060 | -16.4 | 16,810 | 21,324 | -21.2 |
| Safari (GMC) | 2,053 | 3,918 | -47.6 | 5,740 | 9,927 | -42.2 |
| Savana Panel/G Classic | 2,920 | 2,912 | 0.3 | 6,944 | 6,580 | 5.5 |
| Savana Special/G Cut | 819 | 850 | -3.6 | 1,785 | 2,690 | -33.6 |
| Savana/Rally | 197 | 391 | -49.6 | 520 | 911 | -42.9 |
| Sierra | 18,596 | 17,828 | 4.3 | 46,312 | 49,254 | -6.0 |
| Sonoma | 2,853 | 4,721 | -39.6 | 8,339 | 12,756 | -34.6 |
| Yukon | 6,632 | 5,274 | 25.7 | 17,563 | 13,222 | 32.8 |
| Yukon XL | 5,640 | 4,131 | 36.5 | 14,568 | 11,040 | 32.0 |
| GMC Total | 49,388 | 51,264 | -3.7 | 124,702 | 139,093 | -10.3 |
| ----- | | | | | | |
| Hummer H1 | 58 | 130 | -55.4 | 227 | 282 | -19.5 |
| Hummer Total | 58 | 130 | -55.4 | 227 | 282 | -19.5 |
| ----- | | | | | | |
| Bravada | 2,861 | 3,237 | -11.6 | 6,109 | 9,081 | -32.7 |
| Silhouette | 3,217 | 4,079 | -21.1 | 10,313 | 11,430 | -9.8 |
| Oldsmobile Total | 6,078 | 7,316 | -16.9 | 16,422 | 20,511 | -19.9 |
| ----- | | | | | | |
| Other-Isuzu F Series | 242 | 0 | ***.* | 552 | 0 | ***.* |
| Other-Isuzu N Series | 1,613 | 0 | ***.* | 3,438 | 0 | ***.* |
| Other-Isuzu Total | 1,855 | 0 | ***.* | 3,990 | 0 | ***.* |
| ----- | | | | | | |
| Aztek | 3,144 | 0 | ***.* | 8,658 | 0 | ***.* |
| Montana | 4,582 | 9,069 | -49.5 | 10,988 | 19,029 | -42.3 |
| Trans Sport | 0 | 8 | ***.* | 0 | 19 | ***.* |
| Pontiac Total | 7,726 | 9,077 | -14.9 | 19,646 | 19,048 | 3.1 |
| ----- | | | | | | |
| GM Total | 229,263 | 241,331 | -5.0 | 592,012 | 639,402 | -7.4 |
| ----- | | | | | | |
| GM TRUCK Deliveries by Production Source | | | | | | |
| ----- | | | | | | |
| GM North America * | 227,542 | 240,636 | -5.4 | 588,078 | 638,139 | -7.8 |
| ----- | | | | | | |
| GM Import | 1,721 | 695 | 147.6 | 3,934 | 1,263 | 211.5 |
| ----- | | | | | | |
| GM Total | 229,263 | 241,331 | -5.0 | 592,012 | 639,402 | -7.4 |
| ----- | | | | | | |
| GM Light Duty Truck Deliveries by Production Source | | | | | | |
| ----- | | | | | | |
| GM North America * | 224,521 | 236,624 | -5.1 | 581,547 | 628,651 | -7.5 |
| ----- | | | | | | |
| GM Import | 0 | 0 | ***.* | 0 | 0 | ***.* |
| ----- | | | | | | |
| GM Total | 224,521 | 236,624 | -5.1 | 581,547 | 628,651 | -7.5 |
| ----- | | | | | | |

* Includes U.S./Canada/Mexico

(1) Determines Sort Order

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

GM TRUCK Deliveries by Production Source and Marketing Division

| | | | | | | |
|-----------------------------|---------|---------|-------|---------|---------|-------|
| Cadillac Total | 2,623 | 2,594 | 1.1 | 5,056 | 7,378 | -31.5 |
| Chevrolet Total | 161,425 | 170,799 | -5.5 | 421,620 | 452,753 | -6.9 |
| GMC Total | 49,121 | 50,720 | -3.2 | 124,080 | 138,167 | -10.2 |
| Hummer Total | 58 | 130 | -55.4 | 227 | 282 | -19.5 |
| Oldsmobile Total | 6,078 | 7,316 | -16.9 | 16,422 | 20,511 | -19.9 |
| Other-Isuzu Total | 511 | 0 | ***.* | 1,027 | 0 | ***.* |
| Pontiac Total | 7,726 | 9,077 | -14.9 | 19,646 | 19,048 | 3.1 |
| GM North America Total * | 227,542 | 240,636 | -5.4 | 588,078 | 638,139 | -7.8 |
| Chevrolet Total | 110 | 151 | -27.2 | 349 | 337 | 3.6 |
| GMC Total | 267 | 544 | -50.9 | 622 | 926 | -32.8 |
| Other-Isuzu Total | 1,344 | 0 | ***.* | 2,963 | 0 | ***.* |
| GM Import Total | 1,721 | 695 | 147.6 | 3,934 | 1,263 | 211.5 |

GM Light Truck Deliveries by Production Source and Marketing Division

| | | | | | | |
|-----------------------------|---------|---------|-------|---------|---------|-------|
| Cadillac Total | 2,623 | 2,594 | 1.1 | 5,056 | 7,378 | -31.5 |
| Chevrolet Total | 160,756 | 169,716 | -5.3 | 419,827 | 449,999 | -6.7 |
| GMC Total | 47,280 | 47,791 | -1.1 | 120,369 | 131,433 | -8.4 |
| Hummer Total | 58 | 130 | -55.4 | 227 | 282 | -19.5 |
| Oldsmobile Total | 6,078 | 7,316 | -16.9 | 16,422 | 20,511 | -19.9 |
| Pontiac Total | 7,726 | 9,077 | -14.9 | 19,646 | 19,048 | 3.1 |
| GM North America Total * | 224,521 | 236,624 | -5.1 | 581,547 | 628,651 | -7.5 |

GM Light Truck Deliveries by Marketing Division

| | | | | | | |
|------------------|---------|---------|-------|---------|---------|-------|
| Cadillac Total | 2,623 | 2,594 | 1.1 | 5,056 | 7,378 | -31.5 |
| Chevrolet Total | 160,756 | 169,716 | -5.3 | 419,827 | 449,999 | -6.7 |
| GMC Total | 47,280 | 47,791 | -1.1 | 120,369 | 131,433 | -8.4 |
| Hummer Total | 58 | 130 | -55.4 | 227 | 282 | -19.5 |
| Oldsmobile Total | 6,078 | 7,316 | -16.9 | 16,422 | 20,511 | -19.9 |
| Pontiac Total | 7,726 | 9,077 | -14.9 | 19,646 | 19,048 | 3.1 |
| GM Total | 224,521 | 236,624 | -5.1 | 581,547 | 628,651 | -7.5 |

* Includes US/Canada/Mexico

(1) Determines Sort Order

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

| | Curr S/D: | Prev S/D: | Calendar Year-to-Date | | | | | |
|--|-----------|-----------|-----------------------|------|------------------|-----------------|------|-------|
| | | | March | | | January - March | | |
| | | | 2001 | 2000 | % Chg per S/D | 2001 | 2000 | % Chg |
| | 27 | 27 | | | | | | |

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| | | | | | | |
|---------------------|---------|---------|------|-----------|-----------|------|
| Vehicle Total | 442,573 | 464,097 | -4.6 | 1,195,635 | 1,283,191 | -6.8 |
| Car Total | 213,310 | 222,766 | -4.2 | 603,623 | 643,789 | -6.2 |
| Truck Total | 229,263 | 241,331 | -5.0 | 592,012 | 639,402 | -7.4 |
| Light Truck Total | 224,521 | 236,624 | -5.1 | 581,547 | 628,651 | -7.5 |
| Light Vehicle Total | 437,831 | 459,390 | -4.7 | 1,185,170 | 1,272,440 | -6.9 |

| Market Division Vehicle Total | March | | | Calendar Year-to-Date January - March | | |
|----------------------------------|---------|---------|------------------|--|---------|-------|
| | 2001 | 2000 | % Chg per S/D | 2001 | 2000 | % Chg |
| Buick | 29,086 | 31,257 | -6.9 | 86,170 | 103,043 | -16.4 |
| Cadillac | 13,113 | 18,292 | -28.3 | 38,205 | 51,522 | -25.8 |
| Chevrolet | 244,743 | 254,434 | -3.8 | 653,980 | 686,394 | -4.7 |
| GMC | 49,388 | 51,264 | -3.7 | 124,702 | 139,093 | -10.3 |
| Hummer | 58 | 130 | -55.4 | 227 | 282 | -19.5 |
| Oldsmobile | 24,668 | 24,111 | 2.3 | 76,554 | 76,768 | -0.3 |
| Other - Isuzu | 1,855 | 0 | ***.* | 3,990 | 0 | ***.* |
| Pontiac | 52,096 | 56,946 | -8.5 | 137,737 | 155,456 | -11.4 |
| Saab | 3,175 | 2,255 | 40.8 | 7,837 | 6,773 | 15.7 |
| Saturn | 24,391 | 25,408 | -4.0 | 66,233 | 63,860 | 3.7 |

Sales of Domestically Produced Vehicles

| | | | | | | |
|-------------|---------|---------|------|---------|---------|------|
| Car | 209,470 | 219,468 | -4.6 | 593,758 | 633,943 | -6.3 |
| Light Truck | 224,521 | 236,624 | -5.1 | 581,547 | 628,651 | -7.5 |

Percent change Per selling day calculation is the same as a standard percent change calculation with the exception of first dividing the units for each month by their respective selling days. Following is the formula: ((current month units/current month's selling days)/(prior month units/prior month's selling days)) x 100-100

* 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.

GM Production Schedule - 4/01

| Units 000s | GMNA | | | | | Total Worldwide | Memo: NUMMI CAMI |
|------------|------|-------|-------|-----|--------|--------------------|---------------------|
| | Car | Truck | Total | GME | GMLAAM | | |
| | | | | | | | |

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| | | | | | | | | | |
|---------------------------|-----|-----|-------|------|-----|----|-------|----|----|
| 2001 Q2 | 582 | 718 | 1,300 | 516 | 167 | 65 | 2,048 | 13 | 19 |
| O/(U) prior forecast:@ | 0 | 0 | 0 | (19) | 3 | 3 | (13) | 0 | 0 |

| Units 000s | GMNA | | | | | | Total Worldwide | Memo: | |
|------------|-------|-------|-------|-------|--------|------|--------------------|-------|------|
| | Car | Truck | Total | GME | GMLAAM | GMAP | | 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 | | | | | | | | | |
| 1st Qtr. # | 581 | 633 | 1,214 | 541 | 139 | 54 | 1,948 | 13 | 15 |
| 2nd Qtr. # | 582 | 718 | 1,300 | 516 | 167 | 65 | 2,048 | 13 | 19 |

@ Numbers may vary due to rounding

* GME Production includes Saab back to 1999

Denotes estimate

Note 1: 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

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SIGNATURE

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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.

April 3, 2001

GENERAL MOTORS CORPORATION

By

/s/Peter R. Bible

(Peter R. Bible,
Chief Accounting Officer)