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GENERAL MOTORS CORP  
Form 8-K  
October 18, 2007

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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) October 18, 2007

GENERAL MOTORS CORPORATION  
(Exact Name of Registrant as Specified in its Charter)

STATE OF DELAWARE  
-----  
(State or other jurisdiction of  
Incorporation or Organization)

38-0572515  
-----  
(I.R.S. Employer  
Identification No.)

300 Renaissance Center, Detroit, Michigan  
-----  
(Address of Principal Executive Offices)

48265-3000  
-----  
(Zip Code)

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

Not Applicable  
(Former name or former address, if changed since last report)

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)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17-CFR 240.14a-12)

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{ } 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))

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### ITEM 8.01. OTHER EVENTS

On October 18, 2007 General Motors Corporation (GM) issued a news release announcing global quarterly sales. The release is as follows:

#### GM Announces Record Global Third Quarter Sales, Up 4 Percent

- o Chevrolet Aveo, Corsa and Celta Drive Record Sales Surge of 22 Percent In Latin America, Africa and the Middle East
- o Record Sales in China, India Fuel 16 Percent Asia-Pacific Increase
- o Opel/Vauxhall and Chevrolet Performance Drives Europe to Set Q3 Sales Record with 15 Percent Growth
- o 21 Consecutive Quarters of Year-Over-Year Growth Outside the U.S.

DETROIT - General Motors sold a record 2.38 million cars and trucks around the world in the third quarter of 2007, a 4 percent increase compared with last year, according to preliminary sales figures released today. GM also reported record sales outside the United States, marking the 21st consecutive quarter of year-over-year sales increases outside the U.S.

"GM's record third quarter sales were driven by exceptionally strong demand in emerging markets and our improving competitiveness in developed markets. GM global sales of 7.06 million vehicles for the first nine months of the year reflects solid results and more than 2 percent growth. We're on track to have our second-best annual sales performance in our almost 100-year history," John Middlebrook, GM vice president, Global Sales, Service and Marketing Operations, said today. "In the third quarter we experienced record sales around the globe including a 22 percent increase in Latin America, Africa and the Middle East - an all-time quarterly record for that region - and 16 percent growth in the Asia-Pacific region. We're also pleased to post a sales gain of 15 percent in Europe where we sold more than 523,600 vehicles and set a Q3 record."

Global sales highlights include:

- o Record third quarter 2007 global sales of 2.38 million vehicles, up 4 percent.
- o Record third quarter sales outside the United States, marking the 21st consecutive quarter of year-over-year sales increases. At 1.34 million vehicles, Q3 2007 sales outside of the United States accounted for about 56 percent of GM's total global sales, growing at close to 14 percent compared with Q3 2006, outpacing the industry average growth rate of 10 percent.
- o Record third quarter sales in the Latin America, Africa and Middle East region, up almost 22 percent to 329,400 vehicles. Record sales in Brazil were

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up 29 percent for the quarter. Cadillac sales were up 45 percent; Chevrolet sales were up 27 percent; Saab sales were up 17 percent and HUMMER saw a triple-digit increase in the region. For the first nine months of the year, GM LAAM region sales are up almost 20 percent, to 893,800 vehicles.

- o Record third quarter sales in the Asia-Pacific region of 327,500 vehicles were 16 percent higher than the previous year's third quarter. Sales by GM China (including sales by SAIC-GM-Wuling) of 230,000 vehicles posted a more than 21 percent sales increase compared with 2006. GM is on pace to become the first group to sell 1 million vehicles a year in China. Cadillac sales were up 122 percent; Chevrolet sales were up 46 percent; and Saab sales were up 12 percent in the region. For the first nine months of the year, GM Asia-Pacific region sales are up more than 14 percent to 1.05 million vehicles.
  
- o GM posted record third quarter sales in Europe with deliveries of 523,600 vehicles, up 15 percent. GM had the highest quarterly volume increase of the top-ten manufacturers in Europe. Growth in Russia led the increase with a record 65,700 vehicles sold, up 75 percent. GM's growth in Russia is also supported by the start of Opel Antara production in St. Petersburg. GM is on track to sell more than 200,000 vehicles in Russia this year. Chevrolet achieved record European sales of 113,000 vehicles, up 28 percent. Opel/Vauxhall grew volume more than 12 percent in Europe. Cadillac sales were up 61 percent and HUMMER sales were up 28 percent in the region. For the first nine months of the year, GM Europe regional sales are up more than 8 percent to 1.65 million vehicles.
  
- o In North America, planned reductions in daily rental sales and softness in the U.S. market due to increasing fuel prices and concerns about housing, resulted in sales of 1.20 million vehicles, a decline of 6 percent compared with last year. Despite a competitive U.S. market for full-size pickups, GM continued to show pickup truck segment leadership in the quarter thanks to the North America Truck of the Year Chevrolet Silverado and all-new GMC Sierra. GM's mid-car and mid-utility crossover segments also saw retail sales gains on the strength of mid-cars Saturn Aura, Pontiac G6 and Chevrolet Impala, and mid-utility crossovers GMC Acadia, Saturn Outlook and Buick Enclave. The newly-launched 2008 Chevrolet Malibu is building momentum as dealer demand is taxing available supply.

Chevrolet global sales of 1.18 million vehicles in the third quarter of 2007 were up more than 5 percent compared with a year ago. The brand grew by 46 percent in Asia-Pacific, 28 percent in Europe and 27 percent in Latin America, Africa and the Middle East.

GMC sales in North America were up 8 percent in Q3, largely due to the popularity of the Acadia mid-utility crossover and all-new Sierra full-size pickup truck. Saturn sales for the first nine months of the year were up more than 13 percent due to the sales performance of three new vehicles, the Sky roadster, Aura mid-car and Outlook mid-utility crossover vehicle.

Note: Global sales results are based on preliminary numbers reported and have been rounded.

General Motors Corp. (NYSE: GM), the world's largest automaker, has been the annual global industry sales leader for 76 years. Founded in 1908, GM today employs about 280,000 people around the world. With global headquarters in Detroit, GM manufactures its cars and trucks in 33 countries. In 2006, nearly

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9.1 million GM cars and trucks were sold globally under the following brands: Buick, Cadillac, Chevrolet, GMC, GM Daewoo, Holden, HUMMER, Opel, Pontiac, Saab, Saturn and Vauxhall. 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](http://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.

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### General Motors Corporation Global Vehicle Sales(1)

	Q3			CYTD		
	2007	2006	% Chg	2007	2006	% Chg
<b>GMNA</b>						
Chevrolet	700,391	749,260	-6.5	2,039,738	2,197,389	-7.2
GMC	156,197	144,756	7.9	436,278	410,068	6.4
Pontiac	135,329	150,180	-9.9	375,143	421,105	-10.9
Saturn	69,730	71,576	-2.6	209,694	184,993	13.4
Cadillac	59,494	62,351	-4.6	162,456	177,817	-8.6
Buick	57,594	70,215	-18.0	156,471	207,866	-24.7
HUMMER	16,487	21,512	-23.4	45,084	56,670	-20.4
Saab	9,284	10,751	-13.6	27,661	29,893	-7.5
Opel/Vauxhall	473	328	44.2	1,512	1,169	29.3
Other	1,173	3,859	-69.6	7,906	11,050	-28.5
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Total	1,206,152	1,284,788	-6.1	3,461,943	3,698,020	-6.4
<b>GME</b>						
Opel/Vauxhall	389,494	347,408	12.1	1,252,909	1,203,533	4.1
Chevrolet	113,029	88,337	28.0	329,304	250,263	31.6
Saab	19,292	19,687	-2.0	64,580	70,359	-8.2
Cadillac	1,256	781	60.8	3,769	2,594	45.3
HUMMER	519	407	27.5	1,520	1,363	11.5
Other	0	161	0	0	519	0
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Total	523,590	456,781	14.6	1,652,082	1,528,631	8.1

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GMLAAM

Chevrolet	296,824	233,194	27.3	798,265	643,882	24.0
Opel/Vauxhall	12,872	15,456	-16.7	37,877	39,990	-5.3
GMC	5,976	9,585	-37.7	21,573	27,113	-20.4
HUMMER	3,269	634	415.6	5,996	2,221	170.0
Cadillac	847	583	45.3	2,619	1,753	49.4
Buick	182	185	-1.6	726	629	15.4
Saab	104	89	16.9	348	314	10.8
Other	9,324	10,768	-13.4	26,386	29,828	-11.5

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Total	329,398	270,494	21.8	893,790	745,730	19.9
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GMAP

Wuling(2)	104,669	86,504	21.0	384,388	314,000	22.4
Buick	80,059	72,837	9.9	237,557	218,677	8.6
Chevrolet	69,346	47,552	45.8	194,511	165,761	17.3
Holden	39,217	37,808	3.7	121,124	118,210	2.5
Daewoo	30,185	35,094	-14.0	102,335	91,472	11.9
Cadillac	1,615	728	121.8	5,574	2,810	98.4
Opel/Vauxhall	1,061	1,536	-30.9	4,019	4,861	-17.3
Saab	949	846	12.2	2,981	2,981	0.0
HUMMER	90	248	-63.7	321	857	-62.5
Other	331	270	22.6	748	688	8.7

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Total	327,522	283,423	15.6	1,053,558	920,317	14.5
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GLOBAL

Chevrolet	1,179,590	1,118,343	5.5	3,361,818	3,257,295	3.2
Opel/Vauxhall	403,900	364,728	10.7	1,296,317	1,249,553	3.7
GMC	162,173	154,341	5.1	457,851	437,181	4.7
Pontiac	135,329	150,180	-9.9	375,143	421,105	-10.9
Buick	137,835	143,237	-3.8	394,754	427,172	-7.6
Wuling	104,669	86,504	21.0	384,388	314,000	22.4
Saturn	69,730	71,576	-2.6	209,694	184,993	13.4
Cadillac	63,212	64,443	-1.9	174,418	184,974	-5.7
Holden	39,217	37,808	3.7	121,124	118,210	2.5
Daewoo	30,185	35,094	-14.0	102,335	91,472	11.9
Saab	29,629	31,373	-5.6	95,570	103,547	-7.7
HUMMER	20,365	22,801	-10.7	52,921	61,111	-13.4
Other	10,828	15,058	-28.1	35,040	42,085	-16.7

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Total	2,386,662	2,295,486	4.0	7,061,373	6,892,698	2.4
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Notes:

- (1) Quarterly sales data is preliminary and subject to change
- (2) Wuling volumes are included in china due to the combination of the market environment and GM's equity position

SIGNATURES

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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.

GENERAL MOTORS CORPORATION

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(Registrant)

Date: October 18, 2007

By: /s/NICK S. CYPRUS

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(Nick S. Cyprus  
Controller and  
Chief Accounting Officer)