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GENERAL MOTORS CORP
Form 8-K
May 02, 2006

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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, DC 20549-1004
FORM 8-K
CURRENT REPORT
PURSUANT TO SECTION 13 OR \(15(\mathrm{~d})\) OF
THE SECURITIES EXCHANGE ACT OF 1934
Date of Report (Date of earliest event reported) May 2, 2006
GENERAL MOTORS CORPORATION
(Exact Name of Registrant as Specified in its Charter)
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(17 CFR 230.425)
[ ] 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 May 2, 2006 General Motors Corporation (GM) issued a news release announcing April 2006 sales. The release is as follows:

GM Reports 345,404 Deliveries in April
Launch Vehicle Sales Continue to Gain Momentum, Led by All-New Full-Size SUVs Chevy Tahoe Sales Up 35 Percent, Paced by Best Sales-To-Date of 2007 Model Cadillac Escalade Sales Rise 127 Percent; GMC Yukon Sales Up 36 Percent Full-Size Pickup Sales Rise 4 Percent

DETROIT - General Motors dealers in the United States sold 345,404 new cars and trucks in April, down 7 percent compared to year-ago levels. Total car sales were down 18 percent, and truck sales were up 2 percent.

GM's retail sales in April were down 5 percent compared to year-ago deliveries. Fleet sales were down 10.5 percent. Daily rental sales declined by 23 percent compared to last year.
"Given that the industry came in somewhat below our initial expectations, we are pleased that our retail sales were in line with the targets established in our North America turnaround plan," said Mark LaNeve, General Motors North America vice president, Vehicle Sales, Service and Marketing. "Consumers continue to respond very favorably to our new products, particularly the all-new Chevy Tahoe, GMC Yukon and Cadillac Escalade, resulting in a combined 15 percent sales increase compared to last month."

Total sales of all GM launch vehicles were up 5 percent compared to March and accounted for 28 percent of GM's total deliveries for the month. The success of GM's launch vehicles is another critical component of GM's North America restructuring plan.

Despite increases in fuel prices and contrary to industry trends, GM posted a 2 percent improvement in total truck deliveries, driven by continuing strong sales results for its all-new full-size sport utility vehicles and full-size pickups. Chevrolet Tahoe sales were up 35 percent in April. Of the 13,138 total deliveries, 10,607 were 2007 models. GMC Yukon posted a 36 percent sales gain in April, with 5,978 total deliveries. There were 4, 8622007 Yukon deliveries. April sales of the 2007 model were 48 percent greater than March results. Cadillac Escalade sales improved dramatically, with a 127 percent improvement

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over last year. There were 4,109 total sales, of which 3,258 were the all-new 2007 model. 2007 Escalade sales in April rose 23 percent compared to March.

Chevrolet Silverado deliveries rose 9 percent in April, and GMC Sierra sales were up 4 percent. The continuing strength of GM's full-size pickups is noteworthy, given that the product is approaching the end of its lifecycle. The new full-size pickups begin arriving in dealers' showrooms in the fourth quarter of this year.

LaNeve explained that the impact of the recent upward movement in fuel prices is being partially offset by the fuel economy leadership across GM's lineup, particularly its industry-leading truck and utility portfolio. "We know that fuel economy is an important issue for consumers, and every tenth of a gallon improvement counts," LaNeve said. "We worked hard during the development of our new large utilities to squeeze out every possible ounce of fuel savings, and the result was the best fuel economy in the segment. Combine this with the E85 capability of these vehicles, which reduces America's dependency on oil, and you've got a significant, measurable benefit for all consumers."

GM's newest entries in the small sport utility category also contributed to the improvement in overall truck sales. Chevrolet HHR and Equinox and Pontiac Torrent posted solid results. HHR had its best-ever sales month and Equinox achieved record April sales. The new Saturn Vue continued its sales momentum with its eleventh consecutive month of year-over-year sales increases (+25 percent).

HUMMER posted a year-over-year sales record for the twelfth consecutive month, with total sales up 231 percent. Retail deliveries rose 210 percent. H3 continues to drive HUMMER's record-setting pace and leads the entry luxury utility segment by a wide margin.

Saturn posted a year-over-year sales gain of 14 percent with retail sales up 3 percent. The improvement was led by a solid sales month for Vue and Ion. The first sales of Saturn Sky (612) were recorded in April. Demand for the all-new two-seat roadster continues to outpace supply, with vehicles remaining on dealers' lots an average of only 10 days.

Saab also posted a sales gain compared to year-ago levels (+3 percent). Its retail deliveries were up 10 percent, paced by deliveries of the 9-7X.

Certified Used Vehicles
April sales for all certified GM brands, including GM Certified Used Vehicles, Cadillac Certified Pre-Owned Vehicles, Used Cars from Saturn, Saab Certified Pre-Owned Vehicles and HUMMER Certified Pre-Owned Vehicles, were 46,735 units, up nearly 7 percent from last April. Total year-to-date certified GM sales are 175,580 units, comparable to the same period last year.

GM Certified Used Vehicles, the industry's top-selling manufacturer-certified used brand, posted 40,562 sales, up 10 percent from last April. Year-to-date sales for GM Certified Used Vehicles are 153,052 units, up 2 percent from the same period in 2005.

Cadillac Certified Pre-Owned Vehicles posted 3,572 sales in April, up 8 percent from last year. Used Cars from Saturn sold 1,773 units, down 32 percent. Saab Certified Pre-Owned Vehicles sold 713 units, down 19.5 percent. In its fourth month of operation, HUMMER Certified Pre-Owned sold 115 units.
"The industry's top-selling certified brand, GM Certified Used Vehicles,

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continues to lead all manufacturer-certified programs, with one of its strongest sales months ever," LaNeve said. "GM Certified sold 40,562 units for the month, up 10 percent from last April. This is a terrific start to the second quarter and marks the second consecutive month that GM Certified sales have surpassed the 40,000-unit mark."

GM North America Reports April Production, 2006 Second-Quarter Production Forecast Remains Unchanged

In April, GM North America produced 352,000 vehicles (131,000 cars and 221,000 trucks). This is down 68,000 units, or 16 percent, compared to April 2005 when the region produced 420,000 vehicles ( 163,000 cars and 257,000 trucks). Production totals include joint venture production of 24,000 vehicles in April 2006 and 22,000 vehicles in April 2005.

The region's 2006 second-quarter production forecast remains unchanged at 1.2 million vehicles (445,000 cars and 755,000 trucks). In the second quarter of 2005, the region produced 1.247 million vehicles $(458,000$ cars and 789,000 trucks).

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

GM Europe - In the first quarter of 2006 , the region produced 494,000 vehicles. This is down 8,000 units compared to the first quarter 2005 when the region produced 502,000 vehicles. The region's revised 2006 second-quarter production forecast is 502,000 vehicles, up 12,000 units from last month's guidance. In the second quarter of 2005 , the region built 501,000 vehicles.

GM Asia Pacific - GM Asia Pacific produced 472,000 vehicles in the first quarter of 2006 . This is up 137,000 units compared to the first quarter of 2005 , when the region produced 335,000 vehicles. The region's revised 2006 second-quarter production forecast is 504,000 vehicles, up 30,000 units from last month's guidance. In the second quarter of 2005, the region built 398,000 vehicles.

GM Latin America, Africa and the Middle East - In the first quarter of 2006, the region produced 194,000 vehicles. This is up 9,000 units compared to the first quarter of 2005, when the region produced 185,000 vehicles. The region's 2006 second-quarter production estimate remains unchanged at 215,000 vehicles. In the second quarter of 2005 , the region built 195,000 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, 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, our use of the words "expect," "anticipate," "estimate," "forecast," "objective," "plan," "goal" and

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similar expressions is intended to identify forward looking statements. While these statements represent our current judgment on what the future may hold, and we believe these judgments 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.

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

|  | April |  |  | ```Calendar Year-to-Date January - April``` |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{array}{ll} \text { Curr S/D: } & 26 \\ \text { Prev S/D: } & 27 \end{array}$ | 2006 |  | $\begin{gathered} \% \text { Chg } \\ \text { per S/D } \end{gathered}$ | 2006 | 2005 | \%Chg |
| Vehicle Total | 345,404 | 385,939 | -7.1 | 1,308,327 | 1,401,081 | -6.6 |
| Car Total | 134,603 | 170,618 | -18.1 | 515,560 | 588,894 | -12.5 |
| Truck Total | 210,801 | 215,321 | 1.7 | 792,767 | 812,187 | -2.4 |
| Light Truck Total | 205,193 | 209,917 | 1.5 | 774,553 | 794,210 | -2.5 |
| Light Vehicle Total | 339,796 | 380,535 | -7.3 | 1,290,113 | 1,383,104 | -6.7 |



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Sales of Vehicles Produced in US/Canada/Mexico

| Car | 126,305 | 160,550 | -18.3 | 487,192 | 554,187 | -12.1 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Light Truck | 205,193 | 209,917 | 1.5 | 774,553 | 794,210 | -2.5 |

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

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2-1P
GM Car Deliveries - (United States)
April 2006
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|  | April |  |  | ```Calendar Year-to-Date January - April``` |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | $\begin{gathered} \text { \% Chg } \\ \text { per S/D } \end{gathered}$ | 2006 | 2005 | \%Chg |
| Selling Days (S/D) | 26 | 27 |  |  |  |  |
| Century | 7 | 735 | -99.0 | 62 | 4,065 | -98.5 |
| LaCrosse | 5,759 | 8,612 | -30.6 | 22,120 | 27,893 | -20.7 |
| LeSabre | 204 | 6,085 | -96.5 | 1,599 | 23,405 | -93.2 |
| Lucerne | 6,998 | 0 | ***.* | 29,122 | 0 | ***.* |
| Park Avenue | 2 | 267 | -99.2 | 27 | 1,486 | -98.2 |
| Regal | 0 | 82 | ***.* | 30 | 409 | -92.7 |
| Buick Total | 12,970 | 15,781 | -14.7 | 52,960 | 57,258 | -7.5 |
| CTS | 4,612 | 6,182 | -22.5 | 17,913 | 19,584 | -8.5 |
| DeVille | 73 | 4,503 | -98.3 | 509 | 14,958 | -96.6 |
| DTS | 4,003 | 0 | ***.* | 18,886 | 0 | ***.* |
| Seville | 0 | 14 | ***.* | 9 | 80 | -88.8 |
| STS | 2,088 | 3,541 | -38.8 | 7,713 | 10,412 | -25.9 |
| XLR | 320 | 502 | -33.8 | 1,186 | 1,469 | -19.3 |
| Cadillac Total | 11,096 | 14,742 | -21.8 | 46,216 | 46,503 | -0.6 |
| Aveo | 4,745 | 5,783 | -14.8 | 15,316 | 19,817 | -22.7 |
| Cavalier | 39 | 1,914 | -97.9 | 213 | 15,895 | -98.7 |
| Classic | -1 | 9,635 | ***.* | 1 | 40,115 | ***.* |
| Cobalt | 19,249 | 22,726 | -12.0 | 71,776 | 51,888 | 38.3 |
| Corvette | 3,516 | 3,177 | 14.9 | 12,808 | 11,139 | 15.0 |
| Impala | 25,879 | 23,442 | 14.6 | 90,312 | 87,770 | 2.9 |
| Malibu | 14,721 | 16,812 | -9.1 | 61,503 | 62,604 | -1.8 |
| Monte Carlo | 2,590 | 3,123 | -13.9 | 12,232 | 12,896 | -5.1 |
| SSR | 403 | 811 | -48.4 | 1,849 | 3,514 | -47.4 |
| Chevrolet Total | 71,141 | 87,423 | -15.5 | 266,010 | 305,638 | -13.0 |
| Alero | 0 | 131 | ***.* | 67 | 718 | -90.7 |
| Aurora | 0 | 1 | ***.* | 0 | 8 | ***.* |
| Oldsmobile Total | 0 | 132 | ***.* | 67 | 726 | -90.8 |

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| Bonneville | 108 | 1,209 | -90.7 | 711 | 4,928 | -85.6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| G6 | 9,296 | 11,790 | -18.1 | 46,154 | 32,502 | 42.0 |
| Grand Am | 92 | 8,625 | -98.9 | 487 | 27,052 | -98.2 |
| Grand Prix | 10,987 | 7,825 | 45.8 | 36,365 | 29,333 | 24.0 |
| GTO | 923 | 1,111 | -13.7 | 3,499 | 4,372 | -20.0 |
| Solstice | 1,828 | 0 | ***.* | 7,896 | 0 | ***.* |
| Sunfire | 112 | 3,943 | -97.1 | 566 | 14,892 | -96.2 |
| Vibe | 3,934 | 6,499 | -37.1 | 13,156 | 20,535 | -35.9 |
| Pontiac Total | 27,280 | 41,002 | -30.9 | 108,834 | 133,614 | -18.5 |
| 9-2X | 80 | 388 | -78.6 | 282 | 1,184 | -76.2 |
| 9-3 | 2,144 | 2,190 | 1.7 | 7,909 | 7,520 | 5.2 |
| 9-5 | 406 | 596 | -29.3 | 1,362 | 1,814 | -24.9 |
| Saab Total | 2,630 | 3,174 | -14.0 | 9,553 | 10,518 | -9.2 |
| ION | 8,873 | 7,520 | 22.5 | 31,154 | 31,126 | 0.1 |
| Saturn L Series | 1 | 844 | -99.9 | 20 | 3,511 | -99.4 |
| Saturn Sky | 612 | 0 | ***.* | 746 | 0 | ***.* |
| Saturn Total | 9,486 | 8,364 | 17.8 | 31,920 | 34,637 | -7. 8 |
| GM Total | 134,603 | 170,618 | -18.1 | 515,560 | 588,894 | -12.5 |

GM Car Deliveries by Production Source

| GM North America * | 126,305 | 160,550 | -18.3 | 487,192 | 554,187 | -12.1 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GM Import | 8,298 | 10,068 | -14.4 | 28,368 | 34,707 | -18.3 |
| GM Total | 134,603 | 170,618 | -18.1 | 515,560 | 588,894 | -12.5 |

* Includes U.S./Canada/Mexico

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

|  | April |  |  | Calendar Year-to-Date <br> January - April |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | $\begin{aligned} & \text { \% Chg } \\ & \text { per S/D } \end{aligned}$ | 2006 | 2005 | \%Chg |
| Selling Days (S/D) | 26 | 27 |  |  |  |  |
| GM Car Deliveries by Production Source and Marketing Division |  |  |  |  |  |  |
| Buick Total | 12,970 | 15,781 | -14.7 | 52,960 | 57,258 | -7. 5 |
| Cadillac Total | 11,096 | 14,742 | -21.8 | 46,216 | 46,503 | -0.6 |
| Chevrolet Total | 66,396 | 81,640 | -15.5 | 250,694 | 285,821 | -12.3 |
| Oldsmobile Total | 0 | 132 | ***.* | 67 | 726 | -90.8 |
| Pontiac Total | 26,357 | 39,891 | -31.4 | 105,335 | 129,242 | -18.5 |
| Saturn Total | 9,486 | 8,364 | 17.8 | 31,920 | 34,637 | -7.8 |
| GM North America |  |  |  |  |  |  |
| Total* | 126,305 | 160,550 | -18.3 | 487,192 | 554,187 | -12.1 |
| Chevrolet Total | 4,745 | 5,783 | -14.8 | 15,316 | 19,817 | -22.7 |
| Pontiac Total | 923 | 1,111 | -13.7 | 3,499 | 4,372 | -20.0 |
| Saab Total | 2,630 | 3,174 | -14.0 | 9,553 | 10,518 | -9.2 |
| GM Import Total | 8,298 | 10,068 | -14.4 | 28,368 | 34,707 | -18.3 |

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GM Vehicle Deliveries by Marketing Division

| Buick Total | 19,971 | 25,163 | -17.6 | 81,845 | 86,330 | -5.2 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cadillac Total | 17,916 | 20,251 | -8.1 | 68,845 | 70,324 | -2.1 |
| Chevrolet Total | 209,320 | 230,648 | -5.8 | 779,940 | 845,955 | -7.8 |
| GMC Total | 38,769 | 45,399 | -11.3 | 143,335 | 168,598 | -15.0 |
| HUMMER Total | 5,413 | 1,700 | 230.7 | 22,397 | 7,650 | 192.8 |
| Oldsmobile Total | 0 | 190 | ***.* | 96 | 981 | -90.2 |
| Other-Isuzu Total | 1,235 | 1,057 | 21.3 | 4,085 | 4,382 | -6.8 |
| Pontiac Total | 32,793 | 43,028 | -20.9 | 132,094 | 142,762 | -7.5 |
| Saab Total | 3,144 | 3,174 | 2.9 | 11,366 | 10,518 | 8.1 |
| Saturn Total | 16,843 | 15,329 | 14.1 | 64,324 | 63,581 | 1.2 |
| GM Total | 345,404 | 385,939 | -7.1 | 1,308,327 | 1,401,081 | -6.6 |

* Includes US/Canada/Mexico
$3-1 P$
GM Truck Deliveries - (United States)
April 2006

|  | April |  |  | Calendar Year-to-Date <br> January - April |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | $\begin{gathered} \text { \% Chg } \\ \text { per S/D } \end{gathered}$ | 2006 | 2005 | \%Chg |
| Selling Days (S/D) | 26 | 27 |  |  |  |  |
| Rainier | 1,373 | 1,129 | 26.3 | 6,020 | 4,458 | 35.0 |
| Rendezvous | 4,938 | 6,829 | -24.9 | 18,301 | 19,904 | -8.1 |
| Terraza | 690 | 1,424 | -49.7 | 4,564 | 4,710 | -3.1 |
| Total Buick | 7,001 | 9,382 | -22.5 | 28,885 | 29,072 | -0.6 |
| Escalade | 4,109 | 1,879 | 127.1 | 12,254 | 9,149 | 33.9 |
| Escalade ESV | 393 | 994 | -58.9 | 1,887 | 4,130 | -54.3 |
| Escalade EXT | 290 | 623 | -51.7 | 1,369 | 2,530 | -45.9 |
| SRX | 2,028 | 2,013 | 4.6 | 7,119 | 8,012 | -11.1 |
| Total Cadillac | 6,820 | 5,509 | 28.6 | 22,629 | 23,821 | -5.0 |
| Astro | 13 | 2,747 | -99.5 | 153 | 11,263 | -98.6 |
| C/K Suburban (Chevy) | 4,543 | 6,230 | -24.3 | 19,650 | 24,464 | -19.7 |
| Chevy C/T Series | 31 | 32 | 0.6 | 100 | 82 | 22.0 |
| Chevy W Series | 244 | 270 | -6.2 | 914 | 863 | 5.9 |
| Colorado | 8,640 | 12,725 | -29.5 | 27,840 | 45,248 | -38.5 |
| Equinox | 12,583 | 11,873 | 10.1 | 35,189 | 41,650 | -15.5 |
| Express Cutaway/G Cut | 1,598 | 1,647 | 0.8 | 6,140 | 5,766 | 6.5 |
| Express Panel/G Van | 7,145 | 7,954 | -6.7 | 27,967 | 26,886 | 4.0 |
| Express/G Sportvan | 1,932 | 2,211 | -9.3 | 6,749 | 8,209 | -17.8 |
| HHR | 9,352 | 0 | ***.* | 34,660 | 0 | ***.* |
| Kodiak 4/5 Series | 1,083 | 957 | 17.5 | 4,395 | 3,497 | 25.7 |
| Kodiak 6/7/8 Series | 300 | 317 | -1.7 | 1,316 | 1,318 | -0.2 |
| S/T Blazer | 6 | 600 | -99.0 | 84 | 2,959 | -97.2 |
| S/T Pickup | 0 | 13 | ***.* | 4 | 85 | -95.3 |
| Tahoe | 13,138 | 10,134 | 34.6 | 58,242 | 42,988 | 35.5 |
| Tracker | 0 | 51 | ***.* | 11 | 359 | -96.9 |
| TrailBlazer | 12,792 | 17,733 | -25.1 | 56,178 | 65,291 | -14.0 |
| Uplander | 4,768 | 7,264 | -31.8 | 20,729 | 21,405 | -3.2 |
| Venture | 18 | 811 | -97.7 | 135 | 4,001 | -96.6 |
| Avalanche Silverado-C/K | 2,284 | 4,581 | -48.2 | 10,412 | 19,587 | -46.8 |

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\begin{tabular}{|c|c|c|c|c|c|c|}
\hline Pickup \& 57,709 \& 55,075 \& 8.8 \& 203,062 \& 214,396 \& -5.3 \\
\hline \multicolumn{7}{|l|}{Chevrolet Fullsize} \\
\hline Pickups \& 59,993 \& 59,656 \& 4.4 \& 213,474 \& 233,983 \& -8.8 \\
\hline Chevrolet Total \& 138,179 \& 143,225 \& 0.2 \& 513,930 \& 540,317 \& -4.9 \\
\hline Canyon \& 1,886 \& 3,309 \& -40.8 \& 6,549 \& 11,753 \& -44.3 \\
\hline Envoy \& 5,946 \& 9,038 \& -31.7 \& 23,599 \& 30,716 \& -23.2 \\
\hline GMC C/T Series \& 23 \& 31 \& -23.0 \& 85 \& 69 \& 23.2 \\
\hline GMC W Series \& 451 \& 383 \& 22.3 \& 1,576 \& 1,518 \& 3.8 \\
\hline Safari (GMC) \& 2 \& 512 \& -99.6 \& 46 \& 1,775 \& -97.4 \\
\hline Savana Panel/G Classic \& 1,436 \& 2,323 \& -35.8 \& 5,604 \& 7,250 \& -22.7 \\
\hline Savana Special/G Cut \& 1,629 \& 2,427 \& -30.3 \& 5,033 \& 6,484 \& -22.4 \\
\hline Savana/Rally \& 166 \& 217 \& -20.6 \& 804 \& 761 \& 5.7 \\
\hline Sierra \& 17,179 \& 17,086 \& 4.4 \& 63,201 \& 67,955 \& -7.0 \\
\hline Sonoma \& 0 \& 5 \& ***.* \& 0 \& 46 \& ***.* \\
\hline Topkick 4/5 Series \& 1,558 \& 1,578 \& 2.5 \& 3,215 \& 3,265 \& -1.5 \\
\hline Topkick 6/7/8 Series \& 683 \& 779 \& -9.0 \& 2,528 \& 2,983 \& -15.3 \\
\hline Yukon \& 5,978 \& 4,550 \& 36.4 \& 20,376 \& 19,677 \& 3.6 \\
\hline \multirow[t]{2}{*}{Yukon XL
GMC Total} \& 1,832 \& 3,161 \& -39.8 \& 10,719 \& 14,346 \& -25.3 \\
\hline \& 38,769 \& 45,399 \& -11.3 \& 143,335 \& 168,598 \& -15.0 \\
\hline HUMMER H1 \& 25 \& 37 \& -29.8 \& 98 \& 104 \& -5.8 \\
\hline HUMMER H2 \& 1,436 \& 1,663 \& -10.3 \& 5,717 \& 7,546 \& -24.2 \\
\hline HUMMER H3 \& 3,952 \& 0 \& ***.* \& 16,582 \& 0 \& ***.* \\
\hline HUMMER Total \& 5,413 \& 1,700 \& 230.7 \& 22,397 \& 7,650 \& 192.8 \\
\hline Bravada \& 0 \& 44 \& ***.* \& 19 \& 163 \& -88.3 \\
\hline Silhouette \& 0 \& 14 \& ***.* \& 10 \& 92 \& -89.1 \\
\hline Oldsmobile Total \& 0 \& 58 \& ***.* \& 29 \& 255 \& -88.6 \\
\hline \multirow[t]{4}{*}{\begin{tabular}{l}
Other-Isuzu F Series \\
Other-Isuzu H Series \\
Other-Isuzu N Series Other-Isuzu Total
\end{tabular}} \& 132 \& 86 \& 59.4 \& 407 \& 358 \& 13.7 \\
\hline \& 17 \& 4 \& 341.3 \& 48 \& 4 \& ***.* \\
\hline \& 1,086 \& 967 \& 16.6 \& 3,630 \& 4,020 \& -9.7 \\
\hline \& 1,235 \& 1,057 \& 21.3 \& 4,085 \& 4,382 \& -6.8 \\
\hline Aztek \& 47 \& 545 \& -91.0 \& 229 \& 2,462 \& -90.7 \\
\hline Montana \& 40 \& 304 \& -86.3 \& 254 \& 1,708 \& -85.1 \\
\hline Montana SV6 \& 2,369 \& 1,177 \& 109.0 \& 8,737 \& 4,978 \& 75.5 \\
\hline \multirow[t]{2}{*}{Torrent
Pontiac Total} \& 3,057 \& 0 \& ***.* \& 14,040 \& 0 \& ***.* \\
\hline \& 5,513 \& 2,026 \& 182.6 \& 23,260 \& 9,148 \& 154.3 \\
\hline \multirow[t]{2}{*}{9-7X Saab Total} \& 514 \& 0 \& ***.* \& 1,813 \& 0 \& ***.* \\
\hline \& 514 \& 0 \& ***.* \& 1,813 \& 0 \& ***.* \\
\hline \multirow[t]{3}{*}{Relay
VUE

Saturn Total} \& 508 \& 1,275 \& -58.6 \& 2,348 \& 5,351 \& -56.1 <br>
\hline \& 6,849 \& 5,690 \& 25.0 \& 30,056 \& 23,593 \& 27.4 <br>
\hline \& 7,357 \& 6,965 \& 9.7 \& 32,404 \& 28,944 \& 12.0 <br>
\hline GM Total \& 210,801 \& 215,321 \& 1.7 \& 792,767 \& 812,187 \& -2.4 <br>
\hline \multicolumn{7}{|c|}{GM TRUCK Deliveries by Production Source} <br>
\hline GM North America * \& 209,391 \& 213,916 \& 1.6 \& 787,708 \& 806,757 \& -2.4 <br>
\hline GM Import \& 1,410 \& 1,405 \& 4.2 \& 5,059 \& 5,430 \& -6. 8 <br>
\hline GM Total \& 210,801 \& 215,321 \& 1.7 \& 792,767 \& 812,187 \& -2.4 <br>
\hline
\end{tabular}

GM Light Duty Truck Deliveries by Production Source
GM North America * 205,193 209,917 1.5 774,553 794,210 -2.5

| GM Import | 0 | 0 | **.* | 0 | 0 | ***.* |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GM Total | 205,193 | 209,917 | 1.5 | 774,553 | 794,210 | -2.5 |

* Includes U.S./Canada/Mexico

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

|  | April |  |  | ```Calendar Year-to-Date January - April``` |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | $\begin{gathered} \text { \% Chg } \\ \text { per S/D } \end{gathered}$ | 2006 | 2005 | \%Chg |
| Selling Days (S/D) | 26 | 27 |  |  |  |  |

GM TRUCK Deliveries by Production Source and Marketing Division

| Buick Total | 7,001 | 9,382 | -22.5 | 28,885 | 29,072 | -0.6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cadillac Total | 6,820 | 5,509 | 28.6 | 22,629 | 23,821 | -5.0 |
| Chevrolet Total | 138,014 | 143,024 | 0.2 | 513,311 | 539,681 | -4.9 |
| GMC Total | 38,451 | 45,079 | -11.4 | 142,082 | 167,374 | -15.1 |
| HUMMER Total | 5,413 | 1,700 | 230.7 | 22,397 | 7,650 | 192.8 |
| Oldsmobile Total | 0 | 58 | ***.* | 29 | 255 | -88.6 |
| Other-Isuzu Total | 308 | 173 | 84.9 | 898 | 812 | 10.6 |
| Pontiac Total | 5,513 | 2,026 | 182.6 | 23,260 | 9,148 | 154.3 |
| Saab Total | 514 | 0 | ***.* | 1,813 | 0 | ***. |
| Saturn Total | 7,357 | 6,965 | 9.7 | 32,404 | 28,944 | 12.0 |
| GM North America Total* | 209,391 | 213,916 | 1.6 | 787,708 | 806,757 | -2.4 |
| Chevrolet Total | 165 | 201 | -14.8 | 619 | 636 | -2.7 |
| GMC Total | 318 | 320 | 3.2 | 1,253 | 1,224 | 2.4 |
| Other-Isuzu Total | 927 | 884 | 8.9 | 3,187 | 3,570 | -10.7 |
| GM Import Total | 1,410 | 1,405 | 4.2 | 5,059 | 5,430 | -6.8 |

GM Light Truck Deliveries by Production Source and Marketing Division

| Buick Total | 7,001 | 9,382 | -22.5 | 28,885 | 29,072 | -0.6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cadillac Total | 6,820 | 5,509 | 28.6 | 22,629 | 23,821 | -5.0 |
| Chevrolet Total | 136,521 | 141,649 | 0.1 | 507,205 | 534,557 | -5.1 |
| GMC Total | 36,054 | 42,628 | -12.2 | 135,931 | 160,763 | -15.4 |
| HUMMER Total | 5,413 | 1,700 | 230.7 | 22,397 | 7,650 | 192.8 |
| Oldsmobile Total | 0 | 58 | ***.* | 29 | 255 | -88.6 |
| Pontiac Total | 5,513 | 2,026 | 182.6 | 23,260 | 9,148 | 154.3 |
| Saab Total | 514 | 0 | ***.* | 1,813 | 0 | ***.* |
| Saturn Total | 7,357 | 6,965 | 9.7 | 32,404 | 28,944 | 12.0 |
| GM North America Total* | 205,193 | 209,917 | 1.5 | 774,553 | 794,210 | -2.5 |


| GM Light Truck Deliveries by Marketing Division |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Buick Total | 7,001 | 9,382 | -22.5 | 28,885 | 29,072 | -0.6 |
| Cadillac Total | 6,820 | 5,509 | 28.6 | 22,629 | 23,821 | -5.0 |
| Chevrolet Total | 136,521 | 141,649 | 0.1 | 507,205 | 534,557 | -5.1 |
| GMC Total | 36,054 | 42,628 | -12.2 | 135,931 | 160,763 | -15.4 |
| HUMMER Total | 5,413 | 1,700 | 230.7 | 22,397 | 7,650 | 192.8 |
| Oldsmobile Total | 0 | 58 | ***.* | 29 | 255 | -88.6 |

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| Pontiac Total | 5,513 | 2,026 | 182.6 | 23,260 | 9,148 | 154.3 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Saab Total | 514 | 0 | $* * * .^{*}$ | 1,813 | 0 | $* * * . *$ |
| Saturn Total | 7,357 | 6,965 | 9.7 | 32,404 | 28,944 | 12.0 |
| $\quad$ GM Total | 205,193 | 209,917 | 1.5 | 774,553 | 794,210 | -2.5 |

* Includes US/Canada/Mexico

GM Production Schedule - 05/02/06

| GMNA |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Units 000s | Car1 | Truck1 | Total | GME2 | GMLAAM3 | GMAP 4 | Total <br> Worldwide | GMNA Car | 1 <br> Truck | International |
| 2006 Q2 \# | 445 | 755 | 1,200 | 502 | 215 | 504 | 2,421 | 17 | 62 | 269 |
| O/(U) prior |  |  |  |  |  |  |  |  |  |  |
| forecast:@ * | 0 | 0 | 0 | 12 | 0 | 30 | 42 | 0 | 0 | 38 |



## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| 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 |
| 3 rd Qtr. | 423 | 723 | 1,146 | 412 | 207 | 409 | 2,174 | 15 | 50 | 199 |
| 4 th 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. \# | 445 | 755 | 1,200 | 502 | 215 | 504 | 2,421 | 17 | 62 | 269 |

See notes next page.

* Variance reported only if current production estimate by region differs from prior production estimate by 5 K 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 undersigned hereunto duly authorized.

GENERAL MOTORS CORPORATION
(Registrant)

Date: May 2, 2006
By: /s/PETER R. BIBLE
--- ------------------
(Peter R. Bible,
Chief Accounting Officer)


[^0]:    Registrant's telephone number, including area code (313) 556-5000

[^1]:    $=============================================================================2$
    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

