

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GENERAL MOTORS CORP  
Form 8-K  
January 08, 2007

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) January 3, 2007

GENERAL MOTORS CORPORATION  
-----

(Exact Name of Registrant as Specified in its Charter)

STATE OF DELAWARE ----- (State or other jurisdiction of Incorporation or Organization)	1-143 ----- (Commission File Number)	38-0572515 ----- (I.R.S. Employer Identification No.)
300 Renaissance Center, Detroit, Michigan ----- (Address of Principal Executive Offices)		48265-3000 ----- (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 January 3, 2007 General Motors Corporation (GM) issued a news release announcing December 2006 sales. The release is as follows:

GM Reports 341,327 Deliveries in December

December Exceeded Expectations, Led By Strong Full-Size Truck and Utility Sales

2006 Turnaround Plan Retail Sales Objective Achieved

Residual Values and Transaction Prices Up

Incentive Discipline Continues - Annual Incentive Spend Down \$700 Per Vehicle

DETROIT - GM dealers in the United States delivered 341,327 vehicles in December, an increase of 10 percent (43,771) compared with November, but a reduction of 9.6 percent on a sales-day adjusted basis compared with a strong year-ago December. GM's total annual U.S. sales of 4.1 million vehicles in 2006 were down 9 percent compared with last year's 4.5 million, due to planned reductions in daily rental and other marginally-profitable sales.

"December was a very solid sales month for GM, exceeding our expectations, especially in full-size trucks and SUVs," said Mark LaNeve, vice president, GM North American Sales, Service and Marketing. "In 2006, despite challenging conditions, we stuck to the game plan and achieved our stated goals in support of Rick Wagoner's turnaround plan for North America. Specifically, we exceeded 3 million retail sales and stabilized market share, improved residual values and transaction prices, lowered daily rental sales, and we accomplished all of this while being the only major manufacturer to substantially lower incentive spending (down \$700). For 2007, we'll continue our plans to stabilize retail volume, improve our mix, reduce sales to the daily rental market, exercise strategic and tactical incentive programs and strengthen average transaction prices. We will continue to provide customers with the best coverage in the industry, including our 5 year/100,000 mile limited powertrain warranty with roadside assistance and courtesy transportation."

"As we move to the next phase of the turnaround plan, we plan to win by offering our customers the best products with industry-leading value and dealer service," LaNeve added. "So we are optimistic as we introduce exceptional new vehicles - such as the GMC Acadia and Sierra, Saturn Aura and Outlook, Buick Enclave, Chevrolet Silverado and the all-new Cadillac CTS."

December sales were up 10 percent compared with November, driven by a surge in full-size trucks that offer outstanding fuel economy and value. Highlights include:

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

- o Best sales month of the year for Cadillac (22,715 vehicles) with a 65 percent increase in truck sales compared with December 2005
- o Saturn total December sales up 42 percent
- o Saab total and retail sales were up 33 percent
- o Saturn and Saab saw car sales increases, and total GM car sales in December were up 2 percent on a sales-day adjusted basis.

For calendar year 2006, GM noted several significant achievements that point to strong consumer acceptance of its new products:

- o Including the GMC Sierra, GMC Canyon and Chevrolet Colorado, GM sold more than a million pickup trucks in 2006. GM moved the much-anticipated launch of the all-new full size 2007 Chevrolet Silverado and GMC Sierra pickup trucks ahead 13 weeks.
- o Sales of the Chevrolet Equinox and HHR, Pontiac Torrent and Saturn VUE drove GM's small utility and crossover sales up 27 percent in 2006, with 346,952 total deliveries.
- o HUMMER had a record sales year with 71,524 deliveries, up 26 percent. H3 sales were up 63 percent, to 54,052 deliveries, compared with 2005.
- o Saturn sales for 2006 totaled a record 226,375 vehicles, a 6 percent increase on a sales-day adjusted basis compared with 2005. The Aura, Sky and VUE led this improvement. The new Saturn Outlook crossover is being launched now.
- o Pontiac G6 had a 26 percent sales increase in 2006, compared with 2005. Chevrolet Impala sales were up 18 percent, with 289,868 vehicles sold. Chevrolet HHR sold 101,298 vehicles and Buick Lucerne sold 96,515 vehicles in 2006, each building on their launch momentum.

As GM executes the North America turnaround plan, much media attention has focused on the sales races between GM and its competitors. "We are obviously competing in a fiercely contested global marketplace," LaNeve said. "We're optimistic that our newest generation of products will continue to drive revenue growth and brand image."

### Certified Used Vehicles

December 2006 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 41,800 units, down nearly 6 percent from last December.

GM Certified Used Vehicles, the industry's top-selling certified brand, posted December sales of 35,774 units, down 8 percent. Cadillac Certified Pre-Owned Vehicles posted strong December sales of 3,948 units, up 18 percent. Saturn Certified Pre-Owned Vehicles sold 1,341 units in December, down nearly 18 percent. Saab Certified Pre-Owned Vehicles sold 607 units, up 9 percent, and HUMMER Certified Pre-Owned Vehicles sold 130 units.

Total 2006 sales for all certified GM brands were 520,189 units, down 2 percent from last year's total. Annual sales for GM Certified Used Vehicles, the industry's top-selling manufacturer-certified brand, were 449,461 units, down 1 percent from its category record sales results in 2005, while Chevrolet again finished the year as the industry's top-selling single-make certified used vehicle brand.

Cadillac Certified Pre-Owned finished 2006 with sales of 42,143 units, up 9 percent over the previous year. Saab Certified Pre-Owned Vehicles sold 8,330

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

units in 2006, down nearly 4 percent, while Saturn Certified Pre-Owned Vehicles sold 19,244 units, down 35 percent. HUMMER Certified Pre-Owned Vehicles sold 1,011 units in its first year of operation.

"Cadillac Certified Pre-Owned Vehicles posted another strong month, with December sales of 3,948 units, up 18 percent from last December, and total annual 2006 sales up 9 percent from 2005," said LaNeve. "GM Certified Used Vehicles finished 2006 as the industry's top-selling certified brand for the fifth consecutive year, while Chevrolet ranked as the top-selling single-line make certified used vehicle brand. Certified GM brands, including GM Certified Used Vehicles, Cadillac, Saturn, Saab and HUMMER Pre-Owned Vehicles, again led all manufacturers with total 2006 sales of 520,189 units."

GM North America Reports December and 2006 Fourth-Quarter Production, 2007 First-Quarter Production Forecast is Revised at 1.120 Million Vehicles

In December, GM North America produced 319,000 vehicles (125,000 cars and 194,000 trucks). This is down 42,000 vehicles or 12 percent compared to December 2005 when the region produced 361,000 vehicles (139,000 cars and 222,000 trucks). (Production totals include joint venture production of 16,000 vehicles in December 2006 and 24,000 vehicles in December 2005.)

Also, GM North America built 1.107 million vehicles (447,000 cars and 660,000 trucks) in the fourth quarter of 2006. This is down 174,000 vehicles or 14 percent compared to the fourth quarter of 2005 when the region produced 1.281 million vehicles (483,000 cars and 798,000 trucks). Additionally, the region's 2007 first-quarter production forecast is revised at 1.120 million vehicles (455,000 cars and 665,000 trucks), down 20,000 vehicles from last month's guidance. The majority of the production decrease is attributed to GM's ongoing efforts to reduce low-margin daily rental fleet sales. The remainder of the cuts is attributed to shifting production to the company's new full-size pickups and the ongoing management of inventories.

GM also announced 2006 revised fourth-quarter and 2007 first-quarter production forecasts for its international regions.

GM Europe - The region's 2006 fourth-quarter production forecast is revised at 443,000 vehicles. This is down 2,000 vehicles compared to last month's guidance. In the fourth quarter of 2005 the region built 443,000 vehicles. The region's 2007 first-quarter production forecast remains unchanged at 508,000 vehicles. In the first quarter of 2006 the region built 494,000 vehicles.

GM Asia Pacific - GM Asia Pacific's 2006 fourth-quarter production forecast is revised at 507,000 vehicles, up 3,000 vehicles from last month's guidance. In the fourth quarter of 2005 the region built 420,000 vehicles. The region's 2007 first-quarter production forecast is revised at 531,000 vehicles, down 8,000 vehicles from last month's guidance. In the first quarter of 2006 the region built 472,000 vehicles.

GM Latin America, Africa and the Middle East - The region's 2006 fourth-quarter production estimate is revised at 216,000 vehicles, up 1,000 vehicles from last month's guidance. In the fourth quarter of 2005 the region built 188,000 vehicles. The region's 2007 first-quarter production forecast remains unchanged at 214,000 vehicles. In the first quarter of 2006 the region built 194,000 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 318,000 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

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

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.

# # #

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

	December			Calendar Year-to-Date January - December		
	2006	2005	% Chg per S/D	2006	2005	%Chg
Curr S/D: 26						
Prev S/D: 27						
Vehicle Total	341,327	392,041	-9.6	4,124,645	4,517,730	-8.7
Car Total	129,585	131,687	2.2	1,625,376	1,751,921	-7.2
Truck Total	211,742	260,354	-15.5	2,499,269	2,765,809	-9.6
Light Truck Total	204,916	252,933	-15.9	2,439,965	2,702,464	-9.7
Light Vehicle Total	334,501	384,620	-9.7	4,065,341	4,454,385	-8.7

Market Division Vehicle Total	December			Calendar Year-to-Date January - December		
	2006	2005	% Chg per S/D	2006	2005	%Chg
Buick	15,986	22,002	-24.5	240,657	282,288	-14.7
Cadillac	22,715	22,946	2.8	227,014	235,002	-3.4
Chevrolet	194,369	231,628	-12.9	2,415,428	2,669,932	-9.5
GMC	41,770	50,688	-14.4	481,222	566,322	-15.0
HUMMER	6,928	8,079	-10.9	71,524	56,727	26.1
Oldsmobile	0	67	***.*	96	1,866	-94.9

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Other - Isuzu	2,566	2,432	9.6	15,751	15,787	-0.2
Pontiac	32,772	36,288	-6.2	410,229	437,806	-6.3
Saab	3,535	2,766	32.7	36,349	38,343	-5.2
Saturn	20,686	15,145	41.8	226,375	213,657	6.0

-----  
Sales of Vehicles Produced in US/Canada/Mexico  
-----

Car	121,797	125,207	1.0	1,525,304	1,636,175	-6.8
Light Truck	204,916	252,933	-15.9	2,439,965	2,702,464	-9.7

Twenty-six selling days for the Month 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.

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

	December			Calendar Year-to-Date January - December		
	2006	2005	% Chg per S/D	2006	2005	%Chg
Selling Days (S/D)	26	27				
Century	1	48	-97.8	83	6,504	-98.7
LaCrosse	4,676	6,790	-28.5	71,072	92,669	-23.3
LeSabre	33	1,036	-96.7	2,313	75,369	-96.9
Lucerne	5,694	5,812	1.7	96,515	8,821	994.2
Park Avenue	2	17	-87.8	51	2,175	-97.7
Regal	0	9	***.*	30	602	-95.0
Buick Total	10,406	13,712	-21.2	170,064	186,140	-8.6
CTS	4,822	7,553	-33.7	54,846	61,512	-10.8
DeVille	23	264	-91.0	807	38,661	-97.9
DTS	4,955	5,261	-2.2	58,224	23,322	149.7
Seville	0	2	***.*	9	137	-93.4
STS	2,450	3,199	-20.5	25,676	33,497	-23.3
XLR	286	264	12.5	3,203	3,730	-14.1
Cadillac Total	12,536	16,543	-21.3	142,765	160,859	-11.2
Aveo	3,992	3,379	22.7	58,244	68,085	-14.5
Cavalier	5	94	-94.5	355	18,960	-98.1
Classic	0	1	***.*	18	42,358	***.*
Cobalt	13,605	16,828	-16.0	211,449	212,667	-0.6
Corvette	3,081	3,271	-2.2	36,518	32,489	12.4
Impala	26,160	22,186	22.4	289,868	246,481	17.6
Malibu	11,406	14,198	-16.6	163,853	203,503	-19.5

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Monte Carlo	2,416	2,573	-2.5	34,113	33,562	1.6
SSR	105	574	-81.0	3,803	8,107	-53.1
Chevrolet Total	60,770	63,104	0.0	798,221	866,212	-7.8
Alero	0	49	***.*	67	1,382	-95.2
Aurora	0	0	***.*	0	18	***.*
Oldsmobile Total	0	49	***.*	67	1,400	-95.2
Bonneville	35	269	-86.5	1,160	10,037	-88.4
G5	1,621	0	***.*	7,902	0	***.*
G6	13,804	12,642	13.4	157,644	124,844	26.3
Grand Am	17	152	-88.4	828	31,613	-97.4
Grand Prix	8,697	7,712	17.1	108,634	122,398	-11.2
GTO	897	801	16.3	11,268	11,590	-2.8
Solstice	1,349	2,746	-49.0	19,710	5,445	262.0
Sunfire	7	296	-97.5	853	25,114	-96.6
Vibe	2,534	4,611	-42.9	45,221	64,271	-29.6
Pontiac Total	28,961	29,229	2.9	353,220	395,312	-10.6
9-2X	77	54	48.1	1,435	5,940	-75.8
9-3	2,134	1,952	13.5	24,133	24,108	0.1
9-5	688	294	143.0	4,992	6,023	-17.1
Saab Total	2,899	2,300	30.9	30,560	36,071	-15.3
Aura	5,841	0	***.*	19,746	0	***.*
ION	7,162	6,745	10.3	102,042	100,891	1.1
Saturn L Series	0	5	***.*	20	5,036	-99.6
Sky	1,010	0	***.*	8,671	0	***.*
Saturn Total	14,013	6,750	115.6	130,479	105,927	23.2
GM Total	129,585	131,687	2.2	1,625,376	1,751,921	-7.2

GM Car Deliveries by Production Source

GM North America *	121,797	125,207	1.0	1,525,304	1,636,175	-6.8
GM Import	7,788	6,480	24.8	100,072	115,746	-13.5
GM Total	129,585	131,687	2.2	1,625,376	1,751,921	-7.2

\* Includes U.S./Canada/Mexico

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

	December		% Chg per S/D	Calendar Year-to-Date January - December		%Chg
	2006	2005		2006	2005	
Selling Days (S/D)	26	27				

GM Car Deliveries by Production Source and Marketing Division

Buick Total	10,406	13,712	-21.2	170,064	186,140	-8.6
Cadillac Total	12,536	16,543	-21.3	142,765	160,859	-11.2
Chevrolet Total	56,778	59,725	-1.3	739,977	798,127	-7.3

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Oldsmobile Total	0	49	***.*	67	1,400	-95.2
Pontiac Total	28,064	28,428	2.5	341,952	383,722	-10.9
Saturn Total	14,013	6,750	115.6	130,479	105,927	23.2
GM North America						
Total*	121,797	125,207	1.0	1,525,304	1,636,175	-6.8
=====						
Chevrolet Total	3,992	3,379	22.7	58,244	68,085	-14.5
Pontiac Total	897	801	16.3	11,268	11,590	-2.8
Saab Total	2,899	2,300	30.9	30,560	36,071	-15.3
GM Import Total	7,788	6,480	24.8	100,072	115,746	-13.5

GM Vehicle Deliveries by Marketing Division

Buick Total	15,986	22,002	-24.5	240,657	282,288	-14.7
Cadillac Total	22,715	22,946	2.8	227,014	235,002	-3.4
Chevrolet Total	194,369	231,628	-12.9	2,415,428	2,669,932	-9.5
GMC Total	41,770	50,688	-14.4	481,222	566,322	-15.0
HUMMER Total	6,928	8,079	-10.9	71,524	56,727	26.1
Oldsmobile Total	0	67	***.*	96	1,866	-94.9
Other-Isuzu Total	2,566	2,432	9.6	15,751	15,787	-0.2
Pontiac Total	32,772	36,288	-6.2	410,229	437,806	-6.3
Saab Total	3,535	2,766	32.7	36,349	38,343	-5.2
Saturn Total	20,686	15,145	41.8	226,375	213,657	6.0
GM Total	341,327	392,041	-9.6	4,124,645	4,517,730	-8.7

\* Includes US/Canada/Mexico

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

	December			Calendar Year-to-Date January - December		
	2006	2005	% Chg per S/D	2006	2005	%Chg
Selling Days (S/D)	26	27				
Rainier	761	1,114	-29.1	12,691	15,271	-16.9
Rendezvous	4,101	5,535	-23.1	45,954	60,589	-24.2
Terraza	718	1,641	-54.6	11,948	20,288	-41.1
Total Buick	5,580	8,290	-30.1	70,593	96,148	-26.6
Escalade	4,789	2,595	91.6	39,017	29,876	30.6
Escalade ESV	2,163	1,179	90.5	16,170	13,502	19.8
Escalade EXT	1,091	557	103.4	7,019	7,766	-9.6
SRX	2,136	2,072	7.1	22,043	22,999	-4.2
Total Cadillac	10,179	6,403	65.1	84,249	74,143	13.6
Astro	14	255	-94.3	386	19,215	-98.0
C/K Suburban(Chevy)	8,124	7,966	5.9	77,211	87,011	-11.3
Chevy C/T Series	30	46	-32.3	315	280	12.5
Chevy W Series	320	455	-27.0	2,937	3,013	-2.5
Colorado	7,858	8,828	-7.6	93,876	128,359	-26.9
Equinox	9,178	9,867	-3.4	113,888	130,542	-12.8
Express Cutaway/G Cut	1,497	2,096	-25.8	19,902	19,553	1.8
Express Panel/G Van	7,414	9,707	-20.7	85,436	88,522	-3.5
Express/G Sportvan	980	1,383	-26.4	17,857	19,510	-8.5
HHR	5,578	8,721	-33.6	101,298	41,011	147.0
Kodiak 4/5 Series	1,096	1,337	-14.9	11,955	11,074	8.0

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Kodiak 6/7/8 Series	362	486	-22.6	3,689	4,441	-16.9
S/T Blazer	1	60	-98.3	114	4,936	-97.7
S/T Pickup	0	0	***.*	4	149	-97.3
Tahoe	15,261	14,906	6.3	161,491	152,305	6.0
Tracker	0	1	***.*	11	474	-97.7
TrailBlazer	12,354	23,736	-46.0	174,797	244,150	-28.4
Uplander	4,388	4,967	-8.3	58,699	72,980	-19.6
Venture	2	78	-97.3	196	7,029	-97.2
.....						
Avalanche	6,746	4,859	44.2	57,076	63,186	-9.7
Silverado-C/K Pickup	52,396	68,770	-20.9	636,069	705,980	-9.9
Chevrolet Fullsize Pickups	59,142	73,629	-16.6	693,145	769,166	-9.9
.....						
Chevrolet Total	133,599	168,524	-17.7	1,617,207	1,803,720	-10.3
-----						
Acadia	480	0	***.*	480	0	***.*
Canyon	2,000	2,322	-10.6	23,979	34,845	-31.2
Envoy	5,176	8,685	-38.1	74,452	107,862	-31.0
GMC C/T Series	30	29	7.4	255	212	20.3
GMC W Series	933	840	15.3	5,879	6,395	-8.1
Safari (GMC)	0	33	***.*	56	3,436	-98.4
Savana Panel/G Classic	1,359	1,926	-26.7	17,276	21,106	-18.1
Savana Special/G Cut	393	461	-11.5	10,162	11,458	-11.3
Savana/Rally	242	227	10.7	2,535	2,201	15.2
Sierra	17,541	21,331	-14.6	210,736	229,488	-8.2
Sonoma	0	0	***.*	0	66	***.*
Topkick 4/5 Series	796	1,031	-19.8	10,730	14,397	-25.5
Topkick 6/7/8 Series	693	765	-5.9	7,793	7,746	0.6
Yukon	7,075	7,013	4.8	71,476	73,458	-2.7
Yukon XL	5,052	6,025	-12.9	45,413	53,652	-15.4
GMC Total	41,770	50,688	-14.4	481,222	566,322	-15.0
-----						
HUMMER H1	29	35	-14.0	365	374	-2.4
HUMMER H2	1,662	2,109	-18.2	17,107	23,213	-26.3
HUMMER H3	5,237	5,935	-8.4	54,052	33,140	63.1
HUMMER Total	6,928	8,079	-10.9	71,524	56,727	26.1
-----						
Bravada	0	16	***.*	19	327	-94.2
Silhouette	0	2	***.*	10	139	-92.8
Oldsmobile Total	0	18	***.*	29	466	-93.8
-----						
Other-Isuzu F Series	359	266	40.2	1,704	1,505	13.2
Other-Isuzu H Series	11	22	-48.1	125	79	58.2
Other-Isuzu N Series	2,196	2,144	6.4	13,922	14,203	-2.0
Other-Isuzu Total	2,566	2,432	9.6	15,751	15,787	-0.2
-----						
Aztek	3	131	-97.6	347	5,020	-93.1
Montana	10	90	-88.5	388	3,732	-89.6
Montana SV6	335	2,517	-86.2	13,100	23,439	-44.1
Torrent	3,463	4,321	-16.8	43,174	10,303	319.0
Pontiac Total	3,811	7,059	-43.9	57,009	42,494	34.2
-----						
9-7X	636	466	41.7	5,789	2,272	154.8
Saab Total	636	466	41.7	5,789	2,272	154.8
-----						
Outlook	144	0	***.*	144	0	***.*
Relay	416	694	-37.8	7,171	15,758	-54.5
VUE	6,113	7,701	-17.6	88,581	91,972	-3.7
Saturn Total	6,673	8,395	-17.5	95,896	107,730	-11.0
-----						

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GM Total	211,742	260,354	-15.5	2,499,269	2,765,809	-9.6
-----						
GM TRUCK Deliveries by Production Source						
GM North America *	208,930	257,643	-15.8	2,480,250	2,746,010	-9.7
GM Import	2,812	2,711	7.7	19,019	19,799	-3.9
GM Total	211,742	260,354	-15.5	2,499,269	2,765,809	-9.6
-----						
GM Light Duty Truck Deliveries by Production Source						
GM North America *	204,916	252,933	-15.9	2,439,965	2,702,464	-9.7
GM Import	0	0	***.*	0	0	***.*
GM Total	204,916	252,933	-15.9	2,439,965	2,702,464	-9.7

\* Includes U.S./Canada/Mexico

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

	December			Calendar Year-to-Date January - December		
	2006	2005	% Chg per S/D	2006	2005	%Chg
Selling Days (S/D)	26	27				

GM TRUCK Deliveries by Production Source and Marketing Division						
Buick Total	5,580	8,290	-30.1	70,593	96,148	-26.6
Cadillac Total	10,179	6,403	65.1	84,249	74,143	13.6
Chevrolet Total	133,353	168,269	-17.7	1,615,045	1,801,596	-10.4
GMC Total	41,004	50,004	-14.8	476,491	560,999	-15.1
HUMMER Total	6,928	8,079	-10.9	71,524	56,727	26.1
Oldsmobile Total	0	18	***.*	29	466	-93.8
Other-Isuzu Total	766	660	20.5	3,625	3,435	5.5
Pontiac Total	3,811	7,059	-43.9	57,009	42,494	34.2
Saab Total	636	466	41.7	5,789	2,272	154.8
Saturn Total	6,673	8,395	-17.5	95,896	107,730	-11.0
GM North America Total*	208,930	257,643	-15.8	2,480,250	2,746,010	-9.7
Chevrolet Total	246	255	0.2	2,162	2,124	1.8
GMC Total	766	684	16.3	4,731	5,323	-11.1
Other-Isuzu Total	1,800	1,772	5.5	12,126	12,352	-1.8
GM Import Total	2,812	2,711	7.7	19,019	19,799	-3.9

GM Light Truck Deliveries by Production Source and Marketing Division						
Buick Total	5,580	8,290	-30.1	70,593	96,148	-26.6
Cadillac Total	10,179	6,403	65.1	84,249	74,143	13.6
Chevrolet Total	131,791	166,200	-17.7	1,598,311	1,784,912	-10.5
GMC Total	39,318	48,023	-15.0	456,565	537,572	-15.1
HUMMER Total	6,928	8,079	-10.9	71,524	56,727	26.1
Oldsmobile Total	0	18	***.*	29	466	-93.8
Pontiac Total	3,811	7,059	-43.9	57,009	42,494	34.2

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Saab Total	636	466	41.7	5,789	2,272	154.8
Saturn Total	6,673	8,395	-17.5	95,896	107,730	-11.0
GM North America Total*	204,916	252,933	-15.9	2,439,965	2,702,464	-9.7

GM Light Truck Deliveries by Marketing Division

Buick Total	5,580	8,290	-30.1	70,593	96,148	-26.6
Cadillac Total	10,179	6,403	65.1	84,249	74,143	13.6
Chevrolet Total	131,791	166,200	-17.7	1,598,311	1,784,912	-10.5
GMC Total	39,318	48,023	-15.0	456,565	537,572	-15.1
HUMMER Total	6,928	8,079	-10.9	71,524	56,727	26.1
Oldsmobile Total	0	18	***.*	29	466	-93.8
Pontiac Total	3,811	7,059	-43.9	57,009	42,494	34.2
Saab Total	636	466	41.7	5,789	2,272	154.8
Saturn Total	6,673	8,395	-17.5	95,896	107,730	-11.0
GM Total	204,916	252,933	-15.9	2,439,965	2,702,464	-9.7

\* Includes US/Canada/Mexico

GM Production Schedule - 1/03/07

Units 000s	GMNA			GME2	GMLAAM3	GMAP4	Total Worldwide	GMNA 1		International
	Car1	Truck1	Total					Car	Truck	
2006 Q4 #	447	660	1,107	443	216	507	2,273	11	43	260
O/(U) prior forecast:@ *	(2)	(1)	(3)	(2)	1	3	(1)	0	(2)	17
2007 Q1 #	455	665	1,120	508	214	531	2,373	15	44	264
O/(U) prior forecast:@ *	(2)	(18)	(20)	0	0	(8)	(28)	0	(5)	0

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

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

CY	2,458	3,182	5,640	1,770	561	307	8,278	59	73	NA
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.	417	633	1,050	374	215	433	2,072	12	48	202
4th Qtr. #	447	660	1,107	443	216	507	2,273	11	43	260
CY	1,822	2,827	4,649	1,806	831	1,894	9,180	58	199	966
2007										
1st Qtr. #	455	665	1,120	508	214	531	2,373	15	44	264

\* 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.

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

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: January 8, 2007

By: /s/ NICK S. CYPRUS

-----  
(Nick S. Cyprus  
Controller and  
Chief Accounting Officer)