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GENERAL MOTORS CORP  
Form 8-K  
February 01, 2002

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) February 1, 2002  
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GENERAL MOTORS CORPORATION  
-----  
(Exact name of registrant as specified in its charter)

STATE OF DELAWARE ----- (State or other jurisdiction of incorporation)	1-143 ----- (Commission File Number)	38-0572515 ----- (I.R.S. Employer Identification No.)
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300 Renaissance Center, Detroit, Michigan ----- (Address of principal executive offices)	48265-3000 ----- (Zip Code)
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Registrant's telephone number, including area code (313) 556-5000  
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ITEM 5. OTHER ITEMS

On February 1, 2002, General Motors Corporation (GM) issued a news release announcing January production results and increases first-quarter schedule. The

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release is as follows:

### GM Trucks Continue Momentum from Record-Setting

2001 Calendar Year

- Retail Sales Comparable to Year-ago Levels
- Overall January sales down 13 percent
- Truck Sales Up 10 percent - Retail Truck Sales Up 15 Percent
- Midsize Utilities Up 50 Percent Over Last Year

### GM Announces January Production Results, Increases First-Quarter Schedule

DETROIT -- General Motors dealers sold 299,634 new cars and trucks in January in the United States, down 13 percent. GM's sales decline was fully accounted for by a 58 percent reduction in daily rental volume. GM's retail sales were comparable to a year ago due to a 15 percent increase in retail truck sales.

"We had a phenomenal year in truck sales in 2001 setting several truck sales records and we continued that momentum in January," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "In addition, our strong retail performance helped to offset reductions in daily rental fleet."

Lovejoy continued, "Our entire GM organization, the effectiveness of the 'GM Overdrive' marketing campaign, and the outstanding sales efforts of our dealers are clearly positioning us to maintain our momentum throughout the year."

### GM Truck Sales

For January, GM's Industry leading truck lineup maintained its record sales pace with deliveries up 10 percent. GM's midsize utilities continued to gain momentum with sales of 38,140, an increase of 50 percent over last January. Once again, GM had strong full-size pickup sales (72,143 units - up 20 percent) and maintained its leadership in full-size utilities.

GM is expecting to build momentum in calendar year '02 in the luxury and entry level markets with several all-new vehicles. Cadillac CTS and Escalade EXT, Saturn Vue and Pontiac Vibe are currently arriving in dealerships and will each be in full production within the next several months.

### January Sales Records

GM Trucks  
Chevrolet Trucks  
GM Pickups  
GM Full-size Pickups  
Chevrolet Silverado  
GM Utilities

### January Sales Records cont.

Chevrolet Utilities  
GMC Utilities  
GM Midsize Utilities  
GM Full-size Utilities  
GMC Yukon  
Cadillac Escalade

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### Certified Used Sales

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GM continued to gain momentum in the used car market, achieving approximately 22,000 total used certified vehicle sales for January, including the Cadillac, Saturn and SAAB certified brands. The GM Certified Used Vehicle brand had another strong month, selling 18,262 units. Lovejoy commented on the success of GM's certified used vehicle programs. "We are really hitting our stride in this end of the market and we fully expect that with the strength and support of our dealer network, we will challenge for the segment lead in certified used vehicles."

### GM Announces January Production Results, Increases First-Quarter Schedule

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In January, GM produced 409,000 vehicles (178,000 cars and 231,000 trucks) in North America, up more than 6 percent from 384,000 vehicles (191,000 cars and 193,000 trucks) produced in January 2001. (Totals include joint venture production of 5,000 vehicles in January and 9,000 vehicles in January 2001.)

Additionally, GM increased its first-quarter 2002 North American forecast to 1.32 million vehicles (585,000 cars and 735,000 trucks) from its previous estimate of 1.3 million vehicles (575,000 cars and 725,000 trucks). The increase in production builds on the momentum created by the successful "Keep America Rolling" and "GM Overdrive" campaigns. In the first quarter of 2001, GM produced 1.214 million vehicles (581,000 cars and 633,000 trucks).

GM also announced the following production information for its international regions:

- GM Europe - The first-quarter estimate is 460,000 vehicles, a decrease of 38,000 vehicles from the previous estimate due to lower than expected sales in late 2001 and early 2002, resulting in higher than desired inventory levels.
- GM Asia Pacific - The first-quarter estimate is 59,000 vehicles, a decrease of 8,000 vehicles from the previous estimate due to a reduction in export volume to other regions.
- GM Latin America, Africa and the Middle East - The first-quarter estimate is 138,000 vehicles, an increase of 6,000 vehicles from the previous estimate.

Note: GM sales and production results are available on GM Media Online at <http://media.gm.com> by clicking on News, then Sales/Production.

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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.

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

	January			Calendar Year-to-Date January - January		
	2002	2001	% Chg per S/D	2002	2001	% Chg per S/D
Curr S/D: 25						
Prev S/D: 25						
Vehicle Total	299,634	343,527	-12.8	299,634	343,527	-12.8
Car Total	116,633	177,192	-34.2	116,633	177,192	-34.2
Truck Total	183,001	166,335	10.0	183,001	166,335	10.0
Light Truck Total	180,706	163,840	10.3	180,706	163,840	10.3
Light Vehicle Total	297,339	341,032	-12.8	297,339	341,032	-12.8

Market Division Vehicle Total	January			Calendar Year-to-Date January - January		
	2002	2001	% Chg per S/D	2002	2001	% Chg per S/D
Buick	19,335	26,564	-27.2	19,335	26,564	-27.2
Cadillac	11,442	11,235	1.8	11,442	11,235	1.8
Chevrolet	181,148	183,371	-1.2	181,148	183,371	-1.2
GMC	35,040	34,398	1.9	35,040	34,398	1.9
Hummer	52	92	-43.5	52	92	-43.5
Oldsmobile	11,058	24,754	-55.3	11,058	24,754	-55.3
Other - Isuzu	774	929	-16.7	774	929	-16.7
Pontiac	25,212	38,405	-34.4	25,212	38,405	-34.4
Saab	1,575	2,314	-31.9	1,575	2,314	-31.9
Saturn	13,998	21,465	-34.8	13,998	21,465	-34.8

Sales of Domestically Produced Vehicles

Car	115,003	174,174	-34.0	115,003	174,174	-34.0
Light Truck	180,706	163,840	10.3	180,706	163,840	10.3

Twenty-five selling days for the January period this year and twenty-five for

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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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GM Car Deliveries - (United States)  
January 2002

	Calendar Year-to-Date					
	(1)	January		January - January		
	2002	2001	%Chg per S/D	2002	2001	% Chg per S/D
Selling Days (S/D)	25	25				
Century	5,047	9,526	-47.0	5,047	9,526	-47.0
LeSabre	7,390	9,948	-25.7	7,390	9,948	-25.7
Park Avenue	1,533	2,534	-39.5	1,533	2,534	-39.5
Regal	1,479	4,556	-67.5	1,479	4,556	-67.5
Riviera	0	0	***.*	0	0	***.*
Buick Total	15,449	26,564	-41.8	15,449	26,564	-41.8
Catera	55	704	-92.2	55	704	-92.2
CTS	224	0	***.*	224	0	***.*
DeVille	5,759	7,948	-27.5	5,759	7,948	-27.5
Eldorado	470	538	-12.6	470	538	-12.6
Seville	1,581	1,339	18.1	1,581	1,339	18.1
Cadillac Total	8,089	10,529	-23.2	8,089	10,529	-23.2
Camaro	2,052	1,948	5.3	2,052	1,948	5.3
Cavalier	15,471	16,221	-4.6	15,471	16,221	-4.6
Corvette	2,443	2,252	8.5	2,443	2,252	8.5
Impala	12,724	14,923	-14.7	12,724	14,923	-14.7
Lumina	1	4,298	***.*	1	4,298	***.*
Malibu	10,879	13,076	-16.8	10,879	13,076	-16.8
Metro	2	2,170	***.*	2	2,170	***.*
Monte Carlo	4,155	4,599	-9.7	4,155	4,599	-9.7
Prizm	1,881	4,620	-59.3	1,881	4,620	-59.3
Chevrolet Total	49,608	64,107	-22.6	49,608	64,107	-22.6
Alero	7,241	13,407	-46.0	7,241	13,407	-46.0
Aurora	534	2,763	-80.7	534	2,763	-80.7
Cutlass	0	4	***.*	0	4	***.*
Eighty Eight	0	0	***.*	0	0	***.*
Intrigue	928	3,604	-74.3	928	3,604	-74.3
Oldsmobile Total	8,703	19,778	-56.0	8,703	19,778	-56.0
Bonneville	1,795	2,689	-33.2	1,795	2,689	-33.2
Firebird	1,492	1,495	-0.2	1,492	1,495	-0.2
Grand Am	9,230	16,265	-43.3	9,230	16,265	-43.3
Grand Prix	4,697	5,363	-12.4	4,697	5,363	-12.4
Sunfire	4,672	6,623	-29.5	4,672	6,623	-29.5

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Vibe	33	0	***.*	33	0	***.*
Pontiac Total	21,919	32,435	-32.4	21,919	32,435	-32.4
9-3	1,030	1,149	-10.4	1,030	1,149	-10.4
9-5	545	1,165	-53.2	545	1,165	-53.2
Saab Total	1,575	2,314	-31.9	1,575	2,314	-31.9
Saturn L Series	4,517	8,050	-43.9	4,517	8,050	-43.9
Saturn S Series	6,773	13,415	-49.5	6,773	13,415	-49.5
Saturn Total	11,290	21,465	-47.4	11,290	21,465	-47.4
GM Total	116,633	177,192	-34.2	116,633	177,192	-34.2
GM Car Deliveries by Production Source						
GM North America *	115,003	174,174	-34.0	115,003	174,174	-34.0
GM Import	1,630	3,018	-46.0	1,630	3,018	-46.0
GM Total	116,633	177,192	-34.2	116,633	177,192	-34.2

\* Includes U.S./Canada/Mexico

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GM Car Deliveries - (United States)  
January 2002

(1)	Calendar Year-to-Date					
	January			January - January		
	2002	2001	%Chg per S/D	2002	2001	% Chg per S/D
Selling Days (S/D)	25	25				

GM Car Deliveries by Production Source and Marketing Division

Buick Total	15,449	26,564	-41.8	15,449	26,564	-41.8
Cadillac Total	8,034	9,825	-18.2	8,034	9,825	-18.2
Chevrolet Total	49,608	64,107	-22.6	49,608	64,107	-22.6
Oldsmobile Total	8,703	19,778	-56.0	8,703	19,778	-56.0
Pontiac Total	21,919	32,435	-32.4	21,919	32,435	-32.4
Saturn Total	11,290	21,465	-47.4	11,290	21,465	-47.4
GM North America Total*	115,003	174,174	-34.0	115,003	174,174	-34.0
Cadillac Total	55	704	-92.2	55	704	-92.2
Saab Total	1,575	2,314	-31.9	1,575	2,314	-31.9
GM Import Total	1,630	3,018	-46.0	1,630	3,018	-46.0

GM Vehicle Deliveries by Marketing Division

Buick Total	19,335	26,564	-27.2	19,335	26,564	-27.2
Cadillac Total	11,442	11,235	1.8	11,442	11,235	1.8
Chevrolet Total	181,148	183,371	-1.2	181,148	183,371	-1.2
GMC Total	35,040	34,398	1.9	35,040	34,398	1.9
Hummer Total	52	92	-43.5	52	92	-43.5
Oldsmobile Total	11,058	24,754	-55.3	11,058	24,754	-55.3
Other-Isuzu Total	774	929	-16.7	774	929	-16.7

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Pontiac Total	25,212	38,405	-34.4	25,212	38,405	-34.4
Saab Total	1,575	2,314	-31.9	1,575	2,314	-31.9
Saturn Total	13,998	21,465	-34.8	13,998	21,465	-34.8
GM Total	299,634	343,527	-12.8	299,634	343,527	-12.8

\* Includes US/Canada/Mexico

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GM Truck Deliveries - (United States)  
January 2002

	(1) January		%Chg per S/D	Calendar Year-to-Date January - January		% Chg per S/D
	2002	2001		2002	2001	
Selling Days (S/D)	25	25				
Rendezvous	3,886	0	***.*	3,886	0	***.*
Total Buick	3,886	0	***.*	3,886	0	***.*
Escalade	2,638	706	273.7	2,638	706	273.7
Escalade EXT	715	0	***.*	715	0	***.*
Total Cadillac	3,353	706	374.9	3,353	706	374.9
Astro	2,814	4,810	-41.5	2,814	4,810	-41.5
C/K Suburban (Chevy)	9,590	10,501	-8.7	9,590	10,501	-8.7
Chevy C/T Series	418	352	18.8	418	352	18.8
Chevy P Models & Mtr Hms	0	10	***.*	0	10	***.*
Chevy W Series	190	183	3.8	190	183	3.8
Express Cutaway/G Cut	1,149	880	30.6	1,149	880	30.6
Express Panel/G Van	4,046	4,849	-16.6	4,046	4,849	-16.6
Express/G Sportvan	487	1,075	-54.7	487	1,075	-54.7
S/T Blazer	7,729	15,867	-51.3	7,729	15,867	-51.3
S/T Pickup	9,387	10,085	-6.9	9,387	10,085	-6.9
Tahoe	13,974	14,250	-1.9	13,974	14,250	-1.9
Tracker	2,999	3,410	-12.1	2,999	3,410	-12.1
TrailBlazer	17,411	0	***.*	17,411	0	***.*
Venture	3,528	5,329	-33.8	3,528	5,329	-33.8
.....						
Avalanche	6,634	0	***.*	6,634	0	***.*
Silverado-C/K Pickup	51,184	47,663	7.4	51,184	47,663	7.4
Chevrolet Fullsize Pickups	57,818	47,663	21.3	57,818	47,663	21.3
.....						
Chevrolet Total	131,540	119,264	10.3	131,540	119,264	10.3
.....						
C/K Suburban (GMC)	0	9	***.*	0	9	***.*
Envoy	6,008	0	***.*	6,008	0	***.*
GMC C/T Series	693	766	-9.5	693	766	-9.5
GMC W Series	220	253	-13.0	220	253	-13.0
P Models & Mtr Hms (GMC)	0	2	***.*	0	2	***.*
S/T Jimmy	231	5,032	-95.4	231	5,032	-95.4
Safari (GMC)	780	1,662	-53.1	780	1,662	-53.1
Savana Panel/G Classic	1,270	1,506	-15.7	1,270	1,506	-15.7
Savana Special/G Cut	378	376	0.5	378	376	0.5
Savana/Rally	112	155	-27.7	112	155	-27.7

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Sierra	13,610	12,679	7.3	13,610	12,679	7.3
Sonoma	2,499	2,329	7.3	2,499	2,329	7.3
Yukon	5,292	5,352	-1.1	5,292	5,352	-1.1
Yukon XL	3,947	4,277	-7.7	3,947	4,277	-7.7
GMC Total	35,040	34,398	1.9	35,040	34,398	1.9
-----						
Hummer H1	52	92	-43.5	52	92	-43.5
Hummer Total	52	92	-43.5	52	92	-43.5
-----						
Bravada	1,354	1,553	-12.8	1,354	1,553	-12.8
Silhouette	1,001	3,423	-70.8	1,001	3,423	-70.8
Oldsmobile Total	2,355	4,976	-52.7	2,355	4,976	-52.7
-----						
Other-Isuzu F Series	124	158	-21.5	124	158	-21.5
Other-Isuzu N Series	650	771	-15.7	650	771	-15.7
Other-Isuzu Total	774	929	-16.7	774	929	-16.7
-----						
Aztek	1,521	2,938	-48.2	1,521	2,938	-48.2
Montana	1,772	3,032	-41.6	1,772	3,032	-41.6
Trans Sport	0	0	***.*	0	0	***.*
Pontiac Total	3,293	5,970	-44.8	3,293	5,970	-44.8
-----						
VUE	2,708	0	***.*	2,708	0	***.*
Saturn Total	2,708	0	***.*	2,708	0	***.*
-----						
GM Total	183,001	166,335	10.0	183,001	166,335	10.0

GM TRUCK Deliveries by Production Source

GM North America *	182,144	165,277	10.2	182,144	165,277	10.2
GM Import	857	1,058	-19.0	857	1,058	-19.0
GM Total	183,001	166,335	10.0	183,001	166,335	10.0

GM Light Duty Truck Deliveries by Production Source

GM North America *	180,706	163,840	10.3	180,706	163,840	10.3
GM Import	0	0	***.*	0	0	***.*
GM Total	180,706	163,840	10.3	180,706	163,840	10.3

\* Includes U.S./Canada/Mexico

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GM Truck Deliveries - (United States)  
January 2002

(1)	January		Calendar Year-to-Date January - January			
	2002	2001	%Chg per S/D	2002	2001	% Chg per S/D
Selling Days (S/D)	25	25				

GM TRUCK Deliveries by Production Source and Marketing Division



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Buick Total	3,886	0	***.*	3,886	0	***.*
Cadillac Total	3,353	706	374.9	3,353	706	374.9
Chevrolet Total	131,410	119,125	10.3	131,410	119,125	10.3
GMC Total	34,881	34,200	2.0	34,881	34,200	2.0
Hummer Total	52	92	-43.5	52	92	-43.5
Oldsmobile Total	2,355	4,976	-52.7	2,355	4,976	-52.7
Other-Isuzu Total	206	208	-1.0	206	208	-1.0
Pontiac Total	3,293	5,970	-44.8	3,293	5,970	-44.8
Saturn Total	2,708	0	***.*	2,708	0	***.*
GM North America Total*	182,144	165,277	10.2	182,144	165,277	10.2

Chevrolet Total	130	139	-6.5	130	139	-6.5
GMC Total	159	198	-19.7	159	198	-19.7
Other-Isuzu Total	568	721	-21.2	568	721	-21.2
GM Import Total	857	1,058	-19.0	857	1,058	-19.0

GM Light Truck Deliveries by Production Source and Marketing Division

Buick Total	3,886	0	***.*	3,886	0	***.*
Cadillac Total	3,353	706	374.9	3,353	706	374.9
Chevrolet Total	130,932	118,719	10.3	130,932	118,719	10.3
GMC Total	34,127	33,377	2.2	34,127	33,377	2.2
Hummer Total	52	92	-43.5	52	92	-43.5
Oldsmobile Total	2,355	4,976	-52.7	2,355	4,976	-52.7
Pontiac Total	3,293	5,970	-44.8	3,293	5,970	-44.8
Saturn Total	2,708	0	***.*	2,708	0	***.*
GM North America Total*	180,706	163,840	10.3	180,706	163,840	10.3

GM Light Truck Deliveries by Marketing Division

Buick Total	3,886	0	***.*	3,886	0	***.*
Cadillac Total	3,353	706	374.9	3,353	706	374.9
Chevrolet Total	130,932	118,719	10.3	130,932	118,719	10.3
GMC Total	34,127	33,377	2.2	34,127	33,377	2.2
Hummer Total	52	92	-43.5	52	92	-43.5
Oldsmobile Total	2,355	4,976	-52.7	2,355	4,976	-52.7
Pontiac Total	3,293	5,970	-44.8	3,293	5,970	-44.8
Saturn Total	2,708	0	***.*	2,708	0	***.*
GM Total	180,706	163,840	10.3	180,706	163,840	10.3

\* Includes US/Canada/Mexico

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GM Production Schedule - 2/1/02

Units 000s	GMNA			GME**	GMLAAM	GMAP	Total Worldwide	Memo: NUMMI	CAMI
	Car*	Truck*	Total						
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2002 Q1 #	585	735	1,320	460	138	59	1,977	12	11
O/(U) prior forecast:@	10	10	20	(38)	6	(8)	(20)	0	0

Units 000s	GMNA			GME**	GMLAAM	GMAP	Total Worldwide	Memo:	
	Car*	Truck*	Total					NUMMI	CAMI
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
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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
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CY	2,892	2,880	5,772	1,993	544	185	8,494	50	92
2001									
1st Qtr.	581	633	1,214	538	138	51	1,941	13	14
2nd Qtr.	638	726	1,364	491	165	64	2,084	13	16
3rd Qtr.	573	665	1,238	373	146	74	1,832	11	15
4th Qtr.	573	721	1,294	441	127	67	1,929	9	16
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CY	2,365	2,745	5,110	1,842	575	256	7,786	46	61
2002									
1st Qtr. #	585	735	1,320	460	138	59	1,977	12	11

@ Numbers may vary due to rounding

\* NUMMI units included in GMNA Car, CAMI units included in GMNA Car and Truck figures.

\*\* GME Production includes Saab back to 1999

# Denotes estimate

Note: 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

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.

February 1, 2002  
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GENERAL MOTORS CORPORATION  
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By  
/s/Peter R. Bible  
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(Peter R. Bible,  
Chief Accounting Officer)

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