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GENERAL MOTORS CORP
Form 8-K
March 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) March 1, 2002

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

ITEM 5. OTHER ITEMS

On March 1, 2002, General Motors Corporation (GM) issued a news release announcing February production results and first- and second-quarter schedules. The release is as follows:

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Record Truck Sales Lead GM To Another Strong Sales Month

- GM Total Sales Up Slightly Over Year Ago Levels
- GM Sets All-Time Industry February Truck Sales Record
- Retail Sales Up 8 Percent Over Last Year
- Truck Sales Up 22 Percent - Retail Truck Sales Up 27 Percent
- Midsize Utilities Up 69 Percent Over Last Year

GM Announces February Production Results, First- and Second-Quarter Schedules

DETROIT -- General Motors dealers sold 411,111 new cars and trucks in February in the United States, up slightly over last year. GM's retail sales were up 8 percent over year ago levels due to a 27 percent increase in retail truck sales. GM car sales were down 19 percent with a portion of the decline being attributable to a 29 percent reduction in fleet volume.

"Our sales were exceptional in February, exceeding our expectations despite a large reduction in daily rental fleet volume," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "Our retail sales through February have exceeded year ago levels, our inventories are in excellent shape and we continue to stabilize share. Our momentum is being driven by our gains on the truck side of the business and GM is running at an all-time industry record sales rate through February."

Lovejoy continued, "The 'GM Overdrive' marketing campaign drove consumers into showrooms as evidenced by our February sales performance. Combined with the outstanding sales efforts of our dealers, we are well positioned to build on the momentum we achieved in 2001."

GM Truck Sales

For February, GM's industry leading truck lineup maintained its brisk growth with deliveries up 22 percent and set an all-time industry record for February truck sales (239,101). GM achieved midsize utility leadership with exceptional sales of the Chevrolet TrailBlazer (22,189) and the GMC Envoy (8,604). GM's combined mid-utility sales were 50,840 units, an increase of 69 percent over last February.

Once again, GM continued its leadership in the full-size pickup market (90,506 units - up 26 percent) and also maintained its leadership in full-size utilities with sales up 14 percent (41,804 units). The new Cadillac EXT continued to increase its monthly sales and the all-new Saturn VUE achieved better than expected sales in February helping to strengthen GM's position in the small utility segment.

GM Car Sales

GM car sales were down 19 percent in February due in part to a 29 percent reduction in fleet volume. However, several GM cars had strong sales performances in February. Chevrolet Corvette continued its strong selling pace with 3,354 deliveries, an increase of 21 percent. Chevrolet Impala maintained its impressive sales (19,553), up 6 percent over last February. Pontiac Grand Prix increased 2 percent over last year and SAAB 9-3 increased 32 percent.

With all-new vehicles Cadillac CTS and Escalade EXT, Saturn VUE and Pontiac Vibe currently arriving in dealerships and slated for full production within the next several months, GM is expecting to build momentum in calendar year '02 in the luxury and entry level markets.

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February Sales Records

SAAB Cars
Chevrolet Impala
Chevrolet Corvette
GM Trucks
Chevrolet Trucks
GM Pickups
Chevrolet Pickups
Chevrolet Silverado
GMC Sierra
GM Utilities
Chevrolet Utilities
GMC Utilities
GM Small Utilities
GM Mid Utilities
GM Full-Size Utilities
Chevrolet Suburban
Chevrolet Tahoe
GMC Yukon
GMC Yukon XL
Cadillac Escalade

CYTD Records

GM Trucks
Chevrolet Trucks
GM Pickups
Chevrolet Pickups
GMC Sierra
GM Utilities
Chevrolet Utilities
GMC Utilities
GM Small Utilities
GM Mid utilities
GM Full-Size Utilities
Chevrolet Full-Size Utilities
Chevrolet Tahoe
GMC Full-Size Utilities
GMC Yukon
Cadillac Escalade

Certified Used Sales

Once again GM gained momentum in the used car market, achieving approximately 21,600 total used certified vehicle sales for February, including the Cadillac, Saturn and SAAB certified brands. The GM Certified Used Vehicle brand had another stellar month, selling 18,028 units. Lovejoy commented on the success of GM's certified used vehicle programs. "We are continuing our pursuit to be the segment leader in Certified Used Vehicles. We have the strength and support of our dealer network and we fully expect to achieve this goal."

GM Announces February Production Results, First- and Second-Quarter Schedules

In February, GM produced 463,000 vehicles (215,000 cars and 248,000 trucks) in North America, up 25 percent from 370,000 vehicles (172,000 cars and 198,000 trucks) produced in February 2001. (Totals include joint venture production of 8,000 vehicles in February and 8,000 vehicles in February 2001.)

As a result of the stronger industry sales outlook and GM's performance in the retail market, GM's first-quarter production forecast, as announced on Feb. 25, will be 1.34 million vehicles (591,000 cars and 749,000 trucks). The previous estimate was 1.32 million vehicles (585,000 cars and 735,000 trucks). In the first quarter of 2001, GM produced 1.214 million vehicles (581,000 cars and 633,000 trucks).

GM's second-quarter production forecast, also announced on Feb. 25, is 1.425 million vehicles (605,000 cars and 820,000 trucks). In the second quarter of 2001, GM produced 1.364 million vehicles (638,000 cars and 726,000 trucks).

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

- GM Europe - First-quarter production is 459,000 vehicles, a reduction of 1,000 vehicles from the previous estimate. The second-quarter production forecast is 463,000 vehicles.

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- GM Asia Pacific - First-quarter production is 61,000 vehicles, an increase of 2,000 vehicles from the previous estimate. The second-quarter production forecast is 66,000 vehicles.
- GM Latin America, Africa and the Middle East - First-quarter production is 135,000 vehicles, a reduction of 3,000 vehicles from the previous estimate. The second-quarter production forecast is 147,000 vehicles.

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 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:

	February			Calendar Year-to-Date January - February		
	2002	2001	% Chg per S/D	2002	2001	% Chg
Curr S/D: 24						
Prev S/D: 24						
Vehicle Total	411,111	409,535	0.4	710,745	753,062	-5.6
Car Total	172,010	213,121	-19.3	288,643	390,313	-26.0
Truck Total	239,101	196,414	21.7	422,102	362,749	16.4
Light Truck Total	236,294	193,186	22.3	417,000	357,026	16.8
Light Vehicle Total	408,304	406,307	0.5	705,643	747,339	-5.6

Market Division Vehicle Total	February			Calendar Year-to-Date January - February		
	2002	2001	% Chg per S/D	2002	2001	% Chg
Buick	34,260	30,520	12.3	53,595	57,084	-6.1
Cadillac	13,353	13,857	-3.6	24,795	25,092	-1.2

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Chevrolet	235,788	225,866	4.4	416,936	409,237	1.9
GMC	47,880	40,916	17.0	82,920	75,314	10.1
Hummer	38	77	-50.6	90	169	-46.7
Oldsmobile	15,805	27,132	-41.7	26,863	51,886	-48.2
Other - Isuzu	921	1,206	-23.6	1,695	2,135	-20.6
Pontiac	42,734	47,236	-9.5	67,946	85,641	-20.7
Saab	2,699	2,348	14.9	4,274	4,662	-8.3
Saturn	17,633	20,377	-13.5	31,631	41,842	-24.4

Sales of Domestically Produced Vehicles

Car	169,252	210,114	-19.4	284,255	384,288	-26.0
Light Truck	236,294	193,186	22.3	417,000	357,026	16.8

Twenty-four selling days for the February period this year and twenty-four 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)
February 2002

	(1) February		%Chg per S/D	Calendar Year-to-Date January - February		
	2002	2001		2002	2001	% Chg
Selling Days (S/D)	24	24				
Century	12,608	10,089	25.0	17,655	19,615	-10.0
LeSabre	10,177	12,798	-20.5	17,567	22,746	-22.8
Park Avenue	2,373	3,331	-28.8	3,906	5,865	-33.4
Regal	2,853	4,302	-33.7	4,332	8,858	-51.1
Riviera	0	0	***.*	0	0	***.*
Buick Total	28,011	30,520	-8.2	43,460	57,084	-23.9
Catera	59	659	-91.0	114	1,363	-91.6
CTS	889	0	***.*	1,113	0	***.*
DeVille	5,839	9,237	-36.8	11,598	17,185	-32.5
Eldorado	551	644	-14.4	1,021	1,182	-13.6
Seville	1,911	1,590	20.2	3,492	2,929	19.2
Cadillac Total	9,249	12,130	-23.8	17,338	22,659	-23.5
Camaro	2,800	2,561	9.3	4,852	4,509	7.6
Cavalier	19,380	26,479	-26.8	34,851	42,700	-18.4
Corvette	3,354	2,766	21.3	5,797	5,018	15.5
Impala	19,553	18,365	6.5	32,277	33,288	-3.0
Lumina	2	3,846	***.*	3	8,144	***.*
Malibu	14,547	17,077	-14.8	25,426	30,153	-15.7
Metro	0	1,636	***.*	2	3,806	***.*
Monte Carlo	5,851	6,810	-14.1	10,006	11,409	-12.3
Prizm	2,250	5,156	-56.4	4,131	9,776	-57.7

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Chevrolet Total	67,737	84,696	-20.0	117,345	148,803	-21.1
Alero	10,349	13,141	-21.2	17,590	26,548	-33.7
Aurora	932	3,404	-72.6	1,466	6,167	-76.2
Cutlass	0	4	***.*	0	8	***.*
Eighty Eight	0	0	***.*	0	0	***.*
Intrigue	1,409	5,215	-73.0	2,337	8,819	-73.5
Oldsmobile Total	12,690	21,764	-41.7	21,393	41,542	-48.5
Bonneville	3,287	4,437	-25.9	5,082	7,126	-28.7
Firebird	2,218	1,883	17.8	3,710	3,378	9.8
Grand Am	14,397	17,375	-17.1	23,627	33,640	-29.8
Grand Prix	10,280	10,073	2.1	14,977	15,436	-3.0
Sunfire	6,976	7,518	-7.2	11,648	14,141	-17.6
Vibe	507	0	***.*	540	0	***.*
Pontiac Total	37,665	41,286	-8.8	59,584	73,721	-19.2
900	3	0	***.*	3	0	***.*
9000	2	0	***.*	2	0	***.*
9-3	1,828	1,389	31.6	2,858	2,538	12.6
9-5	866	959	-9.7	1,411	2,124	-33.6
Saab Total	2,699	2,348	14.9	4,274	4,662	-8.3
Saturn L Series	5,874	7,674	-23.5	10,391	15,724	-33.9
Saturn S Series	8,085	12,703	-36.4	14,858	26,118	-43.1
Saturn Total	13,959	20,377	-31.5	25,249	41,842	-39.7
GM Total	172,010	213,121	-19.3	288,643	390,313	-26.0
GM Car Deliveries by Production Source						
GM North America *	169,252	210,114	-19.4	284,255	384,288	-26.0
GM Import	2,758	3,007	-8.3	4,388	6,025	-27.2
GM Total	172,010	213,121	-19.3	288,643	390,313	-26.0

* Includes U.S./Canada/Mexico

2-1P
GM Car Deliveries - (United States)
February 2002

	(1) February		%Chg per S/D	Calendar Year-to-Date January - February		
	2002	2001		2002	2001	% Chg
Selling Days (S/D)	24	24				

GM Car Deliveries by Production Source and Marketing Division						
Buick Total	28,011	30,520	-8.2	43,460	57,084	-23.9
Cadillac Total	9,190	11,471	-19.9	17,224	21,296	-19.1
Chevrolet Total	67,737	84,696	-20.0	117,345	148,803	-21.1
Oldsmobile Total	12,690	21,764	-41.7	21,393	41,542	-48.5
Pontiac Total	37,665	41,286	-8.8	59,584	73,721	-19.2
Saturn Total	13,959	20,377	-31.5	25,249	41,842	-39.7
GM North America Total*	169,252	210,114	-19.4	284,255	384,288	-26.0

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Cadillac Total	59	659	-91.0	114	1,363	-91.6
Saab Total	2,699	2,348	14.9	4,274	4,662	-8.3
GM Import Total	2,758	3,007	-8.3	4,388	6,025	-27.2

GM Vehicle Deliveries by Marketing Division

Buick Total	34,260	30,520	12.3	53,595	57,084	-6.1
Cadillac Total	13,353	13,857	-3.6	24,795	25,092	-1.2
Chevrolet Total	235,788	225,866	4.4	416,936	409,237	1.9
GMC Total	47,880	40,916	17.0	82,920	75,314	10.1
Hummer Total	38	77	-50.6	90	169	-46.7
Oldsmobile Total	15,805	27,132	-41.7	26,863	51,886	-48.2
Other-Isuzu Total	921	1,206	-23.6	1,695	2,135	-20.6
Pontiac Total	42,734	47,236	-9.5	67,946	85,641	-20.7
Saab Total	2,699	2,348	14.9	4,274	4,662	-8.3
Saturn Total	17,633	20,377	-13.5	31,631	41,842	-24.4
GM Total	411,111	409,535	0.4	710,745	753,062	-5.6

* Includes US/Canada/Mexico

3-1P
GM Truck Deliveries - (United States)
February 2002

	(1) February		%Chg per S/D	Calendar Year-to-Date January - February		
	2002	2001		2002	2001	% Chg
Selling Days (S/D)	24	24				
Rendezvous	6,249	0	***.*	10,135	0	***.*
Total Buick	6,249	0	***.*	10,135	0	***.*
Escalade	3,129	1,727	81.2	5,767	2,433	137.0
Escalade EXT	975	0	***.*	1,690	0	***.*
Total Cadillac	4,104	1,727	137.6	7,457	2,433	206.5
Astro	4,125	5,571	-26.0	6,939	10,381	-33.2
C/K Suburban (Chevy)	11,935	11,632	2.6	21,525	22,133	-2.7
Chevy C/T Series	426	633	-32.7	844	985	-14.3
Chevy P Models & Mtr Hms	0	10	***.*	0	20	***.*
Chevy W Series	189	175	8.0	379	358	5.9
Express Cutaway/G Cut	1,497	1,184	26.4	2,646	2,064	28.2
Express Panel/G Van	5,610	5,651	-0.7	9,656	10,500	-8.0
Express/G Sportvan	1,294	791	63.6	1,781	1,866	-4.6
S/T Blazer	9,642	19,827	-51.4	17,371	35,694	-51.3
S/T Pickup	12,891	13,959	-7.7	22,278	24,044	-7.3
Tahoe	17,736	14,932	18.8	31,710	29,182	8.7
Tracker	3,417	4,219	-19.0	6,416	7,629	-15.9
TrailBlazer	22,189	59	***.*	39,600	59	***.*
Venture	6,299	5,849	7.7	9,827	11,178	-12.1
Avalanche	8,369	0	***.*	15,003	0	***.*
Silverado-C/K Pickup	62,432	56,678	10.2	113,616	104,341	8.9
Chevrolet Fullsize Pickups	70,801	56,678	24.9	128,619	104,341	23.3
Chevrolet Total	168,051	141,170	19.0	299,591	260,434	15.0

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C/K Suburban (GMC)	0	11	***.*	0	20	***.*
Envoy	8,604	103	***.*	14,612	103	***.*
GMC C/T Series	960	893	7.5	1,653	1,659	-0.4
GMC W Series	311	306	1.6	531	559	-5.0
P Models & Mtr Hms (GMC)	0	5	***.*	0	7	***.*
S/T Jimmy	204	5,873	-96.5	435	10,905	-96.0
Safari (GMC)	1,316	2,025	-35.0	2,096	3,687	-43.2
Savana Panel/G Classic	1,658	2,518	-34.2	2,928	4,024	-27.2
Savana Special/G Cut	504	590	-14.6	882	966	-8.7
Savana/Rally	206	168	22.6	318	323	-1.5
Sierra	18,730	15,037	24.6	32,340	27,716	16.7
Sonoma	3,254	3,157	3.1	5,753	5,486	4.9
Yukon	6,750	5,579	21.0	12,042	10,931	10.2
Yukon XL	5,383	4,651	15.7	9,330	8,928	4.5
GMC Total	47,880	40,916	17.0	82,920	75,314	10.1
Hummer H1	38	77	-50.6	90	169	-46.7
Hummer Total	38	77	-50.6	90	169	-46.7
Bravada	1,627	1,695	-4.0	2,981	3,248	-8.2
Silhouette	1,488	3,673	-59.5	2,489	7,096	-64.9
Oldsmobile Total	3,115	5,368	-42.0	5,470	10,344	-47.1
Other-Isuzu F Series	160	152	5.3	284	310	-8.4
Other-Isuzu N Series	761	1,054	-27.8	1,411	1,825	-22.7
Other-Isuzu Total	921	1,206	-23.6	1,695	2,135	-20.6
Aztek	2,325	2,576	-9.7	3,846	5,514	-30.3
Montana	2,744	3,374	-18.7	4,516	6,406	-29.5
Trans Sport	0	0	***.*	0	0	***.*
Pontiac Total	5,069	5,950	-14.8	8,362	11,920	-29.8
VUE	3,674	0	***.*	6,382	0	***.*
Saturn Total	3,674	0	***.*	6,382	0	***.*
GM Total	239,101	196,414	21.7	422,102	362,749	16.4
GM TRUCK Deliveries by Production Source						
GM North America *	238,059	195,259	21.9	420,203	360,536	16.5
GM Import	1,042	1,155	-9.8	1,899	2,213	-14.2
GM Total	239,101	196,414	21.7	422,102	362,749	16.4
GM Light Duty Truck Deliveries by Production Source						
GM North America *	236,294	193,186	22.3	417,000	357,026	16.8
GM Import	0	0	***.*	0	0	***.*
GM Total	236,294	193,186	22.3	417,000	357,026	16.8

* Includes U.S./Canada/Mexico

3-1P
GM Truck Deliveries - (United States)
February 2002

Calendar Year-to-Date

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	(1) February			January - February		
	2002	2001	%Chg per S/D	2002	2001	% Chg
Selling Days (S/D)	24	24				

GM TRUCK Deliveries by Production Source and Marketing Division

Buick Total	6,249	0	***.*	10,135	0	***.*
Cadillac Total	4,104	1,727	137.6	7,457	2,433	206.5
Chevrolet Total	167,930	141,070	19.0	299,340	260,195	15.0
GMC Total	47,641	40,759	16.9	82,522	74,959	10.1
Hummer Total	38	77	-50.6	90	169	-46.7
Oldsmobile Total	3,115	5,368	-42.0	5,470	10,344	-47.1
Other-Isuzu Total	239	308	-22.4	445	516	-13.8
Pontiac Total	5,069	5,950	-14.8	8,362	11,920	-29.8
Saturn Total	3,674	0	***.*	6,382	0	***.*
GM North America Total*	238,059	195,259	21.9	420,203	360,536	16.5
Chevrolet Total	121	100	21.0	251	239	5.0
GMC Total	239	157	52.2	398	355	12.1
Other-Isuzu Total	682	898	-24.1	1,250	1,619	-22.8
GM Import Total	1,042	1,155	-9.8	1,899	2,213	-14.2

GM Light Truck Deliveries by Production Source and Marketing Division

Buick Total	6,249	0	***.*	10,135	0	***.*
Cadillac Total	4,104	1,727	137.6	7,457	2,433	206.5
Chevrolet Total	167,436	140,352	19.3	298,368	259,071	15.2
GMC Total	46,609	39,712	17.4	80,736	73,089	10.5
Hummer Total	38	77	-50.6	90	169	-46.7
Oldsmobile Total	3,115	5,368	-42.0	5,470	10,344	-47.1
Pontiac Total	5,069	5,950	-14.8	8,362	11,920	-29.8
Saturn Total	3,674	0	***.*	6,382	0	***.*
GM North America Total*	236,294	193,186	22.3	417,000	357,026	16.8

GM Light Truck Deliveries by Marketing Division

Buick Total	6,249	0	***.*	10,135	0	***.*
Cadillac Total	4,104	1,727	137.6	7,457	2,433	206.5
Chevrolet Total	167,436	140,352	19.3	298,368	259,071	15.2
GMC Total	46,609	39,712	17.4	80,736	73,089	10.5
Hummer Total	38	77	-50.6	90	169	-46.7
Oldsmobile Total	3,115	5,368	-42.0	5,470	10,344	-47.1
Pontiac Total	5,069	5,950	-14.8	8,362	11,920	-29.8
Saturn Total	3,674	0	***.*	6,382	0	***.*
GM Total	236,294	193,186	22.3	417,000	357,026	16.8

* Includes US/Canada/Mexico

03/01/2002

Units 000s	GMNA			GME**	GMLAAM	GMAP	Total Worldwide	Memo:	
	Car*	Truck*	Total					NUMMI	CAMI

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2002 Q1 #	591	749	1,340	459	135	61	1,995	12	11
O/(U) prior forecast:@	6	14	20	(1)	(3)	2	18	0	0
2002 Q2 #	605	820	1,425	463	147	66	2,101	17	17
O/(U) prior forecast:@	0	0	0	0	0	0	0	0	0

Units 000s	GMNA			GME	GMLAAM	GMAP	Total Worldwide	Memo: NUMMI	CAMI
	Car	Truck	Total						
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	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
CY	2,365	2,745	5,110	1,842	575	256	7,786	46	61
2002									
1st Qtr. #	591	749	1,340	459	135	61	1,995	12	11
2nd Qtr. #	605	820	1,425	463	147	66	2,101	17	17

@ 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

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reclassification.

This report is governed by the Safe Harbor language found in the Terms and Conditions on the GM Institutional Investor website.

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.

March 1, 2002

GENERAL MOTORS CORPORATION

By

/s/Peter R. Bible

(Peter R. Bible,
Chief Accounting Officer)

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