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GENERAL MOTORS CORP
Form 8-K
June 02, 2004

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549-1004

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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) June 2, 2004

GENERAL MOTORS CORPORATION

(Exact Name of Registrant as Specified in its Charter)

| | |
|---|--|
| STATE OF DELAWARE ----- (State or other jurisdiction of Incorporation or Organization) | 38-0572515 ----- (I.R.S. Employer Identification No.) |
| 300 Renaissance Center, Detroit, Michigan ----- (Address of Principal Executive Offices) | 48265-3000 ----- (Zip Code) |

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

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ITEM 5. OTHER EVENTS

On June 2, 2004, General Motors Corporation (GM) issued a news release announcing May 2004 sales. The release is as follows:

GM Reports May Sales of 446,787, Up 6.5 Percent

Another Industry Sales Record for GM Trucks

Bested Prior SUV Sales Record by 18 Percent

DETROIT - General Motors dealers sold 446,787 new cars and trucks in May, up 6.5 percent compared to May 2003. This was GM's best sales performance for the calendar year-to-date. GM's truck sales (276,746) were up 11 percent and car sales (170,041) were flat compared to year-ago levels (-0.4 percent).

"We had our strongest sales results so far this year, with trucks leading the charge," said John Smith, group vice president, GM North America Vehicle Sales, Service and Marketing. "Consumers are weathering the passing storm related to the temporary increase in fuel prices and voting their preferences by purchasing record numbers of pickups and SUVs. A strengthening economy combined with record vehicle affordability allowed consumers to purchase vehicles of their choice. Although we have seen little evidence that rising fuel prices are impacting sales mix, GM is well positioned in this area, offering more fuel-efficient cars and trucks across more vehicle segments than any other manufacturer."

GM Truck Sales

GM's industry-leading truck sales established another industry record in May with a double-digit increase compared to year-ago levels. Sales were up in virtually every segment of the truck market, including full-size pickups; full-size, mid-size and small utilities; and full-size vans. GM led the industry once again with 90,531 full-size pickup sales, resulting in a 5 percent increase on the strength of combined Chevrolet Silverado and GMC Sierra sales.

Sales of GM's sport utility vehicles (131,411) jumped 19 percent, establishing another industry benchmark and achieving its best ever May sales performance. This was the third month this year that SUV deliveries surpassed 100,000 units. Full-size utility deliveries were up 8.5 percent (53,544), paced by strong sales of the Chevrolet Suburban (12,479) and the GMC Yukon (8,347).

GM Car Sales

GM's car sales were flat compared to year-ago levels. Among GM's launch vehicles, Chevrolet Aveo sales (4,993) were 28 percent above April, achieving its best sales month to date. Chevrolet Malibu sales (12,110) improved 28 percent over April sales.

Divisional Highlights

Chevrolet - Other Chevrolet launch vehicles also had healthy sales in May. Equinox sales continued to build with 8,945 deliveries, a 38 percent increase compared to April. Colorado, Chevrolet's new mid-size pickup, had strong sales in May (12,349), up 18 percent from last month and its best sales performance since launch. Sales of the Silverado and Avalanche contributed significantly to GM's overall truck sales with 71,193 deliveries. Corvette also had strong sales with 3,420 deliveries, up 45.5 percent.

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Cadillac - Cadillac continued on pace to surpass 200,000 sales in 2004. Total sales in May were up 36 percent (21,110). Truck sales increased 108 percent, led by Escalade sales (3,849), which improved 40 percent, setting a new May record. Escalade ESV sales improved 59 percent (1,708), its best-ever sales, and Escalade EXT deliveries gained 12 percent (960). SRX had 3,253 deliveries, up 47 percent over April and its best sales month since launch. CTS sales continued strong with 5,579 deliveries, up 25 percent from year-ago levels and a new monthly record.

GMC - GMC maintained its record selling pace in May with strong sales of full-size pickups and full-size utilities. Total sales gained 12 percent compared to last May (56,619). Sierra sales were up 13 percent (19,338). Yukon deliveries (8,347) increased 18 percent and established a new monthly record. Yukon XL deliveries (6,708) were up 23 percent, also setting a new record. Canyon, GMC's new mid-size pickup, had 2,572 deliveries in May, up 14 percent from last month.

HUMMER - HUMMER sales were 1,982. H2 SUV sales were 1,919. HUMMER June sales will include the 2005 H2 SUT, which began shipping to dealers in late May.

Pontiac - Pontiac's total sales increased 35 percent (50,263), paced by car sales that were up 41 percent (43,266). Grand Prix deliveries were up 45 percent (12,510), and Grand Am sales improved 61 percent (17,546). Vibe sales increased 43 percent with 7,400 deliveries, setting a new monthly record.

Saturn - With 22,570 deliveries in May, Saturn achieved its fourth consecutive month of sales increases this year. Vue had record May sales with 10,770 deliveries, a 78 percent increase over last year, due in part to the Saturn Vue Redline.

Buick - Buick truck sales were up 53 percent over last year. Rendezvous sales improved 23.5 percent with 7,547 deliveries, a new monthly record. Rainier sales (1,806) were up 32 percent over April. LeSabre had 12,355 deliveries, an 11 percent gain over last May.

Certified Used Vehicles

May sales for all GM certified used vehicle brands, including GM Certified Used Vehicles, Cadillac Certified Pre-Owned, Used Cars from Saturn and Saab Certified Pre-Owned, were 44,182 units, up 8 percent from the previous month and up nearly 4 percent from May 2003.

GM Certified Used Vehicles, the industry's top-selling manufacturer-certified used brand, set a strong pace with 36,556 sales, up 7 percent from the previous month and 3 percent from May 2003. GM Certified Used Vehicles continued to lead all certified pre-owned brands industry-wide with sales of 180,175 units through May, an increase of 8 percent from the same period last year.

Saab Certified Pre-Owned Vehicles sold 737 units in May, comparable to last month, and Cadillac Certified Pre-Owned Vehicles posted sales of 2,712 units, down 5 percent from last month. Used Cars from Saturn sold 4,177 units, up 25 percent from the previous month.

"May's certified used sales were very solid, with GM Certified Used Vehicles recording its second-best monthly sales performance ever, and Used Cars from Saturn posting an impressive increase of more than 35 percent from last May," Smith said. "We continue on track to post the industry's best certified sales performance ever in 2004."

GM North America Announces May Production Results; 2004 Second-Quarter

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Production Forecast Remains Unchanged; Initial 2004 Third-Quarter Production Forecast Set at 1.2 Million Vehicles

In May, GM North America produced 451,000 vehicles (172,000 cars and 279,000 trucks) in North America, compared to 492,000 vehicles (200,000 cars and 292,000 trucks) produced in May 2003. Production totals include joint venture production of 22,000 vehicles in May 2004 and 12,500 vehicles in May 2003.

GM North America's current 2004 second-quarter production forecast remains unchanged at 1.38 million vehicles (539,000 cars and 841,000 trucks). In the second quarter of 2003, GM North America built 1.38 million vehicles (543,000 cars and 837,000 trucks).

Also, GM North America's initial 2004 third-quarter production forecast is set at 1.2 million vehicles (475,000 cars and 725,000 trucks). In the third quarter of 2003, GM North America built 1.245 million vehicles (492,000 cars and 753,000 trucks).

GM also announced current 2004 second-quarter and initial 2004 third-quarter production forecasts for its international regions:

GM Europe - The region's current 2004 second-quarter production forecast is 491,000 vehicles, down 5,000 vehicles from last month's guidance of 496,000 vehicles. GM Europe built 488,000 units in the second quarter of 2003. The region's initial third-quarter forecast is 411,000 vehicles. In the third quarter of 2003, GM Europe built 393,000 vehicles.

GM Asia Pacific - GM Asia Pacific's current second-quarter forecast is 149,000 vehicles, down 1,000 vehicles from last month's forecast. GM Asia Pacific built 90,000 vehicles in the second quarter of 2003. The region's initial third-quarter production forecast is 154,000 vehicles. In the third quarter of 2003, the Asia Pacific region built 120,000 vehicles.

GM Latin America, Africa and the Middle East - The region's current second-quarter production forecast is 174,000 vehicles, unchanged from last month's guidance. GM's initial third-quarter production guidance for the region is 188,000 vehicles. The region built 128,000 vehicles in the second quarter of 2003 and 135,000 vehicles in the third quarter of 2003.

General Motors Corp. (NYSE: GM), the world's largest vehicle manufacturer, employs about 325,000 people globally in its core automotive business and subsidiaries. Founded in 1908, GM has been the global automotive sales leader since 1931. GM today has manufacturing operations in 32 countries, and its vehicles are sold in 192 countries. In 2003, GM sold nearly 8.6 million cars and trucks, about 15 percent of the global vehicle market. GM's global headquarters is at the GM Renaissance Center in Detroit. More information on GM and its products can be found on the company's consumer website 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 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

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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:

| | May | | | Calendar Year-to-Date January - May | | |
|---------------------|---------|---------|------------------|--|-----------|------|
| | 2004 | 2003 | % Chg per S/D | 2004 | 2003 | %Chg |
| Curr S/D: 26 | | | | | | |
| Prev S/D: 27 | | | | | | |
| Vehicle Total | 446,787 | 435,495 | 6.5 | 1,915,354 | 1,854,592 | 3.3 |
| Car Total | 170,041 | 177,330 | -0.4 | 783,829 | 787,311 | -0.4 |
| Truck Total | 276,746 | 258,165 | 11.3 | 1,131,525 | 1,067,281 | 6.0 |
| Light Truck Total | 272,627 | 254,210 | 11.4 | 1,113,127 | 1,051,190 | 5.9 |
| Light Vehicle Total | 442,668 | 431,540 | 6.5 | 1,896,956 | 1,838,501 | 3.2 |

| Market Division Vehicle Total | May | | | Calendar Year-to-Date January - May | | |
|----------------------------------|---------|---------|------------------|--|-----------|-------|
| | 2004 | 2003 | % Chg per S/D | 2004 | 2003 | %Chg |
| Buick | 31,509 | 30,126 | 8.6 | 134,994 | 138,804 | -2.7 |
| Cadillac | 21,110 | 16,171 | 35.6 | 88,703 | 80,386 | 10.3 |
| Chevrolet | 255,936 | 250,383 | 6.1 | 1,091,804 | 1,024,432 | 6.6 |
| GMC | 56,619 | 52,422 | 12.2 | 236,830 | 210,488 | 12.5 |
| HUMMER | 1,982 | 2,960 | -30.5 | 10,652 | 14,482 | -26.4 |
| Oldsmobile | 1,692 | 13,231 | -86.7 | 22,442 | 56,722 | -60.4 |
| Other - Isuzu | 1,245 | 1,182 | 9.4 | 5,309 | 5,147 | 3.1 |
| Pontiac | 50,263 | 38,540 | 35.4 | 212,966 | 182,198 | 16.9 |
| Saab | 3,861 | 4,702 | -14.7 | 15,385 | 20,554 | -25.1 |
| Saturn | 22,570 | 25,778 | -9.1 | 96,269 | 121,379 | -20.7 |

Sales of Domestically Produced Vehicles

| | | | | | | |
|-------------|---------|---------|------|-----------|-----------|------|
| Car | 160,549 | 172,628 | -3.4 | 748,579 | 766,742 | -2.4 |
| Light Truck | 272,627 | 254,210 | 11.4 | 1,113,127 | 1,051,190 | 5.9 |

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

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*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)
May 2004

| | May | | | Calendar Year-to-Date January - May | | |
|---------------------|--------|--------|-----------------|--|---------|-------|
| | 2004 | 2003 | %Chg per S/D | 2004 | 2003 | %Chg |
| Selling Days (S/D) | 26 | 27 | | | | |
| Century | 6,193 | 5,988 | 7.4 | 31,583 | 44,237 | -28.6 |
| LeSabre | 12,355 | 11,538 | 11.2 | 47,176 | 42,805 | 10.2 |
| Park Avenue | 1,644 | 2,992 | -42.9 | 8,399 | 11,249 | -25.3 |
| Regal | 1,964 | 3,262 | -37.5 | 9,355 | 10,639 | -12.1 |
| Buick Total | 22,156 | 23,780 | -3.2 | 96,513 | 108,930 | -11.4 |
| Catera | 0 | 0 | ***.* | 0 | 15 | ***.* |
| CTS | 5,579 | 4,651 | 24.6 | 24,490 | 21,358 | 14.7 |
| DeVille | 5,168 | 4,866 | 10.3 | 24,798 | 28,184 | -12.0 |
| Eldorado | 0 | 11 | ***.* | 7 | 179 | -96.1 |
| Seville | 260 | 1,773 | -84.8 | 2,002 | 9,494 | -78.9 |
| XLR | 333 | 0 | ***.* | 1,589 | 0 | ***.* |
| Cadillac Total | 11,340 | 11,301 | 4.2 | 52,886 | 59,230 | -10.7 |
| Aveo | 4,993 | 0 | ***.* | 16,776 | 0 | ***.* |
| Camaro | 0 | 93 | ***.* | 127 | 839 | -84.9 |
| Cavalier | 17,477 | 23,504 | -22.8 | 84,755 | 94,133 | -10.0 |
| Classic | 8,438 | 0 | ***.* | 46,482 | 0 | ***.* |
| Corvette | 3,420 | 2,441 | 45.5 | 14,990 | 14,674 | 2.2 |
| Impala | 24,757 | 29,298 | -12.2 | 119,530 | 112,570 | 6.2 |
| Lumina | 0 | 0 | ***.* | 0 | 15 | ***.* |
| Malibu | 12,110 | 14,846 | -15.3 | 50,561 | 65,259 | -22.5 |
| Metro | 0 | 0 | ***.* | 0 | 1 | ***.* |
| Monte Carlo | 4,879 | 5,568 | -9.0 | 22,884 | 25,849 | -11.5 |
| Prizm | 0 | 0 | ***.* | 5 | 16 | -68.8 |
| SSR | 777 | 0 | ***.* | 4,812 | 0 | ***.* |
| Chevrolet Total | 76,851 | 75,750 | 5.4 | 360,922 | 313,356 | 15.2 |
| Alero | 759 | 10,092 | -92.2 | 16,720 | 43,223 | -61.3 |
| Aurora | 8 | 319 | -97.4 | 154 | 1,964 | -92.2 |
| Intrigue | 0 | 87 | ***.* | 55 | 583 | -90.6 |
| Oldsmobile Total | 767 | 10,498 | -92.4 | 16,929 | 45,770 | -63.0 |
| Bonneville | 2,993 | 2,327 | 33.6 | 12,870 | 11,296 | 13.9 |
| Firebird | 0 | 100 | ***.* | 109 | 710 | -84.6 |
| Grand Am | 17,546 | 11,314 | 61.0 | 69,139 | 55,002 | 25.7 |
| Grand Prix | 12,510 | 8,938 | 45.3 | 61,278 | 41,031 | 49.3 |
| GTO | 638 | 0 | ***.* | 3,089 | 0 | ***.* |
| Sunfire | 2,179 | 3,754 | -39.7 | 14,845 | 15,154 | -2.0 |

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| | | | | | | |
|-----------------|---------|---------|-------|---------|---------|-------|
| Vibe | 7,400 | 5,361 | 43.3 | 25,359 | 28,521 | -11.1 |
| Pontiac Total | 43,266 | 31,794 | 41.3 | 186,689 | 151,714 | 23.1 |
| ----- | | | | | | |
| 9-2X | 1 | 0 | ***.* | 1 | 0 | ***.* |
| 9-3 | 2,726 | 3,658 | -22.6 | 11,781 | 15,281 | -22.9 |
| 9-5 | 1,134 | 1,044 | 12.8 | 3,603 | 5,273 | -31.7 |
| Saab Total | 3,861 | 4,702 | -14.7 | 15,385 | 20,554 | -25.1 |
| ----- | | | | | | |
| ION | 9,443 | 10,132 | -3.2 | 42,851 | 44,158 | -3.0 |
| Saturn L Series | 2,357 | 8,945 | -72.6 | 11,654 | 37,368 | -68.8 |
| Saturn S Series | 0 | 428 | ***.* | 0 | 6,231 | ***.* |
| Saturn Total | 11,800 | 19,505 | -37.2 | 54,505 | 87,757 | -37.9 |
| ----- | | | | | | |
| GM Total | 170,041 | 177,330 | -0.4 | 783,829 | 787,311 | -0.4 |

GM Car Deliveries by Production Source

| | | | | | | |
|--------------------|---------|---------|-------|---------|---------|------|
| GM North America * | 160,549 | 172,628 | -3.4 | 748,579 | 766,742 | -2.4 |
| GM Import | 9,492 | 4,702 | 109.6 | 35,250 | 20,569 | 71.4 |
| GM Total | 170,041 | 177,330 | -0.4 | 783,829 | 787,311 | -0.4 |

* Includes U.S./Canada/Mexico

2-1P

GM Car Deliveries - (United States)
May 2004

| | May | | | Calendar Year-to-Date January - May | | |
|---------------------|------|------|-----------------|--|------|------|
| | 2004 | 2003 | %Chg per S/D | 2004 | 2003 | %Chg |
| Selling Days (S/D) | 26 | 27 | | | | |

GM Car Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 22,156 | 23,780 | -3.2 | 96,513 | 108,930 | -11.4 |
| Cadillac Total | 11,340 | 11,301 | 4.2 | 52,886 | 59,215 | -10.7 |
| Chevrolet Total | 71,858 | 75,750 | -1.5 | 344,146 | 313,356 | 9.8 |
| Oldsmobile Total | 767 | 10,498 | -92.4 | 16,929 | 45,770 | -63.0 |
| Pontiac Total | 42,628 | 31,794 | 39.2 | 183,600 | 151,714 | 21.0 |
| Saturn Total | 11,800 | 19,505 | -37.2 | 54,505 | 87,757 | -37.9 |
| GM North America Total* | 160,549 | 172,628 | -3.4 | 748,579 | 766,742 | -2.4 |
| ----- | | | | | | |
| Cadillac Total | 0 | 0 | ***.* | 0 | 15 | ***.* |
| Chevrolet Total | 4,993 | 0 | ***.* | 16,776 | 0 | ***.* |
| Pontiac Total | 638 | 0 | ***.* | 3,089 | 0 | ***.* |
| Saab Total | 3,861 | 4,702 | -14.7 | 15,385 | 20,554 | -25.1 |
| GM Import Total | 9,492 | 4,702 | 109.6 | 35,250 | 20,569 | 71.4 |

GM Vehicle Deliveries by Marketing Division

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| | | | | | | |
|-------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 31,509 | 30,126 | 8.6 | 134,994 | 138,804 | -2.7 |
| Cadillac Total | 21,110 | 16,171 | 35.6 | 88,703 | 80,386 | 10.3 |
| Chevrolet Total | 255,936 | 250,383 | 6.1 | 1,091,804 | 1,024,432 | 6.6 |
| GMC Total | 56,619 | 52,422 | 12.2 | 236,830 | 210,488 | 12.5 |
| HUMMER Total | 1,982 | 2,960 | -30.5 | 10,652 | 14,482 | -26.4 |
| Oldsmobile Total | 1,692 | 13,231 | -86.7 | 22,442 | 56,722 | -60.4 |
| Other-Isuzu Total | 1,245 | 1,182 | 9.4 | 5,309 | 5,147 | 3.1 |
| Pontiac Total | 50,263 | 38,540 | 35.4 | 212,966 | 182,198 | 16.9 |
| Saab Total | 3,861 | 4,702 | -14.7 | 15,385 | 20,554 | -25.1 |
| Saturn Total | 22,570 | 25,778 | -9.1 | 96,269 | 121,379 | -20.7 |
| GM Total | 446,787 | 435,495 | 6.5 | 1,915,354 | 1,854,592 | 3.3 |

* Includes US/Canada/Mexico

3-1P
GM Truck Deliveries - (United States)
May 2004

| | May | | % Chg per S/D | Calendar Year-to-Date January - May | | |
|-----------------------|--------|--------|------------------|--|---------|-------|
| | 2004 | 2003 | | 2004 | 2003 | %Chg |
| Selling Days (S/D) | 26 | 27 | | | | |
| Rainier | 1,806 | 0 | ***.* | 8,605 | 0 | ***.* |
| Rendezvous | 7,547 | 6,346 | 23.5 | 29,876 | 29,874 | 0.0 |
| Total Buick | 9,353 | 6,346 | 53.1 | 38,481 | 29,874 | 28.8 |
| Escalade | 3,849 | 2,861 | 39.7 | 13,862 | 12,631 | 9.7 |
| Escalade ESV | 1,708 | 1,116 | 58.9 | 5,614 | 4,613 | 21.7 |
| Escalade EXT | 960 | 893 | 11.6 | 4,240 | 3,912 | 8.4 |
| SRX | 3,253 | 0 | ***.* | 12,101 | 0 | ***.* |
| Total Cadillac | 9,770 | 4,870 | 108.3 | 35,817 | 21,156 | 69.3 |
| Astro | 4,085 | 5,063 | -16.2 | 15,391 | 19,347 | -20.4 |
| C/K Suburban (Chevy) | 12,479 | 11,318 | 14.5 | 47,122 | 44,682 | 5.5 |
| Chevy C/T Series | 6 | 67 | -90.7 | 143 | 451 | -68.3 |
| Chevy W Series | 195 | 176 | 15.1 | 879 | 895 | -1.8 |
| Colorado | 12,349 | 0 | ***.* | 40,085 | 0 | ***.* |
| Equinox | 8,945 | 0 | ***.* | 16,496 | 0 | ***.* |
| Express Cutaway/G Cut | 1,630 | 1,804 | -6.2 | 7,401 | 7,117 | 4.0 |
| Express Panel/G Van | 7,637 | 6,238 | 27.1 | 31,084 | 25,751 | 20.7 |
| Express/G Sportvan | 2,189 | 1,682 | 35.1 | 7,927 | 6,811 | 16.4 |
| Kodiak 4/5 Series | 733 | 708 | 7.5 | 3,180 | 2,894 | 9.9 |
| Kodiak 6/7/8 Series | 309 | 273 | 17.5 | 1,616 | 883 | 83.0 |
| S/T Blazer | 5,853 | 5,257 | 15.6 | 21,971 | 21,976 | 0.0 |
| S/T Pickup | 1,112 | 13,648 | -91.5 | 7,385 | 57,086 | -87.1 |
| Tahoe | 17,511 | 19,138 | -5.0 | 75,279 | 70,744 | 6.4 |
| Tracker | 1,506 | 3,290 | -52.5 | 9,009 | 14,546 | -38.1 |
| TrailBlazer | 22,276 | 25,708 | -10.0 | 103,493 | 99,960 | 3.5 |
| Venture | 9,077 | 8,184 | 15.2 | 36,044 | 38,081 | -5.3 |
| | | | | | | |
| Avalanche | 8,164 | 8,730 | -2.9 | 35,457 | 34,439 | 3.0 |
| Silverado-C/K | | | | | | |
| Pickup | 63,029 | 63,349 | 3.3 | 270,920 | 265,413 | 2.1 |
| Chevrolet Fullsize | | | | | | |

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| | | | | | | |
|---|---------|---------|-------|-----------|-----------|-------|
| Pickups | 71,193 | 72,079 | 2.6 | 306,377 | 299,852 | 2.2 |
| | | | | | | |
| Chevrolet Total | 179,085 | 174,633 | 6.5 | 730,882 | 711,076 | 2.8 |
| ----- | | | | | | |
| Canyon | 2,572 | 0 | ***.* | 8,980 | 0 | ***.* |
| Envoy | 12,435 | 12,729 | 1.4 | 53,665 | 47,924 | 12.0 |
| GMC C/T Series | 11 | 107 | -89.3 | 277 | 963 | -71.2 |
| GMC W Series | 455 | 488 | -3.2 | 1,914 | 1,817 | 5.3 |
| S/T Jimmy | 0 | 0 | ***.* | 0 | 52 | ***.* |
| Safari (GMC) | 753 | 903 | -13.4 | 3,117 | 4,611 | -32.4 |
| Savana Panel/G Classic | 2,145 | 1,761 | 26.5 | 8,659 | 7,454 | 16.2 |
| Savana Special/G Cut | 2,095 | 1,061 | 105.0 | 9,410 | 4,486 | 109.8 |
| Savana/Rally | 253 | 307 | -14.4 | 1,036 | 1,293 | -19.9 |
| Sierra | 19,338 | 17,709 | 13.4 | 81,871 | 75,070 | 9.1 |
| Sonoma | 342 | 3,429 | -89.6 | 2,345 | 13,710 | -82.9 |
| Topkick 4/5 Series | 619 | 494 | 30.1 | 2,691 | 1,697 | 58.6 |
| Topkick 6/7/8 Series | 546 | 460 | 23.3 | 2,389 | 1,344 | 77.8 |
| Yukon | 8,347 | 7,318 | 18.4 | 35,941 | 28,266 | 27.2 |
| Yukon XL | 6,708 | 5,656 | 23.2 | 24,535 | 21,801 | 12.5 |
| GMC Total | 56,619 | 52,422 | 12.2 | 236,830 | 210,488 | 12.5 |
| ----- | | | | | | |
| HUMMER H1 | 63 | 49 | 33.5 | 215 | 277 | -22.4 |
| HUMMER H2 | 1,919 | 2,911 | -31.5 | 10,437 | 14,205 | -26.5 |
| HUMMER Total | 1,982 | 2,960 | -30.5 | 10,652 | 14,482 | -26.4 |
| ----- | | | | | | |
| Bravada | 168 | 965 | -81.9 | 1,195 | 3,897 | -69.3 |
| Silhouette | 757 | 1,768 | -55.5 | 4,318 | 7,055 | -38.8 |
| Oldsmobile Total | 925 | 2,733 | -64.9 | 5,513 | 10,952 | -49.7 |
| ----- | | | | | | |
| Other-Isuzu F Series | 119 | 161 | -23.2 | 491 | 675 | -27.3 |
| Other-Isuzu N Series | 1,126 | 1,021 | 14.5 | 4,818 | 4,472 | 7.7 |
| Other-Isuzu Total | 1,245 | 1,182 | 9.4 | 5,309 | 5,147 | 3.1 |
| ----- | | | | | | |
| Aztek | 3,308 | 3,071 | 11.9 | 10,724 | 14,382 | -25.4 |
| Montana | 3,689 | 3,675 | 4.2 | 15,553 | 16,102 | -3.4 |
| Pontiac Total | 6,997 | 6,746 | 7.7 | 26,277 | 30,484 | -13.8 |
| ----- | | | | | | |
| VUE | 10,770 | 6,273 | 78.3 | 41,764 | 33,622 | 24.2 |
| Saturn Total | 10,770 | 6,273 | 78.3 | 41,764 | 33,622 | 24.2 |
| ----- | | | | | | |
| GM Total | 276,746 | 258,165 | 11.3 | 1,131,525 | 1,067,281 | 6.0 |
| ----- | | | | | | |
| GM TRUCK Deliveries by Production Source | | | | | | |
| ----- | | | | | | |
| GM North America * | 275,220 | 256,838 | 11.3 | 1,125,083 | 1,061,591 | 6.0 |
| ----- | | | | | | |
| GM Import | 1,526 | 1,327 | 19.4 | 6,442 | 5,690 | 13.2 |
| ----- | | | | | | |
| GM Total | 276,746 | 258,165 | 11.3 | 1,131,525 | 1,067,281 | 6.0 |
| ----- | | | | | | |
| GM Light Duty Truck Deliveries by Production Source | | | | | | |
| ----- | | | | | | |
| GM North America * | 272,627 | 254,210 | 11.4 | 1,113,127 | 1,051,190 | 5.9 |
| ----- | | | | | | |
| GM Import | 0 | 0 | ***.* | 0 | 0 | ***.* |
| ----- | | | | | | |
| GM Total | 272,627 | 254,210 | 11.4 | 1,113,127 | 1,051,190 | 5.9 |
| ----- | | | | | | |

* Includes U.S./Canada/Mexico

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3-1P
GM Truck Deliveries - (United States)
May 2004

| | May | | | Calendar Year-to-Date January - May | | |
|--------------------|------|------|------------------|--|------|------|
| | 2004 | 2003 | % Chg per S/D | 2004 | 2003 | %Chg |
| Selling Days (S/D) | 26 | 27 | | | | |

GM TRUCK Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 9,353 | 6,346 | 53.1 | 38,481 | 29,874 | 28.8 |
| Cadillac Total | 9,770 | 4,870 | 108.3 | 35,817 | 21,156 | 69.3 |
| Chevrolet Total | 178,970 | 174,531 | 6.5 | 730,336 | 710,478 | 2.8 |
| GMC Total | 56,229 | 52,050 | 12.2 | 235,288 | 209,099 | 12.5 |
| HUMMER Total | 1,982 | 2,960 | -30.5 | 10,652 | 14,482 | -26.4 |
| Oldsmobile Total | 925 | 2,733 | -64.9 | 5,513 | 10,952 | -49.7 |
| Other-Isuzu Total | 224 | 329 | -29.3 | 955 | 1,444 | -33.9 |
| Pontiac Total | 6,997 | 6,746 | 7.7 | 26,277 | 30,484 | -13.8 |
| Saturn Total | 10,770 | 6,273 | 78.3 | 41,764 | 33,622 | 24.2 |
| GM North America Total* | 275,220 | 256,838 | 11.3 | 1,125,083 | 1,061,591 | 6.0 |
| Chevrolet Total | 115 | 102 | 17.1 | 546 | 598 | -8.7 |
| GMC Total | 390 | 372 | 8.9 | 1,542 | 1,389 | 11.0 |
| Other-Isuzu Total | 1,021 | 853 | 24.3 | 4,354 | 3,703 | 17.6 |
| GM Import Total | 1,526 | 1,327 | 19.4 | 6,442 | 5,690 | 13.2 |

GM Light Truck Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 9,353 | 6,346 | 53.1 | 38,481 | 29,874 | 28.8 |
| Cadillac Total | 9,770 | 4,870 | 108.3 | 35,817 | 21,156 | 69.3 |
| Chevrolet Total | 177,842 | 173,409 | 6.5 | 725,064 | 705,953 | 2.7 |
| GMC Total | 54,988 | 50,873 | 12.2 | 229,559 | 204,667 | 12.2 |
| HUMMER Total | 1,982 | 2,960 | -30.5 | 10,652 | 14,482 | -26.4 |
| Oldsmobile Total | 925 | 2,733 | -64.9 | 5,513 | 10,952 | -49.7 |
| Pontiac Total | 6,997 | 6,746 | 7.7 | 26,277 | 30,484 | -13.8 |
| Saturn Total | 10,770 | 6,273 | 78.3 | 41,764 | 33,622 | 24.2 |
| GM North America Total* | 272,627 | 254,210 | 11.4 | 1,113,127 | 1,051,190 | 5.9 |

GM Light Truck Deliveries by Marketing Division

| | | | | | | |
|------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 9,353 | 6,346 | 53.1 | 38,481 | 29,874 | 28.8 |
| Cadillac Total | 9,770 | 4,870 | 108.3 | 35,817 | 21,156 | 69.3 |
| Chevrolet Total | 177,842 | 173,409 | 6.5 | 725,064 | 705,953 | 2.7 |
| GMC Total | 54,988 | 50,873 | 12.2 | 229,559 | 204,667 | 12.2 |
| HUMMER Total | 1,982 | 2,960 | -30.5 | 10,652 | 14,482 | -26.4 |
| Oldsmobile Total | 925 | 2,733 | -64.9 | 5,513 | 10,952 | -49.7 |
| Pontiac Total | 6,997 | 6,746 | 7.7 | 26,277 | 30,484 | -13.8 |
| Saturn Total | 10,770 | 6,273 | 78.3 | 41,764 | 33,622 | 24.2 |
| GM Total | 272,627 | 254,210 | 11.4 | 1,113,127 | 1,051,190 | 5.9 |

* Includes US/Canada/Mexico

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GM Production Schedule - 06/02/04

| GMNA | | | | | | | | | |
|---------------------------|-------|--------|-------|-------|--------|------|--------------------|-----------|-------|
| Units 000s | ----- | | | GME2 | GMLAAM | GMAP | Total Worldwide | Memo: JV1 | |
| | Carl | Truck1 | Total | | | | | Car | Truck |
| 2004 Q2 # | 539 | 841 | 1,380 | 491 | 174 | 149 | 2,194 | 18 | 48 |
| O/(U) prior forecast:@ | 0 | 0 | 0 | (5) | 0 | (1) | (6) | 0 | 0 |
| 2004 Q3 # | 475 | 725 | 1,200 | 411 | 188 | 154 | 1,953 | 18 | 46 |
| O/(U) prior forecast:@ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| GMNA | | | | | | | | | |
| Units 000s | ----- | | | GME | GMLAAM | GMAP | Total Worldwide | Memo: JV1 | |
| | Car | Truck | Total | | | | | Car | Truck |
| 2000 | | | | | | | | | |
| 1st Qtr. | 746 | 775 | 1,521 | 572 | 118 | 40 | 2,251 | 24 | 13 |
| 2nd Qtr. | 787 | 781 | 1,568 | 534 | 140 | 45 | 2,287 | 19 | 17 |
| 3rd Qtr. | 689 | 630 | 1,319 | 374 | 151 | 53 | 1,897 | 16 | 18 |
| 4th Qtr. | 671 | 694 | 1,365 | 513 | 135 | 47 | 2,060 | 18 | 17 |
| CY | 2,893 | 2,880 | 5,773 | 1,993 | 544 | 185 | 8,495 | 77 | 65 |
| 2001 | | | | | | | | | |
| 1st Qtr. | 580 | 634 | 1,214 | 538 | 138 | 51 | 1,941 | 18 | 9 |
| 2nd Qtr. | 638 | 726 | 1,364 | 491 | 165 | 64 | 2,084 | 13 | 16 |
| 3rd Qtr. | 574 | 664 | 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 | 51 | 56 |
| 2002 | | | | | | | | | |
| 1st Qtr. | 600 | 753 | 1,353 | 456 | 131 | 65 | 2,005 | 11 | 11 |
| 2nd Qtr. | 688 | 865 | 1,553 | 453 | 141 | 74 | 2,221 | 15 | 17 |
| 3rd Qtr. | 568 | 740 | 1,308 | 408 | 132 | 87 | 1,935 | 19 | 20 |
| 4th Qtr. | 602 | 824 | 1,426 | 453 | 157 | 81 | 2,117 | 14 | 25 |
| CY | 2,458 | 3,182 | 5,640 | 1,770 | 561 | 307 | 8,278 | 59 | 73 |
| 2003 | | | | | | | | | |
| 1st Qtr. | 591 | 860 | 1,451 | 491 | 127 | 77 | 2,146 | 19 | 24 |
| 2nd Qtr. | 543 | 837 | 1,380 | 488 | 128 | 90 | 2,086 | 19 | 24 |
| 3rd Qtr. | 492 | 753 | 1,245 | 393 | 135 | 120 | 1,893 | 20 | 17 |
| 4th Qtr. | 558 | 827 | 1,385 | 446 | 157 | 133 | 2,121 | 16 | 20 |
| CY | 2,184 | 3,277 | 5,461 | 1,818 | 547 | 420 | 8,246 | 74 | 85 |
| 2004 | | | | | | | | | |
| 1st Qtr. | 525 | 820 | 1,345 | 463 | 158 | 116 | 2,082 | 19 | 19 |
| 2nd Qtr. # | 539 | 841 | 1,380 | 491 | 174 | 149 | 2,194 | 18 | 48 |
| 3rd Qtr. # | 475 | 725 | 1,200 | 411 | 188 | 154 | 1,953 | 18 | 46 |

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@ Numbers may vary due to rounding

1 JOINT VENTURE - NUMMI units included in GMNA Car, HUMMER and CAMI units included in GMNA Truck.

2 GME 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.

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.

Date: June 2, 2004

GENERAL MOTORS CORPORATION
(Registrant)

By: /s/PETER R. BIBLE

(Peter R. Bible,
Chief Accounting Officer)