

POWERLine

"Published for the people of GM Toledo Transmission and UAW Local 14"



JANUARY 3, 2019

2018 U.S. Sales Announcement



In the U.S. GM delivered 2,954,037 vehicles in 2018, including more than 1 million crossovers, almost 974,000 pickup trucks and more than 280,000 large SUVs.

"We have built the most successful pickup, SUV and crossover business in the industry and we gained considerable momentum in the fourth quarter of 2018 as dealers began delivering the all-new Chevrolet Silverado, GMC Sierra and Cadillac XT4," said Kurt McNeil, U.S. vice president, Sales Operations.

GM's fourth quarter deliveries totaled 785,229 units and the company's share of the industry's retail sales grew every month from October through December.

"We feel confident heading into 2019 because we have more major truck and crossover launches coming during the year and the U.S. economy is strong," McNeil added.

GM delivers more than 1 million crossovers in the U.S. in 2018

- GM crossover deliveries totaled 1,034,808 in 2018, up 7 percent versus 2017, and the following five nameplates had record calendar year sales:

1. GMC Terrain - up 34 percent
2. Chevrolet Traverse - up 19 percent
3. Chevrolet Equinox - up 15 percent
4. Chevrolet Trax - up 13 percent
5. Buick Encore - up 6 percent

- The first-ever Cadillac XT4 became the best-selling vehicle in its segment just two months after launch. Cadillac will be introducing all-new models every six months, on average, through the end of 2021.

Total sales of all utility vehicles, including large SUVs, totaled 1,295,700, up 7 percent. The Chevrolet Tahoe and Suburban were up 5 percent and 7 percent, respectively, and the Cadillac Escalade ended the year with a retail segment share twice that of its closest domestic competitor.

Chevrolet and GMC pickup sales leadership continues

- The Chevrolet Colorado had its best year ever, with 134,842 pickups sold, up 19 percent versus 2017.
- Combined sales of the Chevrolet Silverado and Colorado, and the GMC Sierra and Canyon, rose 3 percent versus 2017 to a total of 973,463 pickups.
- GM has now sold more pickups in the United States than any other competitor for five consecutive years. Through November, the next closest competitor had sold 821,558 pickups.

A fast start for new Chevrolet and GMC pickups

GM's all-new light-duty pickups, the 2019 Chevrolet Silverado 1500 and GMC Sierra 1500, have invigorated the segment and

helped the company pass its domestic competitors in key areas:

- GM's retail share of the light-duty pickup segment has increased every month since August, according to J.D. Power PIN estimates, and GM led the segment every month during the fourth quarter.
- GM has had the highest ATPs in the segment since October, according to J.D. Power PIN, driven by incentive discipline and a strong mix. More than 90 percent of the all-new 2019 model-year sales in the quarter were crew cab models, and at GMC, more than 70 percent of deliveries were premium Denali and AT4 models.
- GM's incentives as a percent of ATP were the lowest among domestic competitors during the fourth quarter.

These results reflect the successful sell-down of the previous generation Chevrolet Silverado and GMC Sierra 1500s, and strong demand for the all-new models. During the fourth quarter, the all-new models accounted for 17 percent of GM light-duty deliveries, as planned. By the end of January, the new models are expected to be the majority of light-duty sales.

"We are very bullish on pickups heading into 2019," McNeil said. "The light-duty launch has been one of the best in our history, with a very smooth production ramp-up of the new models and a faster than expected sell-down of the old models. We are following that up with all-new HD trucks, and the first-ever Chevrolet Silverado medium-duty chassis cab trucks for commercial customers."

In December, Chevrolet confirmed that its next-generation Silverado 2500HD and 3500HD will be on sale in the second half of 2019. The medium-duty Silverados are now shipping to dealers.

Double-digit Commercial delivery increase

- GM posted an 11 percent year-over-year increase in Commercial deliveries in 2018, following average annual growth of 7 percent from 2012-2017.

- Fleet sales for the year were up 9 percent versus 2017, and were down 4 percent for the fourth quarter.

- Commercial and government deliveries in 2018 were more than half of fleet sales, as planned.

Chevrolet Bolt EV sales

- GM increased production of the Chevrolet Bolt EV during the fourth quarter to meet strong global demand, including higher than expected demand in South Korea and Canada, and to begin rebuilding U.S. dealer inventories.

- GM expects higher year-over-year sales in Bolt EV's major markets in 2019.

GM operating highlights

- GM estimates that the light vehicle SAAR in the fourth quarter was 17.7 million units. Light vehicle sales for the calendar year are estimated at 17.3 million units.

- GM's retail mix was 80 percent for the fourth quarter and 79 percent for the year.

- ATPs were a record \$36,974 in the fourth quarter and a record \$35,839 for the year, according to J.D. Power PIN estimates.

- GM's incentives as a percent of ATP for the fourth quarter were 12.7 percent, down 1.0 percentage point year over year, according to J.D. Power PIN estimates. For the year, incentives were 13.0 percent of ATP, down 0.3 percentage points.

- Year-end 2018 inventory was 755,000 units, essentially equal to a year ago



Metal Removal Fluids Exam

The 1996 UAW-GM Memorandum of Understanding, which requires that medical examinations be offered annually to employees who regularly work in operations that involve exposure to metal removal fluids (MRF).

Employee participation in this surveillance examination for metal removal fluid exposure will be strictly voluntary.

Metal Removal Fluids Exam will include the following elements:

- a. Completion of the Initial / Annual Questionnaire
- b. Pulmonary Function Test (PFT)
 - A pre- and post-shift PFT will be conducted.
- c. Physical assessment of systems with emphasis on the following:
 - Respiratory system
 - Skin
 - Nose and throat
- d. Baseline chest x-ray
- e. Chest x-ray every third year after the baseline is completed.

Any employee who would like to participate in the MRF Surveillance Examination will need to report to Medical Department to schedule an examination. If you have any questions regarding this surveillance examination, please notify medical.

*Thank you,
Kevin E. Jacobs, RN
Medical Supervisor
GM Toledo Health Services
Phone: 419-470-5133*

UAW Local 14- GM Unit Civil and Human Rights Diversity Committees celebrates



Martin Luther King Jr. Celebration & Conversation

Saturday, January 26, 2019

UAW Local 14 Hall

5411 Jackman Toledo, OH

"Our Lives Begin To End the Day We Become Silent"

Doors Open at 5:00 p.m.

Program at 6:00 p.m.


Guest speaker: Ms. Elise Bryant,

*Executive Director, Labor Heritage Foundation and National President of the Coalition of Labor Union Women (CLUW)
Remarks by Melvin Coleman, UAW Director of Civil and Human Rights*

\$25 each or reserve a table of 8 for \$200


Tickets available at UAW Local 14 Hall-419-473-2854

NOTICE



Steel Toe Requirements for AB1V

The AB1V area will require steel toe as a safety measure in all assembly areas, button up, test and case machining. This information is also on the job posting.



Lost? Found?

If you happen to find something, please take it to the East Gate Security Office or the Union Work Center and we will help get it to the right person. Thanks!

www.uawlocal14.org

Checkout the UAW Local 14 website: your connection for discount tickets, special events, local and regional union news, videos and more!



How to contact us...

Communications Coordinator - UAW: Daniel Macut

Email submissions to daniel.macut@gm.com

Phone: 419-450-0947

Member UAW - LUCA Local Union Communication Association

Deadline for POWERLine is 3:00 p.m. Tuesday.

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