

POWERLine

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

JULY 18, 2019

What You Need to Know: Second Quarter Sales 2019

GM deliveries were in line with industry, crossovers sales set a new second quarter record and crew cab pickups were up double digits for the second consecutive quarter ...

On July 8th, General Motors reported Second Quarter 2019 sales. With a total of 746,659 vehicles sold, deliveries were down 1.5 percent when compared to the second quarter of 2018. New crew cab pickups gained 12 percent and crossovers set a new, second quarter record with 17 percent growth year over year.

One big shift this quarter is that GM will begin breaking out deliveries of its full-size light- and heavy-duty pickups to give investors and other stakeholders a clear view of the company's sales performance in these vibrant segments.

Below you'll find helpful talking points from GM and notes about what industry experts are saying, giving you additional insight into our sales numbers and the factors that influenced them.

•GM sales were in-line with estimates for industry sales and even in terms of retail market share from last year thanks to truck and crossover deliveries offsetting lower passenger car sales. [Detroit News]

•Sales of regular and double cab pickup trucks were down year over year; this is due to limited availability as GM ramps up for new Silverado and Sierra production. Full production of all cab styles started in March for retail and fleet, so inventory is now approaching target levels. [Yahoo! Finance]

•Sales of the Chevrolet Silverado 1500 crew cab and GMC Sierra 1500 crew cab models were both up 12 percent year over year; in fact, GM's crew cab mix has risen from 60 percent of sales to almost 75 percent. [Automotive World]

•"The U.S. economy continues to grow at a healthy pace. Jobs are plentiful and inflation remains low," said GM Chief Economist Elaine Buckberg. "Auto demand was better than anticipated in the first half and we expect strong performance in the second half of the year."

•"The light-duty segment is the highest-volume part of the pickup market and we are expanding choice to make sure that we meet the needs of every customer," said Kurt McNeil, U.S. vice president, Sales Operations. "Heavy-duty trucks, by contrast, are about 25 percent of full-size pickup sales. Our HDs are purpose-built machines for people who need maximum capability, and we are poised for significant growth."

What Others Are Saying

•"It is not crucial for Silverado to be No. 2," said Michelle Krebs, executive analyst for AutoTrader. "What is crucial is for GM to make as much profit as possible on its pickup trucks as it invests in future technologies like electric vehicles, autonomous vehicles and mobility services. Today's sales and profits will fuel the future and GM has aggressive plans." [Read more at Detroit Free Press]

•Trucks have become even more crucial [to the bottom line] as consumers have thumbed their nose at passenger cars and

taken some wind out of the broader U.S. auto market's sails. The industry is headed for the second annual sales decline in three years. [Read more at Bloomberg]

•Major automakers on Tuesday posted mixed U.S. sales results for June and the second quarter, with demand still fairly strong for SUVs and pickup trucks while passenger car sales continued a long-running decline. [Read more at Reuters]

•For the first time, GM breaks out sales of its heavy duty pickups, which were down for the quarter. The Silverado HD fell 15.9%, while the Sierra HD was off 2.9% But perhaps more interesting is the volume GM does in light-duty pickups -- the trucks that go up against the Ford F-150 and Ram 1500. While sales were down for the Silverado and Sierra LD models, they represent a healthy three-quarters of GM's overall pickup sales. Much has been made -- and rightly so -- of Ram overtaking Silverado and nipping at wheels of the F-Series. But GM's strength in light duty pickups shows the race in that critical sub-segment of trucks may be tighter than it appears. [Bloomberg terminal blog]



GMS Communications

Plant Name: Toledo Transmission Site
Calibration Date: JUN 04 - 06, 2019

63.9%

People Involvement		66.7%
1. Purpose & Values - Mission	1	
2. Workplace Safety System	2 3	
3. Qualified People	4 5 6	
4. Team Concept	7 8 9 10	
5. Engagement	11 12 13	
6. Open Communication Process	14	
7. Shop Floor Management	15 16	
Standardization		75.0%
8. Workplace Organization	1 2 3	
9. Management by TAKT Time	4 5	
10. Standardized Work	6 7 8	
Built-in Quality		75.9%
11. Quality Standards	1 2	
12. Process & Product Validation	3 4 5 6 7	
13. In Process Control & Verification	8 9 10 11 12 13 14 15 16 17 18 19 20 21	
14. Feedback / Feedforward	22 23 24 25 26	
15. Quality Management System	27 28 29	
Short Lead Time		33.3%
16. Simple Process Flow	1 2 3	
17. Pull Systems and Material Handling Efficiency	4 5	
18. Lean Containerization	6 7 8 9	
19. Fixed Period Ordering System / Order Parts	10 11	
20. External Transportation	12	
21. Scheduled Shipping & Receiving	13 14	
22. Temporary Material Storage	15 16 17 18 19	
23. Supply Chain Management	20 21	
Continuous Improvement		68.4%
24. Business Plan Deployment	1 2 3	
25. Problem Solving	4 5	
26. Lean Design	6 7 8	
27. Andon	9 10 11	
28. Total Productive Maintenance	12 13 14 15 16	
29. Continuous Improvement Process	17 18 19	

These are the results of the BIQ 4 Recert audit we had in June. We have 90 days from the audit to make corrections so we don't lose our Certification.

Parts are ordered 2 ways - electronic pull system (EPS) and production pull system (PPS). Almost every area in the plant has pendants. TIS 568 reviews the use of ordering parts by pendant.

24237185
HOUSING ASM-1234 & 35REV
ATL001
43
Magna Powertrain
25015599
45 Pcs Remain
Remember to place the label on the correct side of the container. Reorder parts.



This is the tag that is used to identify when not all parts were able to be used before part change overs. The material has to have this label to be returned to GSC.

These are the manufacturing teams tool to request parts from the GSC team. They are to be used to call for the part when a set minimum is reached - in the TIS picture that quantity is 45.

When do you reorder? When 45 pieces are left

Partial Container Tag



Form 3373

PUT-IN-BAY BUS TRIP

Saturday, Aug. 10, 2019

DETAILS AND SIGN-UP

CALL THE HALL 419-473-2854

\$35

PER PERSON

Includes bus ride, Jet Express ferry to and from island, snacks / soft drinks.

50 seats available

Large coolers and bicycles can be stored under the bus. (There will be an extra \$10 fee per bicycle for the Jet Express that will be the responsibility of the person bringing the bicycle.)

Bus leaves Union hall at **8:45 AM sharp**

Departing on the 10:15 AM Jet Express in Port Clinton.

Returning on the 9:30 PM Jet Express to Port Clinton.

Approximate arrival time of 11:00 PM at the Hall

Sign up at Union Hall - 7:30 AM-4:30 PM Mon-Fri.

Cash only please



Mud Hens Tickets \$8

SEASON TICKETS AVAILABLE

AUG 30 / SEPT 1 / SEPT 2

ASK ABOUT BANKED TICKETS

48 HR NOTICE NEEDED / HOME GAMES
PURCHASE IN PAIRS OF 2 OR 4

Tickets at the Hall / CASH ONLY

The Powertrain Unit Recreation Committee has bought 4 season ticket packages for the upcoming 2019 season
(4 seats to each game)

Check availability with the Union Hall

Last few remaining tickets available

Friday, August 30
Sunday, Sept. 1
Monday, Sept. 2

Sec. 106 Row M / Seats 15-18

***Tickets have to be purchased in pairs of 2 or 4**
First come first serve; Cash only

*Available at the Local 14 Union Hall
Monday- Friday 7:30am- 4:30pm
419-473-2854

MIS Shoe Truck Schedule

DATE	TIME
Jul 23	1 pm to 8 pm
Jul 24	6 am to 12 pm / 1 pm to 3 pm
Aug 27	6 am to 12 pm / 1 pm to 3 pm
Sep 24	1 pm to 8 pm
Sep 25	6 am to 12 pm / 1 pm to 3 pm
Oct 29	6 am to 12 pm / 1 pm to 3 pm
Nov 26	1 pm to 8 pm
Nov 27	6 am to 12 pm / 1 pm to 3 pm
Dec 18	6 am to 12 pm / 1 pm to 3 pm

Got POWERLine?

Have the POWERLine emailed directly to you. How? Send an email to daniel.macut@gm.com and simply type POWERLine in the subject line and I will add you to the mailing list. Thanks!



LUCKY DRAW

July 28, 2019

Get a chance to win!



\$100 worth of UNION/USA MADE SPIRIT BASKET

\$5 per ticket

Union Label Committee



(signage fund)

How to contact us...

Plant Communications Manager - Kevin Nadrowski
Communications Coordinator - UAW: Daniel Macut
Contact: daniel.macut@gm.com or 419.450.0947

Email submissions to daniel.macut@gm.com
Member UAW - LUCA Local Union Communication Association
Deadline for POWERLine is 3:00 p.m. Tuesday.
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