



GM Q3 Retail Share Climbs Despite Tight Inventory

2020-10-01

General Motors (NYSE: GM) announced today that it delivered 665,192 vehicles in the third quarter of 2020, a decrease in total vehicle sales of about 10 percent compared to a year ago.

In a sign of a recovering industry, sales improved sequentially each month within the quarter.

Industry and GM sales rebounded significantly in September, finishing the month with year-over-year sales increases.

Total industry SAAR1 was an estimated 15.9 million vehicles for the quarter, up about 4 million units from the previous quarter.

Key Takeaways:

- Strengthening retail sales driving industry recovery
- All-new crossover and SUV deliveries continue to gain sales momentum
- Large pickups showing strength with heavy-duty year-over-year growth

• GM's mid-size SUVs performed better than the industry, including the Chevrolet Blazer up 45 percent and the Cadillac XT6 up 45 percent compared to the third quarter of last year. This was the best quarter yet for the Chevrolet Blazer. Buick's compact SUV, the Envision, was up 44 percent.

• Compared to the second quarter of this year, Trailblazer sales increased 54 percent and Encore GX sales increased 73 percent. The two vehicles captured a combined 11 percent of retail market share in the third quarter for the small SUV segment.

• Despite tight inventory, GM's large pickup trucks sold well, especially heavy-duty pickups; the Chevrolet Silverado HD was up 9 percent and GMC Sierra HD was up 11 percent compared to a year ago. Total Sierra sales posted its best third quarter ever.

Year to date, GM's combined light- and heavy-duty pickups gained 1.6 percentage points in retail market share to capture 37.5 percent of the segment, maintaining Segment leadership.

• While the economy has made a substantial rebound in the third quarter, retail auto sales have been even more resilient, according to GM Chief Economist Elaine Buckberg.

More information and details for Q3 2020 sales can be found in our [media release](#).



Shift preference applications

1. Shift preferences will be taken through October 6 at 11:59 p.m. for a move date of Monday, October 12.

2. Shift preferences will be frozen until December (date to be announced) due to the volume shift and launch of RWD B variant.

We Want to Hear from You!

Team:



October 14 – October 28

"Let Your Voice Be Heard!"

General Motors has been my workplace of choice for 9 years. We have a great plant, but I also believe that everything can be made better. That is why your feedback is so important. I encourage you to participate in the **2020 GM Workplace of Choice Survey from Oct. 14 to Oct. 28**.

The survey is quick (about 10 -15 minutes) and represented employees (survey is totally anonymous) can take it with a QR code that will provide access to the survey through personal smartphones, additionally we'll have tablets available for those without a smartphone and willing to participate. Salaried team members will receive an email to enable their participation (survey is totally confidential.)

We will share more details about how your feedback has helped improve our work environment in the coming weeks.

So, stay tuned!

Tammi DeWildt

HR/LR Director TTO & Brownstown Battery Assembly

TTO Team-

September 28, 2020

GM is announcing today an investment of \$71 Million in two Ohio Manufacturing plants. The company allocates \$39 million to Toledo Transmission Operations and \$ 32 million to Defiance casting plant.

Today's announcement of \$39 million total for TTO:

- \$33 million for 8-speed RWD
- \$ 6 million for 6-speed RWD

The \$33 million investment will support improve drive quality for the 8-speed RWD operation and the \$6 million for 6-speed is to produce another variant of it and to add a 2nd shift to the 6-speed RWD operations to accommodate the additional volume. In conjunction with this announcement, GF9 will go from 2 shifts to 1 shift. These changes will take place before the end of the year, we will share specific timing soon. We're retaining 181 jobs through this investment and transition. Any additional information will be shared as it becomes available.

This is great news for our team – your efforts in safety, quality and productivity helped our team earn these investments.

Thank you
Eric Gonzales
Plant Executive Director



Vehicle:
Chevy Colorado ZR2
Location: ZR2 at the dunes

"Took my 2020 ZR2 to the Silver Lake Sand Dunes."

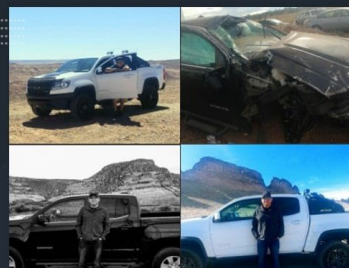
Transmission manufactured:
Proudly at GM TTO



Relaxing on the Beach
Vehicle:
2020 Chevy Colorado Z71
Location:
North Carolina.

"Drove my 2020 Colorado Z71 nine hours from Atlanta to Cape Lookout National Seashore in North Carolina."

Transmission manufactured:
Proudly at GM TTO



Thank You,
Wentzville Assembly
Team for Keeping
Me Safe!

A Customer's Story

"One year ago, on Friday, September 13, I rolled my 2018 GMC Canyon 8 times on the freeway after slamming into the back of a semi truck going 75 miles per hour. I walked away with just some scratches on my hands. I have not been the same man since . . . [It] has forever changed my life. . . . I miss my Canyon, I took such great care of her and in the end she took care of me. ❤️ She saved my life. So very fortunate. Never take anything for granted because you never really know when your life can change...I truly miss that truck but love my ZR2."

"GM did such a superb job, all the airbags deployed and the vehicle landed right-side up after rolling 8 times."

Pictures of my 2018 GMC Canyon and my 2019 Chevrolet Colorado ZR2. – Deion T.

Transmission manufactured at:
Proudly at GM Toledo Transmission Operations (TTO) in Ohio.

STORIES TO SHARE?

We're always looking for stories for TTO PowerLine, GM Manufacturing Twitter, Socrates, Facebook private group for GM TTO hourly and salaried employees

Contact: Rob Bosco or Javier Guzman from Communications to share yours!

HISPANIC
HERITAGE MONTH
SEPTEMBER 15- OCTOBER 15

LATINA *Style* 50

This monthlong recognition pays tribute to generations of **Hispanic Americans** who have positively influenced and enriched our nation and society. It celebrates the histories, cultures and contributions of American citizens whose ancestors came from Spain, Mexico, the Caribbean and Central and South America.

In conjunction with this observance, GM will celebrate its recent selection as one of the 2020 Top 50 Best Companies for Latinas to Work for in the U.S. by **LATINA Style Inc.**



General Motors Toledo Transmission Operations (GM TTO) Site Safety and Industrial Hygiene Policy

At **GM TTO** we are committed to protecting our employees, contractors and visitors; establishing sound design, engineering, manufacturing and distribution practices that support compliance while driving aggressively toward the elimination of occupational injuries, illnesses, disabilities and fatalities.

We practice safety as a core value and are committed to:

- Exceed the Global GM Workplace Safety & Industrial Hygiene Policy (SIH-01)
- Provide a workplace that is in compliance with all applicable occupational S&IH laws, regulations, and guidelines in conformance to company S&IH standards.
- Develop, implement, sustain, regularly assess and improve the Site S&IH management system in order to achieve continual improvement of occupational S&IH performance.
- Conduct applicable hazard identification evaluations and use the hierarchy of controls to manage risks to provide a safe workplace.
- Foster an environment in which personnel are expected to contribute to S&IH improvements by clearly understanding their role and their obligation to support the S&IH vision, conform to GM's standards, and comply with applicable S&IH regulations.
- Promote a culture in which employees know they can bring safety issues and other ideas forward as an essential part to the creation of a safe work environment for all.
- Provide employees the right and expectation to stop their activity in case of unmitigated risks.
- Provide qualified resources and adequate budgets to manage S&IH activities.
- Provide knowledge to employees through accountability from operations for proper training and awareness initiatives.
- Provide appropriate processes, equipment and resources for emergency preparedness / response.
- Communicate the S&IH Policy to all stakeholders and enforce it at all levels of the site organization

We Live Values that Return People Home Safely... Every Person, Every Site, Every Day.



We're always looking for stories to share!
Your GM TTO story to be featured in the PowerLine, Socrates,
Facebook private group (exclusive for GM hourly and salaried employees)
Contact: Rob Bosco or Javier Guzman from Communications

How to contact us...

UAW Communications Liaison: Robert A. Bosco II

Email submissions to robert.boscoii@gm.com

Phone: 989-245-4338



Member LUCA Local Union
Communication Association
Deadline for POWERLine is
3:00 p.m. Tuesday.
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GPS TTO. All rights reserved



*It's Your **BODY**, Be **KIND** to It*



SAFETY IS OUR VALUE

REDUCE YOUR RISK OF SPRAIN & STRAIN RELATED INJURY

Sprain and Strain Injuries due to *NOT* following job instructions, working out of process, and not using approved and provided tools and methods account for > 35% of total ergonomics related injuries. While the organization continues to work on improving your job experience and on eliminating work related injuries, we still need your help in this process. Do your part in helping to eliminate ergonomic related injuries by being aware of your work practices and of your behavior.

Exercise these simple steps and turn them in to daily habits:

- ✓ Always follow job instructions. If you have a better method of doing the job please inform your TL/GL and get ergo approval
- ✓ Always use equipment and tools that are approved and provided at the job, such as lift tables, lift assists, installation and assembly tools. Report any malfunctioning equipment to your TL/GL immediately

Be aware of your posture:

- ✓ A- Do not repeatedly reach overhead or below your knees.
- ✓ B- On stationary jobs (like build tables) make sure you move your feet and body every few minutes, look up and stretch your neck, shoulders, and arms. This will help to avoid prolonged static posture which maintains stress concentration on a certain area of the body
- ✓ C- Maintain wrist posture in a neutral position. If you feel you have to flex or extend your wrist more than thirty degrees to perform cyclical jobs, please contact ergonomics
- ✓ If you feel an object is too heavy to lift, inform your TL/GL and notify Ergonomics. Better safe than sorry!
- ✓ Do not over stack totes, boxes, parts... and follow stack height standards.
- ✓ If pinch grip is required at your job to manipulate smaller parts, make sure you stretch your fingers/hands every few minutes and follow the job rotation schedule
- ✓ Avoid twisting your upper body and over reaching. Instead turn with your feet and walk to the work as close as possible
- ✓ If you have an ergo related concern, be pro-active and use the QRP process or just ask your TL/GL for ergonomics. Do not wait until the situation is to the point that it requires medical attention
- ✓ Take two before performing non-standard or out of process work. You may even consider consulting ergonomics to help develop work methods that will minimize risk of injury.

Have any questions or concerns regarding the ergonomics of your job, please use the pro-active QRP (Quick Response Process) or just contact us.



GM TTO Ergonomics
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