## Document 2155 The main reason was a delay in shipment of new high-end disk drives , a business that accounts for some 10 % of IBM 's \$ 60 billion of annual revenue q:i-h-h a:e-p n\_for:x-i v\_id:e-p-i q:i-h-h n:x p:e-u-i n\_of-to:x-i a:e-p n\_for:x n:x n:x q:i-h-h n:x v\_v\_for:e-i-i q:i-h-h card:i-i-c n\_of:x-i named:x-c n:x card:i-i-c card:i-i-c p:e-x-i a:e-p n:x ARG2 BV ARGI [22155004] addition , IBM noted that the stronger dollar has cut the value of overseas revenue and earnings when they are translated into dollars n:x \_ named:x-c v\_to:e-i-h-i \_ q:i-h-h a:e-i \_ n:x \_ v:e-i-p \_ q:i-h-h \_ n:x \_ p:e-x-i \_ a:e-p \_ n:x \_ \_ n:x \_ x:e-h-h \_ pron:x \_ v\_into:e-i-p-i \_ \_ n:x [22155005] poss Earnings fell to \$ 877 million , or \$ 1.51 a share n:x v:e-i p:e-u-i n:x card:i-i-c card:i-i-c p:e-u-i n:x card:i-That compared with the year-earlier \$ 1.25 billion , or \$ 2.10 a share — which was inflated by a 15-cents-a-share gain from the sale of some MCI Communications Corp. stock and by an unspecified amount from a payment by Fujitsu Ltd. relating to a software dispute x: x v\_with:e-i-i \_ q:i-h-h a:e-p n.x card:i-i-c \_ n:x card:i-i-c \_ n:x card:i-i-c \_ n:x v\_to:e-i-i \_ q:i-h-h n.of:x n:x n:x \_ p:e-u-i q:i-h-h n.of:x n:x n:x \_ p:e-u-i q:i-h-h n.of:x i p:e-u-i q:i-h-h n.of:x i p:e-u-i q:i-h-h n.of:x i p:e-u-i q:i-h-h n.of:x n:x n:x \_ p:e-u-i q:i-h-h n.of:x n:x n:x \_ p:e-u-i q:i-h-h n.of:x i p:e-u-i q:i-h-h n.of:x i p:e-u-i q:i-h-h n.of:x i p:e-u-i q:i-h-h n.of:x n:x n:x \_ p:e-u-i q:i-h-h n.of:x n:x n:x \_ p:e-u-i q:i-h-h n.of:x n:x \_ ARGI compound IBM , Armonk , N.Y. , remained upbeat named:x-c \_ named:x-c \_ named:x-c \_ v:e-i-h a:e-u e U.S. results have been dismal for years , noted that revenue rose again in the U.S. in the third quarter , following an increase in the second period named\_n:x-c n\_of:x-i \_ a:e-p p:e-u-i n:x \_v\_to:e-i-h-i \_ n:x \_v:e-i a:e-e p:e-u-i q:i-h-h named\_n:x-c p:e-u-i q:i-h-h ord:i-i-c n\_temp:x \_ v:e-i-p q:i-h-h n:x p:e-u-i q:i-h-h ord:i-i-c n\_of:x-i [22155010] The company said in a statement that "demand for IBM products and services continues to be good world-wide q:i-h-h n\_of:x-i v\_to:e-i-h-i p:e-u-i q:i-h-h n\_of:x-i v\_to:e-i-h-i q:e-u-i q:i-h-h n\_of:x-i v\_to:e-i-h-i q:e-u-i q:e We do not see anything in the fundamentals of our business that would cause us to change our strategy of investing for profitable growth . " pron:x \_ neg:e-h v:e-i-p thing:x p:e-u-i q:i-h-h n:x \_ p:e-x-i q:i-h-h n:x \_ v\_modal:e-h v:e-i-i-h pron:x \_ v\_cause:e-i-p q:i-h-h n\_of:x-i \_ v:e-i-p p:e-u-i a\_for:e-p-i n\_of:x-i \_ v:e-i-p compound [22155013] " I think 1990 will be another mediocre year , " said Steve Milunovich of First Boston - pron:x v:e-i-h-i yofc:x-c \_ v\_id:e-p-i q:i-h-h a:e-u n:x \_ \_ v\_to:e-i-h-i named:x-c nam

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