

[21597001]



The company's domestic business, especially its household products division, has performed poorly for years.

[21597014]

Analysts say the earnings improvement came from cutting costs rather than increasing sales.

[21597015]

For the nine months, net increased 14% to \$217.5 million, or \$3.09 a share.

[21597016]

Sales rose 7% to \$3.8 billion.

[21597017]

The company earned \$191.1 million, or \$2.79 a share, in the year-earlier period.

[21597018]

Colgate's 1988 net income included \$40.1 million, or 59 cents a share, from discontinued operations.

[21597020]

Separately, Colgate Wednesday finalized an agreement with MacroChem Corp., a tiny dental products and pharmaceutical concern based in Billerica, Mass., to market in the U.S. four of MacroChem's FDA-approved dental products.

[21597021]

The products scalants and bonding materials used by dentists all contain fluoride that is released over time.

[21597022]

The move is part of a drive to increase Colgate's business with dentists, a company spokeswoman said.

[21597023]

Terms of the agreement were n't given.