Document 1774

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Dun & Bradstreet Corp. posted a 15 % rise in third-quarter earnings named:x-c _ named:x-c n:x v:e-i-p q:i-h-h card:i-i-c n_of:x n:x p:e-u-i n_temp:x n:x
                                                                                                                                                                                                                                          ARG2
       But revenue declined more than 2 %, reflecting in part a continuing drop in sales of credit services in the wake of controversy over the company 's sales practices ci-i-i n:x v:e-i-p p:e-u-i p:e-u-i card:i-i-c n_of:x - v:e-i-p p:e-u-i n:x q:i-h-h v:e-i n_of:x-i p:e-u-i n_of:x-i p:e-u-i n_of:x-i p:e-u-i n_of:x-i p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n_of:x-i p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n_of:x-i p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n_of:x-i p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n_of:x-i p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n_of:x-i p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n_of:x-i p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n_of:x-i p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n_of:x-i p:e-u-i q:i-h-h n:x p:e-u-i q:i-h-h n_of:x-i p:e-u-i q:i-h-h 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:x p:e-u-i q:i-h-h 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: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:x p:e-u-i q:i-h-h n_of:x-i p:e-u-i q:i-h-h n_
       The information company also cited the stronger dollar , the sale last year of its former Official Airline Guides unit and other factors q:i-h-h n_on-about:x-i n_of:x-i a:e-h v_for:e-i-p q:i-h-h a:e-i n:x _ q:i-h-h n_of:x-i q:i-h-h n:x p:e-x-i q:i-h-h a:e-p named:x-c named:x-
           [21774004]
           Net income rose to a record $ 155.3 million , or 83 cents a share n:x n:x v:e-i p:e-u-i q:i-h-h a:e-p n:x card:i-i-c ard:i-i-c ard:i-i-c n:x p:e-u-i n_of:x _ p:e-u-i n:x card:i-i-c ard:i-i-c ard:i-i-c n:x p:e-u-i n_of:x _ p:e-u-i n:x card:i-i-c ard:i-i-c ard:i-i-c n:x p:e-u-i n_of:x _ p:e-u-i n:x card:i-i-c ard:i-i-c ard:i-i-c n:x p:e-u-i n_of:x _ p:e-u-i n:x card:i-i-c n:x p:e-u-i n_of:x _ p:e-u-i n_of:x 
                 Revenue fell to $ 1.04 billion from $ 1.07 billion n:x v:c-i p:e-u-i n:x card:i-i-c card:i-i-c
                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          e , Dun & Bradstreet closed yesterday at $ 53.75 , down 25 cents a share named:x-c _ named:x-c _ v:e-i time_n:x _ p:e-u-i n:x _ card:i-i-c _ p:e-u-i _ card:i-i-c _ n:x _ p:e-u-i n_of:x
                                                                                      compound (ARGI)
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                     Analysts said the results were as expected , but several added that the earnings masked underlying weaknesses in several businesses .

n:x v_to:e-i-h-i q:i-h-h n_of:x-i v_nv:e-i-h v:e-i-h v:
           "The quality of earnings was n't as high as I expected, "said Eric Philo, an analyst for Goldman, Sachs & Co_q:i-h-h n:x p:e-x-i n:x _ neg:e-h _ a:e-p _ pron:x v:e-i-p _ v_to:e-i-h-i named:x-c named:x-c _ q:i-h-h n:x p:e-u-i named:x-c _ named:x-c _ named:x-c _ named:x-c _ named:x-c _ nix
           [21774009]
                                                                                                                           ARGI

                                                                                                                                                                                                                                                                                                                                                compound
                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     , excluding the sale of Official Airline Guides

v:e-i-p q:i-h-h n_of:x-i _ named:x-c named:x-c
                                                                                                                                                                                                                                                                                        operating earnings rose 8 %
v:e-i-p n:x v:e-i card:i-i-c n_of:x
       [21774011]
                                                                                                                                                                                                                                                                                                                                                                                                                                                                               " disappointingly below sales " of a:e-e p:e-u-i n_of:x-i _ _
                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            (ARGI) (ARGI) (ARG2)
                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          declining this year in the wake of allegations that the company engaged in unfair sales practices that encouraged customers to overpurchase services .

v:e-i-p q_dem:i-h-h n:x p:e-u-i q:i-h-h n:x p:e-u-i q:u-i q:
The company has denied the allegations but has negotiated a proposed $ 18 million settlement of related lawsuits q:i-h-h n_of:x-i _ v_to:e-i-p q:i-h-h v_to:e-i-p n:x card:i-i-c card:i-i-c n_of:x-i p:e-x-i v_to:e-i-p n:x
           [21774014]
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