

ASHTON-TATE NEWS

ASHTON-TATE CORPORATION NAMES BARRY OBRAND VICE PRESIDENT, U.S. AND CANADA SALES

TORRANCE, Calif., December 7, 1987 -- Ashton-Tate Corporation (NASDAQ: TATE) today announced the appointment of Barry Obrand as Vice President, U.S. and Canada Sales.

Obrand, 39, formerly Ashton-Tate's vice president, field sales, replaces E. Charles Ellison III, who has resigned his position and will remain with the company until January 31, 1988. Obrand reports to Luther J. Nussbaum, Ashton-Tate president and chief operating officer.

Before joining Ashton-Tate in June 1987, Obrand was president and chief executive officer of Airus, Inc., a software technology development firm in Portland, Oregon. Before that, he was vice president, marketing at Businessland and he held a number of management and sales positions at Control Data Corporation.

"In his new position, Barry will oversee all U.S. and Canadian sales operations at Ashton-Tate," said Nussbaum. "His sales experience, combined with his considerable executive

(more)

 ASHTON-TATE
20101 Hamilton Avenue
Torrance, California 90502-1319
(213) 538-7312

expertise, will help Ashton-Tate expand its leadership position in the software industry.

"In addition, Barry's experience in the computer retail market is in keeping with our commitment to the dealer channel," Nussbaum said.

Ellison assumed his current position in 1985. While not disclosing details of his future plans, Ellison indicated that he will join a company that does not compete with Ashton-Tate.

"I've had the chance to work with Ashton-Tate during a period of tremendous growth, and I'll always value the experience I've gained and the professional relationships I've made here," he said. "I look forward to a continuing relationship with Ashton-Tate in my new position."

Ashton-Tate is one of the largest developers and marketers of microcomputer business applications software. The company's products, which cover five major applications areas, are designed to provide fast and efficient solutions to business problems.

Ashton-Tate markets the following products: dBASE III PLUS, dBASE Mac, RapidFile and dBASE DIRECT/36 in database management systems; MultiMate Advantage II and MultiMate Advantage LAN in word processing; the MASTER GRAPHICS Series in business graphics; Framework II in integrated software and Byline in desktop publishing.

#

R Ashton-Tate, dBASE and MultiMate are registered trademarks of Ashton-Tate Corporation.

tm dBASE III PLUS, RapidFile, Framework II, MultiMate Advantage II, MASTER GRAPHICS, Byline and dBASE DIRECT/36 are trademarks of Ashton-Tate Corporation.

...in keeping with our commitment to the dealer channel.

...said.

...assumed his current position in 1984. While not

discussing details of his future plans, Ellison indicated that

he will join a company that does not compete with Ashton-Tate.

...had the chance to work with Ashton-Tate during a

period of tremendous growth and I'll always value the

experience I've gained and the professional relationships I've

made here," he said. "I look forward to a continuing

relationship with Ashton-Tate in my new position."

Ashton-Tate is one of the largest developers and marketers

of microcomputer business applications software. The company's

products, which cover five major applications areas, are

designed to provide fast and efficient solutions to business

problems.

Ashton-Tate markets the following products: dBASE III PLUS,

BASE Mac, RapidFile and dBASE DIRECT/36 in database management

systems; MultiMate Advantage II and MultiMate Advantage I in

word processing; the MASTER GRAPHICS Series in business

graphics; Framework II in integrated software and Byline in

desktop publishing.

#