

THE CEO 1000



ASHTON-TATE

Edward M. Esber Jr.

Torrance, Calif (213) 329-8000

Sales: \$211 mil. Profits: \$30 mil.

Market value: \$605 mil

► Born 6/22/52, Cleveland, Ohio; BS (computer eng.), Case Inst. of Tech. 1974; MS (eng.), Syracuse 1976; MBA, Harvard 1978. Career path-engineering/technical, marketing; tenure-3 years, CEO 1 year. Compensation: 1986 salary & bonus, \$943,000; ownership, 4,000 shares. ► Stepped in when big PC software house was seen as one-trick pony. One-time skydiver's diversifying, though data-base management still pulls in 60% of business. He faces rivals Lotus and IBM, which may have an edge in software for next-generation machines.