

Adobe® File Utilities

The complete file access solution

Adobe File Utilities is a powerful package of industry-leading software tools that give you quick, easy access to a wide variety of files, regardless of platform. Convert word processing, spreadsheet, database, and graphics files between hundreds of applications with Word for Word. Use DocuComp® to identify the changes between two documents, and instantly view, print, or copy any file—regardless of its source application—with Viewer3.1 or Viewer95.



Spickegger Incorporated

QUARTERLY REPORT

Total revenue up 19% and new European sales manager proposes new strategic partnerships

WORLD NEWS

Licensing revenue for the first quarter totalled \$15,802,000, an increase of 9 percent compared to \$13,926,000 in the first fiscal quarter of last year. Application products revenue for the quarter increased 34 percent to \$15,760,000, from \$11,874,000 reported in the first quarter of last year. Spickegger's board of directors declared a cash dividend for the first quarter of \$1.00 per common share for shareholders of record as of March 27, payable on April 9.

EUROPEAN MARKETS

For the past three and a half years, John Doe has been responsible for the European market. Spickegger's major accounts sales and support function in the United States, creating an organization that works "to educate, advise and lobby" the large corporations on behalf of the company and its software technology.

"Since I developed the major accounts program in the U.S., it has become very successful in working with some of the largest corporations. My goal is to build a similar organization here in Europe," he says.

First Quarter Revenue vs. Net Income

Revenue Type	First Quarter Revenue	Net Income
Licensing	\$15,802,000	\$1,580,200
Application Products	\$15,760,000	\$1,576,000
Total	\$31,562,000	\$3,156,200

The Adobe File Utilities package is ideal for everyone who needs compatibility with files from a variety of applications and platforms.

Adobe File Utilities

by Mastersoft

Convert, compare, and view documents from multiple file formats

The Adobe File Utilities package is the software solution that makes documents created with almost any application easy to access and ready to use. This set of powerful tools eliminates the barriers between file formats, automatically identifies the differences between documents, and lets you view files from many applications and platforms.

Convert documents easily.

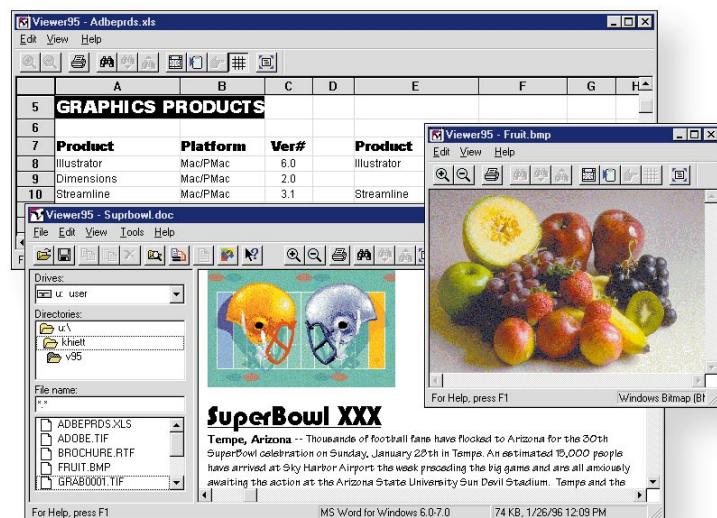
Use Word for Word to quickly convert word processing, spreadsheet, database, and graphics files to and from applications. It automatically recognizes more than 250 Windows, Macintosh, DOS, and UNIX formats, as well as Hypertext Markup Language (HTML), the format of the World Wide Web. Word for Word preserves the formatting and layout of the original documents, including character highlighting, paragraphs, tabs, columns, and footnotes. Convert one file at a time, or convert hundreds of files using the command-line batch conversion feature. You can even integrate Word for Word with Microsoft® Word to easily convert documents without changing applications.

Compare documents efficiently.

The DocuComp tool allows you to compare two versions of a document created in the leading word processing file formats. DocuComp displays both original and revised versions on-screen simultaneously and identifies all text that has been inserted, deleted, moved, or replaced.

Make the most of your information

The Adobe File Utilities package perfectly complements the Adobe product line. Use Adobe File Utilities to access, convert, and compare files from a range of applications. Then, easily incorporate content into even the longest, most complex document with Adobe FrameMaker® software. Use Adobe PageMaker® to lay out colorful documents with lots of graphics. layout tool. Add illustrations and images with Adobe Illustrator® and Adobe Photoshop® software and when you're ready to publish your document, distribute it electronically in the Portable Document Format using Adobe Acrobat® software.



Run as stand-alone or attach Viewer95 to Windows 95 Explorer and view fully formatted spreadsheet, graphics, and text files.

View, save, and print a convenient comparison summary that lists all the changes in a single document and contains a revision list that shows each change by page and line number. DocuComp is indispensable for lawyers, writers, engineers, contract administrators—or anyone with lots of revisions to track.

View documents instantly.

The powerful Viewer3.1 and Viewer95 tools enable Windows 3.1 and Windows 95 users to immediately access and print files from hundreds of Windows, DOS, Macintosh, and UNIX formats. Viewer3.1 and Viewer95 also efficiently perform file management functions such as moving, copying, finding, and deleting files and directories.

Integrate Viewer3.1 or Viewer95 with your e-mail or word processing programs to view files directly, without the source application. You can even attach Viewer95 to the Netscape Navigator™ Web browser and then access and convert HTML documents from the Internet.

features

Document Conversion:

Word for Word

- Convert text to text, graphics to graphics, spreadsheet to word processing, database to database and compound document (text files containing graphics) to compound document.
- Retain character highlighting, paragraphs, tabs, footnotes, columns, headers, footers, and other formatting elements.
- Convert word processing documents into or from HTML.
- Convert stand-alone and embedded graphics files between the largest selection of formats.

Document Comparison:

DocuComp

- View original and revised documents simultaneously on-screen to see the differences between them.
- Automatically generate a comparison summary, consisting of a revision list and a composite redlined document. Save, print, or view the comparison summary for further editing.
- Customize your viewing options of inserted, deleted, replaced, or moved text.
- Integrate the Windows or Windows 95 version of DocuComp with Microsoft Word, WordPerfect, or AmiPro to compare documents directly from within these applications.

File Viewing and Management:

Viewer3.1 and Viewer95

- Easily view documents—even documents in HTML, PKZIP, and UUencode—without knowing the source application.
- Perform file management functions, including printing from view, copying to the Windows clipboard, deleting and moving files and directories, and searching text.
- Launch a viewed document's source application directly from Viewer3.1 or Viewer95.
- View up to 10 documents at a time with the Detach View feature.
- Zoom in or out to resize the view of text or graphics.
- Integrate Viewer3.1 and Viewer95 with Windows File Manager or Windows 95 Explorer, Netscape Navigator, Microsoft Mail, Lotus Notes[®]cc:MAIL[™], Microsoft Word, WordPerfect[®], and AmiPro.

Adobe File Utilities

- Quickly and easily learn how to use Adobe File Utilities with on-line documentation in the Adobe Portable Document Format (PDF).
- View or print PDF files with the Adobe Acrobat Reader.

Adobe File Utilities support the following file formats:

Word Processing and Text

Adobe FrameMaker[®] 3.0 - 5.0 (MIF)

AmiPro[®] 1.x - 3.1

ASCII[™]

CEOWrite

▲ ClarisWorks[™] 3.0

Communications Format

CTOS DEF

DCA/FFT (Final Form Text)

DCA/RFT (Revisable Form Text)

DCA/RFT—DisplayWrite[®] 5

Digital[™] DX

Digital WPS-PLUS

DisplayWrite 2.0 - 5.0

EBCDIC

Enable 1.1,2.0,2.15

Framework III 1.0, 1.1, IV

HP AdvanceWrite Plus

■ HPPCL

HTML (Levels 1 - 3)

IBM[®] Writing Assistant[™] 1.0

Interleaf 5.2 - 6.0

Interleaf Publisher 1.1

Legacy 1.x, 2.0

Lotus[®] Manuscript 2.0, 2.1

MacWrite[®] 4.5 - 5.0

MacWrite II, 1.0, 1.1

MacWrite Pro 1.0

Mass-11 PC Version 8.0 - 9.0

MS[®] Rich Text Format (RTF)

MS Write for Windows 3.x

MS Word 3.0 - 6.0 (DOS)

MS Word for Macintosh 3.0 - 6.0

MS Word for Windows 1.x, 2.0, 6.0, 7.0

▲ MS Works for Windows 3.0

MultiMate[®] 3.3 - 4.0

MultiMate Advantage[®] 3.6

MultiMate Advantage II 3.7

Navy DIF (GSA, WordPerfect)

OfficePower 6.0 - 7.0

OfficeWriter 4.0 - 6.2

PeachText 5000, Version 2.12

PFS: First Choice 1.0 - 3.0

PFS: Write Version C

■ PostScript

Professional Write 1.0 - 2.2

Professional Write Plus

Q & A 3.0 - 4.0 (WP)

Q & A Write 1.0

RapidFile[™] Writing Assistant[™] 1.0, 1.2

Samna Word IV & IV Plus

Signature1.x

Total Word 1.2, 1.3

Uniplex onGO Write

Uniplex 7.0 - 8.0

Volkswriter 3.0, 4.0

Volkswriter Deluxe 2.2

Wang[®] PC Version 3

Wang WITA

WiziWord 3.0

WordPerfect[®] 4.1 - 6.0 (DOS)

WordPerfect for Macintosh 1.0 - 3.5

WordPerfect for UNIX 5.1 - 6.0

WordPerfect for Windows 5.x - 6.1

WordStar[®] 2000, Releases 3.0 - 3.5

WordStar 3.3 - 7.0

WordStar for Windows 1.x, 2.0

WriteNow[®] 3.0

XEROX[®] XIF 5.0 - 6.0

XyWrite for Windows 1.0, 4.x

XyWrite III, III Plus, IV

Graphics

AmiPro Graphics (SDW)

AutoCAD (DXF, DXB)

▲ CompuServe[®] (GIF)

Computer Graphics Metafile (CGM)

▲ CorelDraw![™] Preview 2.x, 3.x

Encapsulated PostScript[®] Bitmap Preview (EPS)

HP Graphic Language (HPL)

▲ Icon Resource

Initial Graphics Exchange Spec. (IGES)

Interpress (XIF Graphics)

JPEG (JFIF)

▲ Lotus Freelance[®]

Lotus PIC

Macintosh QuickDRAW[™] (PICT)

MacPaint[®]

Micrografx[™] Designer

OS/2 Bitmap

PC Paintbrush[®] (PCX, DCX)

Portable Network Graphic (PNG)

RGIP

Sun Raster Graphics

Tagged Image File Format (TIFF)

Windows 2.x Paint

▲ Windows Clipboard

Windows Bitmap (BMP, DIB, RLE)

Windows Metafile (WMF)

WiziDraw

WordPerfect Graphics 1.0, 2.0 (WPG)

Xwindows PixMap (XPM)

Spreadsheets/Databases

ASCII (Comma Delimited)

dBASE III, III +, IV

Lotus 1-2-3, Versions 1A - 5.0

▲ MS Access 2.0

MS Excel for Macintosh 3.0 - 5.0

MS Excel for Windows 2.1 - 5.0, 7.0

MS FoxPro[®] for Windows 2.5, 2.6

MS Word 5.x Mail Merge (DOS)

▲ Paradox[®] 3.5, 4.0

PFS: First Choice 3.0 database

Quattro[®] Pro DOS 4.0

Quattro Pro Windows 1.0, 5.0

WordPerfect 5.1 Mail Merge

DocuComp for Macintosh

supports only the following:

ASCII Text

MS Word for Macintosh 4.x - 5.x

WordPerfect for Macintosh 2.x - 3.0

▲ Conversion only from this format

■ Conversion only to this format



contents

- Word for Word for Windows 3.1, Windows 95, Macintosh, DOS, and UNIX
- DocuComp for Windows 3.1, Windows 95, and Macintosh
- Viewer3.1 for Windows 3.1
- Viewer95 for Windows 95
- Adobe Acrobat Reader
- On-line documentation

system requirements

Macintosh

- Macintosh computer with a 68020 or greater processor
- Apple® System Software version 6.0 or later (Macintosh Easy Open requires version 7.0.1 or later)
- 4 MB of RAM available to Word for Word, DocuComp, and all filters
- 15 MB available hard-disk space for Word for Word, DocuComp, and all filters
- 68020-68040: 2 MB of RAM available to Acrobat Reader
- Power Macintosh®: 4 MB of RAM available to Acrobat Reader
- 3 MB available hard-disk space for Acrobat Reader
- CD-ROM drive

Windows and Windows 95

- i386™, i486™, or Pentium® processor-based computer
- Microsoft Windows 3.1 or later, or Windows 95
- 4 MB of RAM available to Word for Word, DocuComp, Viewer3.1 or Viewer95, and all filters
- 18 MB available hard-disk space (28 MB for Windows 95) for all three tools and all filters
- 4 MB of RAM available to Acrobat Reader
- 5 MB available hard-disk space for Acrobat Reader
- CD-ROM drive

About Adobe Systems

Founded in 1982, Adobe is the world's third-largest personal computer software company. We develop and support products to help you express and use information in more imaginative and meaningful ways. Whether you want to communicate through print or electronic media—including the Internet—there's an Adobe product that's right for you.

If you can dream it, you can do it.™

DOS

- i286™, i386, i486, or Pentium processor-based computer
- DOS 3.3 or later
- 600K of RAM available to Word for Word and all filters
- 15 MB available hard-disk space for Word for Word and all filters
- 2 MB of RAM available to Acrobat Reader
- 5 MB available hard-disk space for Acrobat Reader
- CD-ROM drive

UNIX

- Platforms: SunOS™ 4.1 or later, Sun Solaris® 2.0 or later, Intel® SVR4, HP-9000 Series 700 with HP-UX 9.05, Silicon Graphics® IRIX® 5.2 or later, DG Aviion DGUX 5.4, IBM® RS/6000™ AIX® 3.2 or later, SCO UNIX SysV 3.2.2
- 4 MB of RAM available to Word for Word and all filters
- 48 MB available hard-disk space for Word for Word and all filters
- 32 MB of RAM available to Acrobat Reader (SunOS, Sun Solaris, HP-UX and Silicon Graphics IRIX 5.3)
- 6 MB available hard-disk space for Acrobat Reader
- CD-ROM drive

Suggested Retail Price

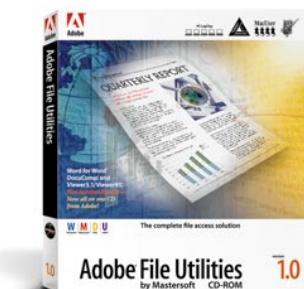
\$149 (U.S.) for a single-user package;
\$596 (U.S.) for a five-user package.
Prices good for the U.S. and Canada.

For More Information

In the U.S. and Canada, call 1-800-624-6107 or contact your local Adobe Authorized Reseller.

In other countries, please contact your nearest Adobe distributor or representative. To receive a list of international Adobe distributors by fax, call our automated FaxYI system at 1-206-628-5737 and request Document 499950.

For a comprehensive list of features and information about other Adobe products, see the Adobe home page at <http://www.adobe.com> on the World Wide Web.



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Adobe Systems Incorporated
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Scotland, United Kingdom

Adobe Systems Co., Ltd.
Yebisu Garden Place Tower
4-20-3 Ebisu, Shibuya-ku
Tokyo 150 Japan

World Wide Web
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