

Stacey Sutay

Letter of Comment No: 310
File Reference: 1102-100

From: Danielle Kramer [dkramer@cisco.com]
Sent: Monday, April 19, 2004 11:28 PM
To: Director - FASB
Subject: File Reference No. 1102-100

Dear Chairman Robert H. Herz:

I am writing to urge the FASB to NOT expense stock options. I've worked at Cisco for 5+ years and have seen first hand what a powerful and positive motivator employee ownership represents. I am deeply committed to Cisco's success and I am proud to work at Cisco. I feel EVERYDAY the responsibility to the company and the shareholders to perform with capability and integrity because I am both an employee and a shareholder.

Stock options are part of the American dream of ownership. Please don't dilute our culture through legislation, particularly at this critical juncture when we need the options to be competitive against foreign corporations who do not expense these same options.

Thank you,
Danielle Kramer
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