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From: Frank Simon [fsimon@cisco.com]
Sent: Tuesday, April 27, 2004 9:38 AM
To: Director - FASB
Cc: savestockoptions@cisco.com
Subject: File Reference No. 1102-100

Letter of Comment No: 2034
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Chairman Robert H. Herz,

I urge the FASB to not expense stock options. I came to Cisco in Aug 2000 as an Electrical Engineer and received hire on options that will probably never earn any money, but I've since received options through the years and a larger quantity received with one promotion. The promotion was received during the economic slowdown when no money was available for raises. However, I am very happy with the lower option prices. I am very optimistic and am going to work hard to make my company profit so I can benefit as well. For me this is an incentive in times of no money to bring America out of it's slump. I feel America will no longer remain the leader in Technology if expensing happens. This country is slowly out sourcing all its labor to other countries. We have a trade deficit with China and now we will lose our edge in technology as well to probably China since they will remain using options. I will close in saying I feel I have a chance of an American dream and that is to hopefully pay off my home and help my three children through college. I feel I may have a chance because of my stock options and ESPP. Without the options, this probably won't happen. Please don't let America whither away.

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