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November 10, 2005

Mr. Paul Twomey, CEO  
Mr. Kurt Pritz, Senior Vice President  
Mr. John Jeffrey, General Counsel  
ICANN  
4676 Admiralty Way, Suite 330  
Marina del Rey, CA 90292-6601

NOV 11 2005

Dear Gentlemen:

On behalf of Overstock.com, Inc., I am writing to request that ICANN and its board support the establishment of a policy that ensures the release of single letter domain names for commercial registrations by companies that have an established use of such letters in their online marketing and customer facing businesses.

Overstock.com ([www.overstock.com](http://www.overstock.com)) is an online retailer with millions of customers. We have avoided the typical brick-and-mortar retail outlets, opting instead to focus on and lead in the online ecommerce arena. All sales are completed via the Internet.

Overstock.com also operates Worldstock.com, a department within Overstock.com, which sells goods made by artisans in developing countries throughout the world. Worldstock.com is a unique ecommerce site and we are very proud of the contribution it is making and will continue to make to the growth and adoption of the Internet in developing countries. Worldstock.com creates international markets and sales for artisans that otherwise would not have a sufficient marketplace. They are thus enabled to provide for their families and overcome poverty. As an example of our impact, we are currently the largest private employer in Afghanistan and on the Navajo Nation – with women making up the large majority of these artisans. We believe that Worldstock.com demonstrates how the Internet opens markets and opportunities to those who have been forgotten or assigned a life of despair due to their birth place or educational status. We are giving people a chance that would not be possible without the Internet. However, while Worldstock.com has grown enormously (it will do nearly \$20 million in sales this year and send \$14 million in cash payments to impoverished artisans), Worldstock.com does not fit ideally within a store called “Overstock,” and is one of the main reasons we wish to evolve our brand into a single letter name.

Overstock.com has been working and involved with ICANN for over a year (recently we joined the Business Constituency of ICANN) and have brought the issue of single letter domain names to the attention of the ICANN staff on numerous occasions. Since the meetings in Luxembourg,

we have had extensive communications with Ms. Marilyn Cade regarding the single letter domain name issue and have appreciated her counsel.

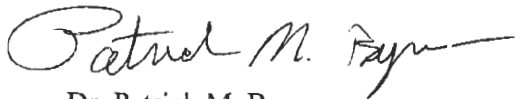
To summarize our objectives:

- Overstock.com wants to begin using the single letter / second level name O.com as a registered domain name that we will advertise and use to make content available to Internet users.
- Overstock.com is very interested in helping ICANN move forward quickly to establish a policy which allows Overstock.com and others with a legitimate interest in single letter domain names to apply for and use those names.
- Overstock.com understands that generic names or gTLD policy is needed to allow the names to be released and then allocated. We want to work with ICANN to ensure that it happens in an efficient and time-effective manner.
- Overstock.com stands ready to provide additional information and background materials to support the process, respecting the parameters of ICANN's processes.
- Overstock.com will be attending the Vancouver meetings and strongly urges that ICANN staff support moving forward with a policy process that leads to the release and allocation of single letter / second level domain names.

We invite you to share our request with ICANN's board members and other entities within ICANN as appropriate.

We stand ready to assist with this policy process. As always, thank you for your time, courtesy, and consideration.

Sincerely,



Dr. Patrick M. Byrne  
President  
Overstock.com, Inc.