



# STATE OF THE DOMAIN™

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**State of the Domain** is a monthly publication of SnapNames.com, Inc.

To accommodate inclusion of a full set of data, the report is typically released three weeks following quarter-end.

SnapNames compiles data in the public domain in order to present information on industry trends.

The editors assume that readers are already familiar with the industry and its terminology—for readers who are not, we recommend the [www.ICANN.org](http://www.ICANN.org) site as a starting point for definitive historical documents and technical resources.

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## Message from the Publisher

Summer greetings again – except, of course, to our friends in the Southern Hemisphere. Winter greetings to you.

So there we are, crunching the numbers and making sure they're right for this edition, and meanwhile glancing at July's CNO zone file from time to time. For the first two weeks, things looked pretty good, and in fact there was growth. We thought maybe another big drop was imminent and the number would trend lower again. But it didn't. It held firm, and (pardon giving away the news on the cover page, but hey, you were going to read it after you turned the page anyway) in fact, July's numbers saw zone file growth for the first time since Q3 2001. Now if we can just get the stock market to behave the same way.

You're asking, "So, why are you telling me this in the *Second Quarter 2002* report?" Mainly for this reason: *State of the Domain* is migrating to a quarterly distribution schedule for its comprehensive report. Monthly updates on zone file counts and other relevant industry metrics will be available on our website at [www.sotd.info](http://www.sotd.info), providing monthly data on a more timely basis for those of you who need to stay keenly abreast of the marketplace. Meanwhile, *State of the Domain* will publish quarterly, affording our analysts greater perspective to divine broader trends as they develop.

Now, to the current issue. Coverage of the industry's current snapshot begins on page 3, and is followed first by monthly and then by quarterly data in categories for which it is available. Our feature this month is on Bob Parsons, the founder of GoDaddy Software, one of the industry's most nimble players and the source of a very interesting growth story. Cameron Powell also provides informative notes from around the industry.

Please stay in touch. We're at [publisher@sotd.info](mailto:publisher@sotd.info).

Regards,

Mason Cole  
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## Q2 2002 Market Overview

### Up And Around

by **Ron Wiener**, Contributing Editor

The shrinkage of the CNO (COM/NET/ORG) zone file continues to slow this month, as has been the trend for the past several months. Since October of 2001, massive purging of both speculator-boom and promotional-giveaway domain names has resulted in a dramatic diminution of CNO registrations from more than 30.6 million<sup>1</sup> to 27.1 million at the end of June, a drop of 11.4% from its peak level. The worst does finally seem to be over, as the negative side effects from the purging therapy begin to diminish. In June, the CNO zone file shrank by only 192,000 names.

And here's the big news: Early indications are that the July CNO zone file actually expanded by more than 100,000 names. This is the first expansion since September 2001.

#### CNO Zone File Sizes:

July 2002	27,242,790
<u>June 2002</u>	<u>27,113,371</u>
Growth	129,419

As we've been commenting for the past few months, sales of new domain name registrations have been on a steady rise. The impact to the zone file is due to non-renewal (*i.e.*, expiration and deletion) of millions of names that were bought during earlier land rushes and then abandoned, including a large number given away by certain registrars for promotional purposes one to two years ago. On a percentage basis, most of the deletions (or lack of growth, depending on how you want to look at it) were from the NET pile. This original "alternative TLD" has been made less attractive by the new gTLDs that are now available. Perhaps due to the recent media attention on the ORG registry re-delegation, ORG registrations have been disproportionately healthier compared to COM and NET. More likely, there were never as many speculator and promotional names in the ORG registry to begin with.

Within the new TLDs there has been continued gradual slowing now that the initial land rush orders have been

fully processed. BIN names (BIZ, INFO and NAME) grew at a rate of approximately 3.1% in June. This slowing is especially pronounced when compared to May, when each BIN category grew by an average of 4.5%. Early indications from July's data show an approximate 4.2% growth rate, which suggests an average monthly BIN growth rate of a little less than 4% in aggregate. The US ccTLD, which had a delayed-reaction land rush in May with 87,000 registrations, added only 31,600 names in June (and a roughly similar figure per preliminary July data), indicating that, like INFO in its early days, US is probably going to grow at a rate of between 800 and 1,000 names a day post-land rush, at least for the near future.

#### Registrar Market Shares

Action in the top ten ranks mimicked recent months. Among the publicly-held dominators of the industry, VeriSign Registrar lost nearly 400,000 registrations, holding its #1 position but with a downsized 33% market share. In its second quarter results, VeriSign reported 10.3 million in total names under management. According to a VeriSign spokesperson, this includes approximately 320,000 internationalized domain name (IDN) and 327,000 ccTLD registrations with VeriSign Registrar. VeriSign reports that another approximately 200,000 IDN and ccTLD registrations are spread among its other accreditations (NameSecure, SRSPlus and NameEngine). Register.com, BulkRegister and CoreNic experienced continued albeit relatively minor losses, as

gTLD	Registrations		Change Net
	May	Jun	
COM	21,351,928	21,198,557	(153,371)
NET	3,623,412	3,586,124	(37,288)
ORG	2,329,726	2,328,690	(1,036)
<b>CNO Total</b>	<b>27,305,066</b>	<b>27,113,371</b>	<b>(191,695)</b>
BIZ	678,709	700,962	22,253
INFO	837,700	864,457	26,757
NAME	75,324	77,448	2,124
<b>Totals</b>	<b>28,896,799</b>	<b>28,756,238</b>	<b>(140,561)</b>
US	237,632	269,233	31,601

<sup>1</sup> As reported in State of the Domain, Third Quarter 2001.

has been their general trend for quite some time now. Tucows, which recently surpassed Register.com to become the second largest registrar, furthered its lead by 18,000 names in June. MelbourneIT, which recently surpassed BulkRegister to become #4, similarly furthered the gap between itself and its Baltimore-based competitor by 37,000 names.

eNom and GoDaddy continued their neck-and-neck race but held steady in their respective #6 and #7 positions. Both were just about tied for fastest gainer in June CNOBIN rankings, with approximately 75,000 new names each (this was theoretically a better performance on eNom's part, as it has been in business longer than GoDaddy, and therefore has had to absorb the offset of significantly more organic expirations in June). Congratulations are due to both companies for surpassing the million-name mark in June, expanding from five to seven the number of registrars who've joined the Millionaires' Club.

CoreNic dropped to the #10 position in its continued steady decline from its peak at #5, allowing DirectNIC to vault to #9 in CNOBIN and #8 in CNO, making it the third-fastest gainer in June. If CoreNic continues its slide, we project that DotRegistrar will join the CNOBIN top ten ranks (it is already #9 in CNO).

Other notables in the June CNOBIN market share rankings include Germany-based Schlund.de which, despite having dropped to #12 in CNO ranks, is in the #8 position in CNOBIN and was the fourth-largest gainer. OnlineNIC (upped from #19 to #17) was the fifth-largest gainer. DomainIntellect, which was #118, at the bottom of the chart in May, catapulted to #66 position with 12,000 new registrations in June — this is interesting, given that the web site is still under construction as of press date (which leads us to guess that this is a speculator recently converted into a registrar).

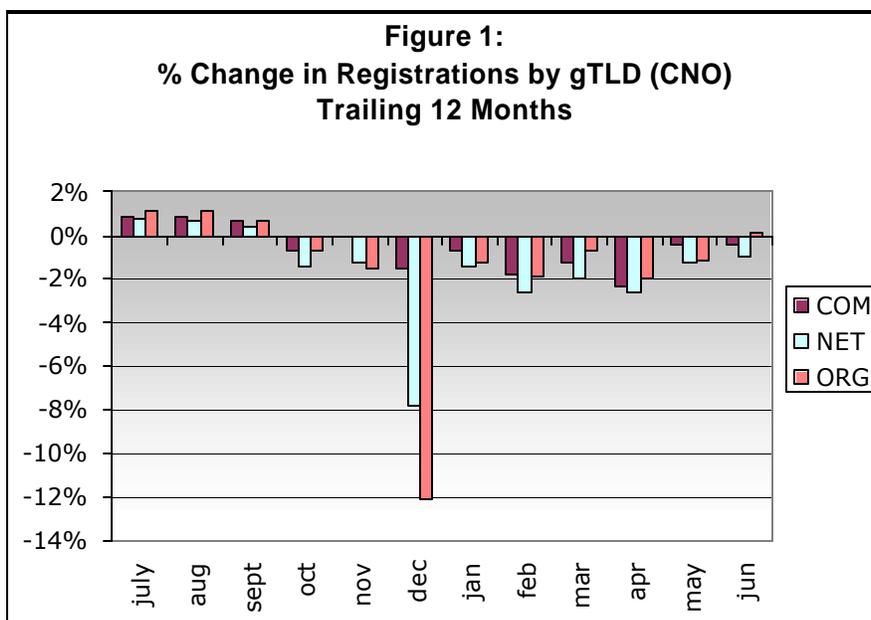
## Market Summary

The CNOBIN/U market continues a slow but steady expansion in *new name* sales, and in July appears also to be turning the corner in *net name* sales for the first time since October 2001. While the major retail-focused registrars (VeriSign, Register.com) still vastly dominate the revenue and profitability charts for the US ccTLD, the fastest *market share* gainers are clearly tending to be wholesale and discount registrars typically pricing CNO names in the \$8 to \$10 range. (For a true assessment of revenue and profitability, we'd dearly love to have data on the true average price of domain names sold by each registrar, but the information is impossible to glean from retail prices listed on websites alone.)

Looking back to the creation of ICANN and the dawning of competition among multiple registrars worldwide, the domain name industry is going through the same economic makeover that most commodity industries eventually encounter. We expect to see more roll-up activity in the near future as part of this morphing process. In the meantime, consumers are getting the better end of the deal through competitive pricing.

As the number of registrars with *active* accreditations has steadily increased every month (now at 122), the concentration of registrations in the top ten has persisted in its slow but steady dispersal into the lower ranks. Much of this shifting is the result of a huge but stealthy secondary domain name industry which at

least 30 smaller registrars focus on nearly exclusively. Revenues — and perhaps more importantly, net margins — are most definitely bunched up near the top. With the industry nearing closure on the disposition of millions of expired promotional and speculator names, and the playing field leveling that is likely to occur if ICANN approves the price of VeriSign Registry's "Wait Listing



Service" in August, the characteristics of the secondary market are changing in real-time.

With well over half a billion dollars in reserve cash being held by the publicly-held registrars alone, one would naturally expect some of that to be spent on an increasing number of acquisitions over the coming quarters. We will thus make one bold prediction in this issue of *State of the Domain*: The shifting of the concentration of registrations from the top ten to the bottom 112+ registrars will reverse before the end of this year. Whether this is a good thing or a bad thing is for philosophers to debate, but economists would be quick to point out that an industry that sells only 30,000 to 40,000 widgets a day across the globe, most at an average

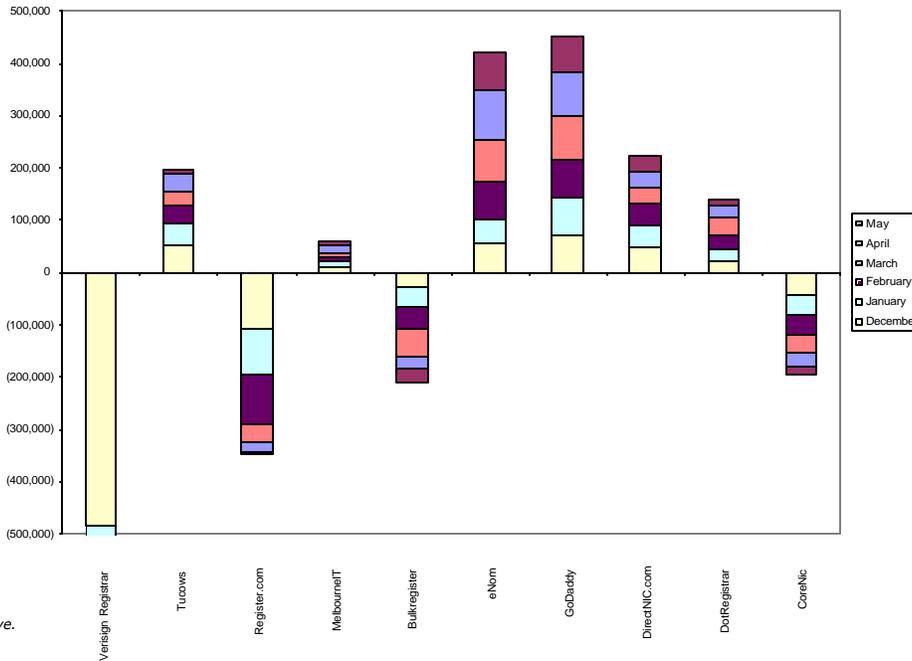
gross margin of \$2 to \$3 per unit, could not possibly sustain 122 healthy companies.

*Ron Wiener is the former Chairman, CEO and co-founder of SnapNames, and remains a regular contributor to the State of the Domain. He currently operates a consulting practice focusing on growth and M&A strategies for clients in the domain name industry, and can be reached directly at ronw@venturemechanics.com.*

**Table 2: Top 10 Registrars Net Gain/Loss In Total Registrations (CNO / January 2002 - June 2002)**

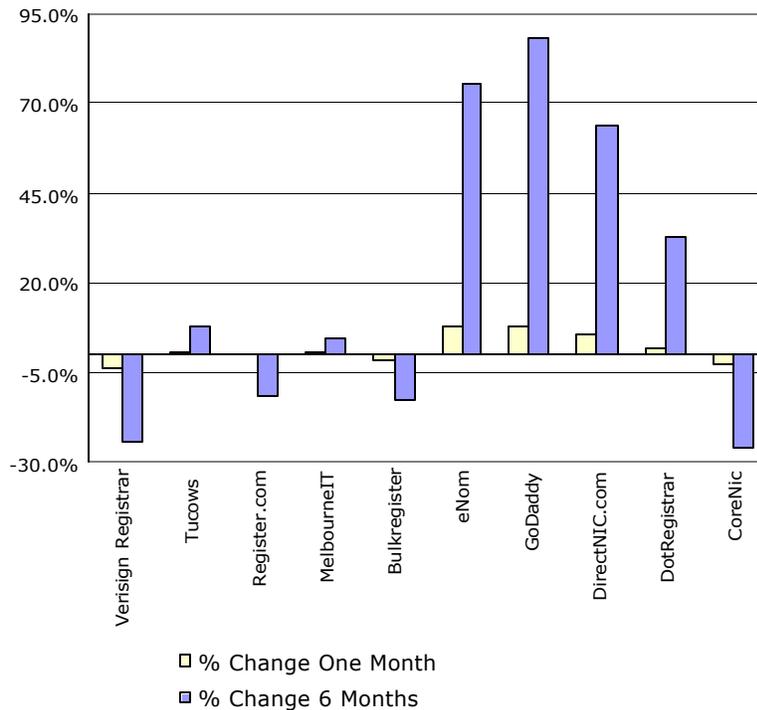
Company	Jan	Feb	Mar	Apr	May	Jun	Aggregate	Dec Total	Jun Total	% Change
<i>Verisign Registrar</i>	(483,670)	(77,194)	(622,269)	(903,953)	(484,847)	(399,985)	(2,971,918)	12,152,115	9,180,197	-24.5%
Tucows	53,363	40,939	36,723	25,648	32,241	9,236	198,150	2,631,892	2,830,042	7.5%
Register.com	(105,745)	(90,123)	(92,008)	(34,674)	(18,363)	(7,313)	(348,226)	3,043,648	2,695,422	-11.4%
MelbourneIT	11,558	9,507	8,169	7,245	16,229	8,002	60,710	1,429,051	1,489,761	4.2%
Bulkregister	(25,857)	(39,593)	(40,293)	(56,709)	(20,463)	(27,856)	(210,771)	1,619,297	1,408,526	-13.0%
eNom	55,954	47,772	73,139	75,756	97,814	72,517	422,952	560,664	983,616	75.4%
GoDaddy	70,272	71,949	75,923	80,247	83,439	70,697	452,527	514,914	967,441	87.9%
DirectNIC.com	48,579	41,162	43,650	29,596	31,257	30,217	224,461	351,624	576,085	63.8%
DotRegistrar	20,985	23,089	29,725	33,000	22,959	9,069	138,827	425,167	563,994	32.7%
CoreNic	(41,189)	(38,545)	(37,213)	(35,459)	(25,623)	(17,194)	(195,223)	753,103	557,880	-25.9%
<b>Totals</b>	<b>(395,750)</b>	<b>(11,037)</b>	<b>(524,454)</b>	<b>(779,303)</b>	<b>(265,357)</b>	<b>(252,610)</b>	<b>(2,228,511)</b>	<b>23,481,475</b>	<b>21,252,964</b>	<b>-9.5%</b>
<b>Volatility Analysis</b>										
	Jan	Feb	Mar	Apr	May	Jun				
<b>CNO Zone File Count</b>	29,027,122	28,451,771	28,079,631	27,472,656	27,305,066	27,113,371		29,027,122	27,113,371	-15.2%
<b>Change in CNO Zone File</b>	(243,982)	(575,351)	(372,140)	(606,975)	(167,590)	(191,695)			(1,913,751)	

**Figure 2: Top 10 Registrars  
Net New Registrations Dec. '01 - May '02**



*Editor's note: VeriSign numbers are truncated to retain meaningful perspective.*

**Figure 3: CNO Top 10 Registrars' % Gain/Loss in Net Registrations**



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## June 2002 - CNOBIN - Registrar Market Shares

Company	Rank		Market Share		Registrations		Change Net
	May	Jun	May	Jun	May	Jun	
Verisign Registrar	1	1	34.26%	32.99%	9,874,342	9,480,463	(393,879)
Tucows	2	2	10.23%	10.31%	2,948,354	2,962,370	14,016
Register.com	3	3	9.91%	9.93%	2,857,178	2,853,144	(4,034)
MelbourneIT	4	4	5.42%	5.48%	1,562,421	1,574,740	12,319
Bulkregister	5	5	5.15%	5.07%	1,484,917	1,458,441	(26,476)
eNom	6	6	3.37%	3.64%	970,076	1,045,548	75,472
GoDaddy	7	7	3.29%	3.55%	947,260	1,021,591	74,331
Schlund.de	8	8	2.26%	2.35%	652,534	674,367	21,833
DirectNIC.com	10	9	2.07%	2.18%	596,681	627,926	31,245
CoreNic	9	10	2.17%	2.12%	625,908	610,328	(15,580)
DotRegistrar	11	11	2.02%	2.06%	581,440	591,166	9,726
Dotster	12	12	1.97%	2.00%	568,564	573,764	5,200
Joker.com	13	13	1.59%	1.61%	459,724	463,006	3,282
Domain Discover	14	14	1.41%	1.43%	407,771	409,689	1,918
GANDI	15	15	1.16%	1.18%	333,638	338,305	4,667
ItsYourDomain	16	16	0.98%	1.03%	283,345	294,665	11,320
OnlineNIC	19	17	0.71%	0.78%	204,648	222,830	18,182
EasySpace	17	18	0.79%	0.76%	227,467	217,217	(10,250)
Domain Bank	18	19	0.76%	0.73%	219,465	210,032	(9,433)
Stargate	20	20	0.64%	0.66%	183,265	189,608	6,343
NameSecure	21	21	0.55%	0.53%	159,513	152,332	(7,181)
DomainPeople	22	22	0.52%	0.52%	149,726	149,031	(695)
YesNIC	23	23	0.50%	0.51%	145,495	147,231	1,736
Discount Domain	24	24	0.49%	0.50%	140,764	142,800	2,036
Ascio	25	25	0.45%	0.47%	130,923	136,496	5,573
NamesDirect	27	26	0.39%	0.41%	113,601	116,954	3,353
Paycenter	28	27	0.38%	0.40%	108,252	115,251	6,999
Names4Ever	26	28	0.41%	0.39%	119,017	112,928	(6,089)
IARegistry	29	29	0.35%	0.36%	100,997	103,676	2,679
AIT Domains.com	30	30	0.34%	0.34%	97,017	96,337	(680)
Alldomains.com	31	31	0.32%	0.33%	92,893	94,677	1,784
Name7.com	32	32	0.31%	0.32%	88,966	91,032	2,066
GKG.net	33	33	0.30%	0.30%	85,313	86,695	1,382
Doregi	34	34	0.28%	0.27%	79,450	78,067	(1,383)
EPAG	35	35	0.26%	0.27%	75,511	77,970	2,459
Nordnet	36	36	0.25%	0.25%	71,274	72,609	1,335
SRSplus	39	37	0.18%	0.20%	52,470	57,864	5,394
Active ISP	37	38	0.19%	0.20%	55,618	57,659	2,041
Netpia	38	39	0.19%	0.19%	54,510	53,735	(775)
Tmagnic.net	41	40	0.16%	0.17%	47,013	49,001	1,988
TotalNIC	42	41	0.16%	0.16%	45,339	46,958	1,619
dotearth	40	42	0.16%	0.16%	47,509	45,202	(2,307)
Namescout	43	43	0.14%	0.16%	41,412	44,663	3,251
TotalRegistrations	44	44	0.14%	0.15%	40,448	42,215	1,767
Namebay	47	45	0.12%	0.13%	35,919	38,347	2,428
Awregistry	46	46	0.12%	0.13%	35,930	37,678	1,748
Parava.net	48	47	0.12%	0.13%	35,482	37,184	1,702
Interdomain	49	48	0.12%	0.13%	35,220	37,041	1,821
NetNames	50	49	0.12%	0.13%	34,908	36,957	2,049
DomainInfo	45	50	0.13%	0.13%	36,196	36,317	121
DomainDiscount24	51	51	0.11%	0.12%	32,957	35,555	2,598
Catalog.com	54	52	0.10%	0.11%	29,571	31,356	1,785
Catalog.com	54	52	0.10%	0.11%	29,571	31,356	1,785
SignatureDomains	52	53	0.11%	0.11%	31,271	30,924	(347)
PSI-Japan	53	54	0.11%	0.10%	30,299	29,864	(435)
Oleane	55	55	0.08%	0.09%	23,954	24,582	628
Domainsite.com	56	56	0.08%	0.08%	21,653	22,538	885
eNameCo	57	57	0.07%	0.08%	21,021	21,661	640
1stDomain.Net	58	58	0.07%	0.07%	20,834	20,919	85
DirectI.com	60	59	0.06%	0.07%	17,291	19,792	2,501
Virtual Internet	59	60	0.06%	0.06%	18,475	18,617	142
Misc	61	61	0.06%	0.06%	17,212	17,437	225

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Registration Technologies	64	62	0.04%	0.06%	11,862	17,038	5,176
Planet Domain	67	63	0.04%	0.04%	11,147	12,704	1,557
Secura-GmbH	62	64	0.04%	0.04%	12,582	12,695	113
DomainZoo	63	65	0.04%	0.04%	11,938	12,233	295
DomainIntellect	118	66	0.00%	0.04%	8	12,159	12,151
NameEngine	65	67	0.04%	0.04%	11,501	12,075	574
Nominate.net	68	68	0.04%	0.04%	11,016	11,456	440
DomainRegistry	66	69	0.04%	0.04%	11,480	11,315	(165)
Omnis.com	70	70	0.03%	0.03%	8,574	9,221	647
eMarkmonitor	73	71	0.03%	0.03%	7,424	8,933	1,509
Register.it	69	72	0.03%	0.03%	8,759	8,774	15
Nominalia	71	73	0.03%	0.03%	7,890	8,068	178
Globedom	72	74	0.03%	0.03%	7,529	7,891	362
BookMyName	74	75	0.02%	0.03%	7,172	7,415	243
Address Creation	75	76	0.02%	0.02%	6,888	7,182	294
shop4domain.com	76	77	0.02%	0.02%	6,827	6,976	149
ID Registry	77	78	0.02%	0.02%	6,643	6,705	62
Bluehill.com	80	79	0.02%	0.02%	5,313	6,104	791
Corporate Domains	79	80	0.02%	0.02%	5,669	6,101	432
123Registration	78	81	0.02%	0.02%	5,826	6,036	210
Cronon	82	82	0.02%	0.02%	4,588	5,988	1,400
Register.AOL	81	83	0.02%	0.02%	5,215	5,589	374
Eastcom.com	83	84	0.02%	0.02%	4,390	4,636	246
MrDomReg.com	86	85	0.01%	0.02%	3,206	4,628	1,422
Namesbeyond.com	84	86	0.01%	0.01%	3,953	4,276	323
000domains	85	87	0.01%	0.01%	3,474	3,713	239
RGNames.com	87	88	0.01%	0.01%	3,078	3,492	414
Pair Networks	98	89	0.00%	0.01%	637	3,440	2,803
#1DNI	88	90	0.01%	0.01%	2,860	3,217	357
Domaindomain.com	89	91	0.01%	0.01%	2,445	2,445	0
DomReg	96	92	0.00%	0.01%	750	2,353	1,603
InterAccess	90	93	0.01%	0.01%	2,327	2,319	(8)
NameSystem	91	94	0.01%	0.01%	1,990	2,279	289
Web Express	92	95	0.01%	0.01%	1,972	1,970	(2)
OVH SARL	110	96	0.00%	0.01%	135	1,507	1,372
T-Systems	102	97	0.00%	0.01%	493	1,470	977
RegistrarsAsia.com	93	98	0.00%	0.00%	1,293	1,322	29
Galcomm	95	99	0.00%	0.00%	872	1,034	162
007Names	94	100	0.00%	0.00%	1,001	1,016	15
eNetRegistry	97	101	0.00%	0.00%	677	608	(69)
pAsia	99	102	0.00%	0.00%	598	596	(2)
Internetters	104	103	0.00%	0.00%	466	549	83
DomainRG	100	104	0.00%	0.00%	502	505	3
AAAQ.com	101	105	0.00%	0.00%	499	492	(7)
ChinaDNS	103	106	0.00%	0.00%	467	490	23
Alice's Registry	105	107	0.00%	0.00%	386	399	13
DomainProcessor.com	106	108	0.00%	0.00%	331	345	14
BestRegistrar	107	109	0.00%	0.00%	289	290	1
NetSearchers, Int.	108	110	0.00%	0.00%	143	157	14
PhillipineRegistry	109	111	0.00%	0.00%	141	148	7
DomainPro, Inc.	111	112	0.00%	0.00%	115	117	2
Bondi, LLC	112	113	0.00%	0.00%	88	92	4
Global Name Registry	113	114	0.00%	0.00%	68	68	0
Topnet	114	115	0.00%	0.00%	60	66	6
Transpac	115	116	0.00%	0.00%	56	64	8
Sitename.com	115	117	0.00%	0.00%	56	57	1
DomainCity	116	118	0.00%	0.00%	18	25	7
NewDentity	n/a	119	0.00%	0.00%	0	24	24
NameTree	117	120	0.00%	0.00%	10	10	0
RegistryRegistrar	118	121	0.00%	0.00%	8	8	0
Harleyzo-USA	119	122	0.00%	0.00%	3	3	0
			100%	100%	28,825,930	28,740,240	(85,690)

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## Q2 2002 - CNOBIN - Registrar Market Shares

Company	Rank		Market Share		Registrations		Change Net
	Q1	Q2	Q1	Q2	Q1	Q2	
Verisign Registrar	1	1	38.09%	32.99%	11,244,863	9,480,463	(1,764,400)
Tucows	3	2	9.76%	10.31%	2,880,667	2,962,370	81,703
Register.com	2	3	9.83%	9.93%	2,900,846	2,853,144	(47,702)
MelbourneIT	5	4	5.19%	5.48%	1,531,020	1,574,740	43,720
Bulkregister	4	5	5.29%	5.07%	1,562,198	1,458,441	(103,757)
eNom	6	6	2.67%	3.64%	787,362	1,045,548	258,186
GoDaddy	7	7	2.62%	3.55%	774,515	1,021,591	247,076
Schlund.de	9	8	2.06%	2.35%	608,124	674,367	66,243
DirectNIC.com	11	9	1.80%	2.18%	532,210	627,926	95,716
CoreNic	8	10	2.32%	2.12%	684,519	610,328	(74,191)
DotRegistrar	12	11	1.77%	2.06%	523,643	591,166	67,523
Dotster	10	12	1.85%	2.00%	546,717	573,764	27,047
Joker.com	13	13	1.55%	1.61%	457,407	463,006	5,599
Domain Discover	14	14	1.32%	1.43%	390,879	409,689	18,810
GANDI	15	15	1.08%	1.18%	320,046	338,305	18,259
ItsYourDomain	17	16	0.87%	1.03%	255,728	294,665	38,937
OnlineNIC	21	17	0.56%	0.78%	164,892	222,830	57,938
EasySpace	16	18	0.93%	0.76%	273,521	217,217	(56,304)
Domain Bank	18	19	0.80%	0.73%	236,084	210,032	(26,052)
Stargate	20	20	0.56%	0.66%	166,675	189,608	22,933
NameSecure	19	21	0.78%	0.53%	229,259	152,332	(76,927)
DomainPeople	22	22	0.50%	0.52%	146,528	149,031	2,503
YesNIC	24	23	0.46%	0.51%	134,942	147,231	12,289
Discount Domain	23	24	0.46%	0.50%	135,957	142,800	6,843
Ascio	26	25	0.42%	0.47%	122,725	136,496	13,771
NamesDirect	27	26	0.34%	0.41%	100,030	116,954	16,924
Paycenter	30	27	0.31%	0.40%	92,887	115,251	22,364
Names4Ever	25	28	0.42%	0.39%	123,103	112,928	(10,175)
IARegistry	29	29	0.33%	0.36%	97,016	103,676	6,660
AIT Domains.com	28	30	0.34%	0.34%	99,036	96,337	(2,699)
Alldomains.com	32	31	0.27%	0.33%	80,653	94,677	14,024
Name7.com	34	32	0.26%	0.32%	77,870	91,032	13,162
GKG.net	31	33	0.27%	0.30%	80,697	86,695	5,998
Doregi	33	34	0.27%	0.27%	79,877	78,067	(1,810)
EPAG	35	35	0.24%	0.27%	70,010	77,970	7,960
Nordnet	36	36	0.22%	0.25%	65,698	72,609	6,911
SRSplus	40	37	0.14%	0.20%	40,643	57,864	17,221
Active ISP	38	38	0.17%	0.20%	49,767	57,659	7,892
Netpia	37	39	0.19%	0.19%	56,127	53,735	(2,392)
Tmagnic.net	41	40	0.14%	0.17%	40,621	49,001	8,380
TotalNIC	52	41	0.10%	0.16%	28,326	46,958	18,632
dotearth	39	42	0.17%	0.16%	49,743	45,202	(4,541)
Namescout	46	43	0.11%	0.16%	33,597	44,663	11,066
TotalRegistrations	44	44	0.12%	0.15%	35,275	42,215	6,940
Namebay	50	45	0.10%	0.13%	30,240	38,347	8,107
Awregistry	42	46	0.12%	0.13%	36,471	37,678	1,207
Parava.net	48	47	0.11%	0.13%	32,677	37,184	4,507
Interdomain	45	48	0.11%	0.13%	33,598	37,041	3,443
NetNames	49	49	0.10%	0.13%	30,383	36,957	6,574
DomainInfo	43	50	0.12%	0.13%	36,430	36,317	(113)
DomainDiscount24	53	51	0.09%	0.12%	26,646	35,555	8,909
Catalog.com	54	52	0.09%	0.11%	26,437	31,356	4,919
SignatureDomains	47	53	0.11%	0.11%	32,801	30,924	(1,877)
PSI-Japan	51	54	0.10%	0.10%	30,021	29,864	(157)
Oleane	56	55	0.08%	0.09%	22,248	24,582	2,334
Domainsite.com	59	56	0.06%	0.08%	17,654	22,538	4,884
eNameCo	55	57	0.08%	0.08%	22,917	21,661	(1,256)
1stDomain.Net	57	58	0.07%	0.07%	20,424	20,919	495
Directl.com	64	59	0.03%	0.07%	10,034	19,792	9,758
Virtual Internet	58	60	0.06%	0.06%	17,882	18,617	735
Misc	75	61	0.02%	0.06%	5,353	17,437	12,084
Registration Technologies	79	62	0.01%	0.06%	4,231	17,038	12,807

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Planet Domain	68	63	0.03%	0.04%	7,806	12,704	4,898
Secura-GmbH	60	64	0.04%	0.04%	12,526	12,695	169
DomainZoo	65	65	0.03%	0.04%	9,371	12,233	2,862
DomainIntellect	n/a	66	0.00%	0.04%	0	12,159	12,159
NameEngine	62	67	0.04%	0.04%	10,411	12,075	1,664
Nominate.net	63	68	0.03%	0.04%	10,073	11,456	1,383
DomainRegistry	61	69	0.04%	0.04%	11,366	11,315	(51)
Omnis.com	70	70	0.02%	0.03%	7,120	9,221	2,101
eMarkmonitor	72	71	0.02%	0.03%	6,358	8,933	2,575
Register.it	66	72	0.03%	0.03%	8,741	8,774	33
Nominalia	69	73	0.02%	0.03%	7,288	8,068	780
Globedom	71	74	0.02%	0.03%	7,109	7,891	782
BookMyName	67	75	0.03%	0.03%	8,638	7,415	(1,223)
Address Creation	76	76	0.02%	0.02%	5,323	7,182	1,859
shop4domain.com	73	77	0.02%	0.02%	6,126	6,976	850
ID Registry	74	78	0.02%	0.02%	5,963	6,705	742
Bluehill.com	80	79	0.01%	0.02%	4,191	6,104	1,913
Corporate Domains	78	80	0.02%	0.02%	4,606	6,101	1,495
123Registration	77	81	0.02%	0.02%	4,671	6,036	1,365
Cronon	87	82	0.01%	0.02%	2,407	5,988	3,581
Register.AOL	81	83	0.01%	0.02%	4,084	5,589	1,505
Eastcom.com	82	84	0.01%	0.02%	3,999	4,636	637
MrDomReg.com	84	85	0.01%	0.02%	2,954	4,628	1,674
Namesbeyond.com	93	86	0.00%	0.01%	977	4,276	3,299
000domains	83	87	0.01%	0.01%	3,021	3,713	692
RGNames.com	85	88	0.01%	0.01%	2,528	3,492	964
Pair Networks	n/a	89	0.00%	0.01%	0	3,440	3,440
#1DNI	89	90	0.01%	0.01%	2,334	3,217	883
Domaindomain.com	86	91	0.01%	0.01%	2,445	2,445	0
DomReg	n/a	92	0.00%	0.01%	0	2,353	2,353
InterAccess	88	93	0.01%	0.01%	2,349	2,319	(30)
NameSystem	107	94	0.00%	0.01%	149	2,279	2,130
Web Express	90	95	0.01%	0.01%	1,808	1,970	162
OVH SARL	n/a	96	0.00%	0.01%	0	1,507	1,507
T-Systems	105	97	0.00%	0.01%	180	1,470	1,290
RegistrarsAsia.com	91	98	0.00%	0.00%	1,216	1,322	106
Galcomm	94	99	0.00%	0.00%	825	1,034	209
007Names	92	100	0.00%	0.00%	994	1,016	22
eNetRegistry	96	101	0.00%	0.00%	758	608	(150)
pAsia	97	102	0.00%	0.00%	600	596	(4)
Internetters	103	103	0.00%	0.00%	322	549	227
DomainRG	101	104	0.00%	0.00%	425	505	80
AAAQ.com	98	105	0.00%	0.00%	533	492	(41)
ChinaDNS	100	106	0.00%	0.00%	433	490	57
Alice's Registry	102	107	0.00%	0.00%	341	399	58
DomainProcessor.com	99	108	0.00%	0.00%	493	345	(148)
BestRegistrar	104	109	0.00%	0.00%	265	290	25
NetSearchers, Int.	112	110	0.00%	0.00%	31	157	126
PhillipineRegistry	106	111	0.00%	0.00%	176	148	(28)
DomainPro, Inc.	108	112	0.00%	0.00%	105	117	12
Bondi, LLC	109	113	0.00%	0.00%	65	92	27
Global Name Registry	110	114	0.00%	0.00%	62	68	6
Topnet	114	115	0.00%	0.00%	19	66	47
Transpac	113	116	0.00%	0.00%	24	64	40
Sitename.com	111	117	0.00%	0.00%	56	57	1
DomainCity	115	118	0.00%	0.00%	15	25	10
NewDentity	n/a	119	0.00%	0.00%	0	24	24
NameTree	116	120	0.00%	0.00%	10	10	0
RegistryRegistrar	117	121	0.00%	0.00%	7	8	1
Harleyzo-USA	118	122	0.00%	0.00%	1	3	2
NameZero	95	n/a	0.00%	0.00%	787	0	(787)
			100%	100%	29,524,235	28,740,240	(783,995)

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## June 2002 CNO Registrar Market Share

Company	Rank		Market Share		Registrations		Change Net
	May	Jun	May	Jun	May	Jun	
Verisign Registrar	1	1	35.17%	33.88%	9,580,182	9,180,197	(399,985)
Tucows	2	2	10.36%	10.44%	2,820,806	2,830,042	9,236
Register.com	3	3	9.92%	9.95%	2,702,735	2,695,422	(7,313)
MelbourneIT	4	4	5.44%	5.50%	1,481,759	1,489,761	8,002
Bulkregister	5	5	5.27%	5.20%	1,436,382	1,408,526	(27,856)
eNom	6	6	3.35%	3.63%	911,099	983,616	72,517
GoDaddy	7	7	3.29%	3.57%	896,744	967,441	70,697
DirectNIC.com	10	8	2.00%	2.13%	545,868	576,085	30,217
DotRegistrar	9	9	2.04%	2.08%	554,925	563,994	9,069
CoreNic	8	10	2.11%	2.06%	575,074	557,880	(17,194)
Dotster	11	11	2.00%	2.03%	544,601	549,075	4,474
Schlund.de	12	12	1.86%	1.92%	506,695	521,548	14,853
Joker.com	13	13	1.53%	1.54%	415,467	417,655	2,188
Domain Discover	14	14	1.43%	1.45%	390,839	392,196	1,357
GANDI	15	15	1.19%	1.21%	324,733	328,568	3,835
ItsYourDomain	16	16	0.98%	1.02%	267,995	277,261	9,266
OnlineNIC	19	17	0.73%	0.80%	199,206	217,089	17,883
EasySpace	17	18	0.79%	0.76%	215,327	204,829	(10,498)
Domain Bank	18	19	0.75%	0.72%	204,810	195,074	(9,736)
Stargate	20	20	0.67%	0.70%	183,265	189,608	6,343
NameSecure	21	21	0.56%	0.54%	152,769	145,131	(7,638)
Discount Domain	23	22	0.49%	0.49%	132,202	133,888	1,686
DomainPeople	22	23	0.49%	0.49%	133,460	132,569	(891)
YesNIC	24	24	0.48%	0.49%	130,398	131,824	1,426
NamesDirect	26	25	0.41%	0.43%	112,381	115,674	3,293
Paycenter	27	26	0.40%	0.43%	108,252	115,251	6,999
Names4Ever	25	27	0.42%	0.40%	115,136	108,967	(6,169)
IARegistry	28	28	0.37%	0.38%	100,044	102,697	2,653
AIT Domains.com	29	29	0.35%	0.35%	95,432	94,707	(725)
Ascic	31	30	0.31%	0.33%	83,608	88,312	4,704
GKG.net	30	31	0.31%	0.32%	85,313	86,695	1,382
Alldomains.com	32	32	0.30%	0.30%	80,890	82,465	1,575
Name7.com	33	33	0.28%	0.29%	76,966	78,729	1,763
Doregi	34	34	0.28%	0.27%	75,743	74,287	(1,456)
Nordnet	35	35	0.24%	0.25%	65,536	66,797	1,261
EPAG	36	36	0.23%	0.24%	63,555	65,924	2,369
Active ISP	37	37	0.20%	0.21%	55,551	57,554	2,003
Tmagnic.net	39	38	0.17%	0.18%	47,013	49,001	1,988
Netpia	38	39	0.18%	0.18%	49,506	48,653	(853)
TotalNIC	40	40	0.17%	0.17%	45,281	46,893	1,612
dotearth	41	41	0.16%	0.15%	43,061	40,755	(2,306)
Awregistry	42	42	0.13%	0.14%	35,550	37,281	1,731
Namescout	43	43	0.13%	0.14%	34,084	37,226	3,142
Interdomain	44	44	0.13%	0.13%	34,063	35,845	1,782
Parava.net	45	45	0.12%	0.12%	31,796	33,278	1,482
Namebay	47	46	0.11%	0.12%	30,144	32,437	2,293
TotalRegistrations	46	47	0.11%	0.12%	30,489	32,113	1,624
SRSplus	53	48	0.09%	0.11%	25,536	29,760	4,224
Catalog.com	50	49	0.10%	0.11%	27,861	29,574	1,713
SignatureDomains	48	50	0.11%	0.11%	29,781	29,413	(368)
PSI-Japan	49	51	0.11%	0.11%	29,056	28,598	(458)
NetNames	52	52	0.10%	0.10%	25,973	27,815	1,842
DomainInfo	51	53	0.10%	0.10%	27,173	27,137	(36)
Oleane	54	54	0.09%	0.09%	23,954	24,582	628
Domainsite.com	55	55	0.08%	0.08%	21,653	22,538	885
Directl.com	58	56	0.06%	0.07%	15,243	17,714	2,471
DomainDiscount24	57	57	0.06%	0.06%	15,257	17,149	1,892

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eNameCo	56	<b>58</b>	0.06%	0.06%	15,965	16,583	618
Registration Technologies	64	<b>59</b>	0.03%	0.05%	9,518	14,703	5,185
1stDomain.Net	59	<b>60</b>	0.05%	0.05%	13,699	13,781	82
Planet Domain	61	<b>61</b>	0.04%	0.05%	11,147	12,704	1,557
DomainIntellect	101	<b>62</b>	0.00%	0.04%	8	12,159	12,151
DomainRegistry	60	<b>63</b>	0.04%	0.04%	11,458	11,293	(165)
DomainZoo	62	<b>64</b>	0.04%	0.04%	10,826	11,104	278
Nominate.net	63	<b>65</b>	0.04%	0.04%	9,995	10,419	424
Omnis.com	66	<b>66</b>	0.03%	0.03%	8,300	8,917	617
Register.it	65	<b>67</b>	0.03%	0.03%	8,759	8,774	15
NameEngine	67	<b>68</b>	0.03%	0.03%	7,044	7,528	484
shop4domain.com	68	<b>69</b>	0.03%	0.03%	6,827	6,976	149
Address Creation	69	<b>70</b>	0.02%	0.03%	6,530	6,792	262
BookMyName	70	<b>71</b>	0.02%	0.02%	5,677	5,863	186
Register.AOL	73	<b>72</b>	0.02%	0.02%	5,215	5,589	374
eMarkmonitor	75	<b>73</b>	0.01%	0.02%	4,054	5,539	1,485
Secura-GmbH	71	<b>74</b>	0.02%	0.02%	5,493	5,535	42
ID Registry	72	<b>75</b>	0.02%	0.02%	5,324	5,386	62
Eastcom.com	74	<b>76</b>	0.02%	0.02%	4,390	4,636	246
MrDomReg.com	80	<b>77</b>	0.01%	0.02%	3,206	4,628	1,422
Bluehill.com	77	<b>78</b>	0.01%	0.02%	3,875	4,625	750
Namesbeyond.com	76	<b>79</b>	0.01%	0.02%	3,952	4,275	323
Globedom	78	<b>80</b>	0.01%	0.01%	3,633	3,910	277
123Registration	79	<b>81</b>	0.01%	0.01%	3,467	3,666	199
Pair Networks	92	<b>82</b>	0.00%	0.01%	602	3,345	2,743
Domaindomain.com	81	<b>83</b>	0.01%	0.01%	2,445	2,445	0
DomReg	90	<b>84</b>	0.00%	0.01%	750	2,353	1,603
InterAccess	82	<b>85</b>	0.01%	0.01%	2,327	2,319	(8)
NameSystem	84	<b>86</b>	0.01%	0.01%	1,990	2,279	289
RGNames.com	87	<b>87</b>	0.01%	0.01%	1,768	2,166	398
Virtual Internet	83	<b>88</b>	0.01%	0.01%	2,147	2,142	(5)
Web Express	85	<b>89</b>	0.01%	0.01%	1,972	1,970	(2)
Nominalia	86	<b>90</b>	0.01%	0.01%	1,923	1,898	(25)
Corporate Domains	88	<b>91</b>	0.01%	0.01%	1,478	1,873	395
OVH SARL	96	<b>92</b>	0.00%	0.01%	135	1,507	1,372
T-Systems	94	<b>93</b>	0.00%	0.01%	493	1,470	977
#1DNI	89	<b>94</b>	0.00%	0.00%	886	1,231	345
eNetRegistry	91	<b>95</b>	0.00%	0.00%	677	608	(69)
pAsia	93	<b>96</b>	0.00%	0.00%	598	596	(2)
000domains	95	<b>97</b>	0.00%	0.00%	283	354	71
Galcomm	n/a	<b>98</b>	0.00%	0.00%	0	151	151
Alice's Registry	97	<b>99</b>	0.00%	0.00%	72	83	11
Topnet	98	<b>100</b>	0.00%	0.00%	60	66	6
DomainCity	99	<b>101</b>	0.00%	0.00%	18	25	7
NewDentity	n/a	<b>102</b>	0.00%	0.00%	0	24	24
NameTree	100	<b>103</b>	0.00%	0.00%	10	10	0
			<b>100%</b>	<b>100%</b>	<b>27,237,218</b>	<b>27,099,400</b>	<b>(137,818)</b>

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## Q2 2002 CNO Registrar Market Share

Company	Rank		Market Share		Registrations		Change
	Q1	Q2	Q1	Q2	Q1	Q2	Net
Verisign Registrar	1	1	39.09%	33.88%	10,968,982	9,180,197	(1,788,785)
Tucows	2	2	9.85%	10.44%	2,762,917	2,830,042	67,125
Register.com	3	3	9.82%	9.95%	2,755,772	2,695,422	(60,350)
MelbourneIT	5	4	5.20%	5.50%	1,458,285	1,489,761	31,476
Bulkregister	4	5	5.39%	5.20%	1,513,554	1,408,526	(105,028)
eNom	6	6	2.63%	3.63%	737,529	983,616	246,087
GoDaddy	7	7	2.61%	3.57%	733,058	967,441	234,383
DirectNIC.com	11	8	1.73%	2.13%	485,015	576,085	91,070
DotRegistrar	10	9	1.78%	2.08%	498,966	563,994	65,028
CoreNic	8	10	2.27%	2.06%	636,156	557,880	(78,276)
Dotster	9	11	1.87%	2.03%	524,943	549,075	24,132
Schlund.de	12	12	1.69%	1.92%	474,731	521,548	46,817
Joker.com	13	13	1.48%	1.54%	416,181	417,655	1,474
Domain Discover	14	14	1.34%	1.45%	375,262	392,196	16,934
GANDI	15	15	1.12%	1.21%	313,340	328,568	15,228
ItsYourDomain	17	16	0.87%	1.02%	243,460	277,261	33,801
OnlineNIC	21	17	0.57%	0.80%	160,305	217,089	56,784
EasySpace	16	18	0.93%	0.76%	262,198	204,829	(57,369)
Domain Bank	19	19	0.79%	0.72%	222,062	195,074	(26,988)
Stargate	20	20	0.59%	0.70%	166,675	189,608	22,933
NameSecure	18	21	0.80%	0.54%	223,654	145,131	(78,523)
Discount Domain	23	22	0.46%	0.49%	128,655	133,888	5,233
DomainPeople	22	23	0.47%	0.49%	130,943	132,569	1,626
YesNIC	24	24	0.43%	0.49%	120,935	131,824	10,889
NamesDirect	26	25	0.35%	0.43%	98,718	115,674	16,956
Paycenter	29	26	0.33%	0.43%	92,887	115,251	22,364
Names4Ever	25	27	0.42%	0.40%	117,361	108,967	(8,394)
IARegistry	28	28	0.34%	0.38%	96,150	102,697	6,547
AIT Domains.com	27	29	0.35%	0.35%	97,549	94,707	(2,842)
Asciic	31	30	0.28%	0.33%	77,489	88,312	10,823
GKG.net	30	31	0.29%	0.32%	80,697	86,695	5,998
Alldomains.com	33	32	0.25%	0.30%	69,214	82,465	13,251
Name7.com	34	33	0.24%	0.29%	67,848	78,729	10,881
Doregi	32	34	0.27%	0.27%	76,402	74,287	(2,115)
Nordnet	35	35	0.21%	0.25%	60,114	66,797	6,683
EPAG	36	36	0.21%	0.24%	57,975	65,924	7,949
Active ISP	38	37	0.18%	0.21%	49,766	57,554	7,788
Tmagnic.net	40	38	0.14%	0.18%	40,621	49,001	8,380
Netpia	37	39	0.18%	0.18%	51,408	48,653	(2,755)
TotalNIC	46	40	0.10%	0.17%	28,299	46,893	18,594
dotearth	39	41	0.16%	0.15%	45,115	40,755	(4,360)
Awregistry	41	42	0.13%	0.14%	36,159	37,281	1,122
Namescout	48	43	0.10%	0.14%	26,718	37,226	10,508
Interdomain	42	44	0.12%	0.13%	32,590	35,845	3,255
Parava.net	44	45	0.10%	0.12%	29,234	33,278	4,044
Namebay	51	46	0.09%	0.12%	24,928	32,437	7,509
TotalRegistrations	49	47	0.09%	0.12%	25,872	32,113	6,241
SRSplus	56	48	0.06%	0.11%	15,714	29,760	14,046
Catalog.com	50	49	0.09%	0.11%	24,954	29,574	4,620
SignatureDomains	43	50	0.11%	0.11%	31,521	29,413	(2,108)
PSI-Japan	45	51	0.10%	0.11%	28,833	28,598	(235)
NetNames	53	52	0.08%	0.10%	22,098	27,815	5,717
DomainInfo	47	53	0.10%	0.10%	27,847	27,137	(710)
Oleane	52	54	0.08%	0.09%	22,248	24,582	2,334
Domainsite.com	54	55	0.06%	0.08%	17,654	22,538	4,884
Directl.com	63	56	0.03%	0.07%	8,155	17,714	9,559
DomainDiscount24	59	57	0.04%	0.06%	9,880	17,149	7,269

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eNameCo	55	<b>58</b>	0.06%	0.06%	15,766	16,583	817		
Registration Technologies	82	<b>59</b>	0.01%	0.05%	1,975	14,703	12,728		
1stDomain.Net	57	<b>60</b>	0.05%	0.05%	13,160	13,781	621		
Planet Domain	64	<b>61</b>	0.03%	0.05%	7,806	12,704	4,898		
DomainIntellect	n/a	<b>62</b>	0.00%	0.04%	0	12,159	12,159		
DomainRegistry	58	<b>63</b>	0.04%	0.04%	11,341	11,293	(48)		
DomainZoo	62	<b>64</b>	0.03%	0.04%	8,272	11,104	2,832		
Nominate.net	60	<b>65</b>	0.03%	0.04%	9,118	10,419	1,301		
Omnis.com	65	<b>66</b>	0.02%	0.03%	6,915	8,917	2,002		
Register.it	61	<b>67</b>	0.03%	0.03%	8,741	8,774	33		
NameEngine	66	<b>68</b>	0.02%	0.03%	6,346	7,528	1,182		
shop4domain.com	67	<b>69</b>	0.02%	0.03%	6,126	6,976	850		
Address Creation	70	<b>70</b>	0.02%	0.03%	5,024	6,792	1,768		
BookMyName	69	<b>71</b>	0.02%	0.02%	5,200	5,863	663		
Register.AOL	72	<b>72</b>	0.01%	0.02%	4,084	5,589	1,505		
eMarkmonitor	75	<b>73</b>	0.01%	0.02%	3,144	5,539	2,395		
Secura-GmbH	68	<b>74</b>	0.02%	0.02%	5,721	5,535	(186)		
ID Registry	71	<b>75</b>	0.02%	0.02%	4,359	5,386	1,027		
Eastcom.com	73	<b>76</b>	0.01%	0.02%	3,999	4,636	637		
MrDomReg.com	76	<b>77</b>	0.01%	0.02%	2,954	4,628	1,674		
Bluehill.com	77	<b>78</b>	0.01%	0.02%	2,829	4,625	1,796		
Namesbeyond.com	86	<b>79</b>	0.00%	0.02%	977	4,275	3,298		
Globedom	74	<b>80</b>	0.01%	0.01%	3,338	3,910	572		
123Registration	79	<b>81</b>	0.01%	0.01%	2,385	3,666	1,281		
Pair Networks	n/a	<b>82</b>	0.00%	0.01%	0	3,345	3,345		
Domaindomain.com	78	<b>83</b>	0.01%	0.01%	2,445	2,445	0		
DomReg	n/a	<b>84</b>	0.00%	0.01%	0	2,353	2,353		
InterAccess	80	<b>85</b>	0.01%	0.01%	2,349	2,319	(30)		
NameSystem	93	<b>86</b>	0.00%	0.01%	149	2,279	2,130		
RGNames.com	85	<b>87</b>	0.00%	0.01%	1,226	2,166	940		
Virtual Internet	81	<b>88</b>	0.01%	0.01%	2,146	2,142	(4)		
Web Express	84	<b>89</b>	0.01%	0.01%	1,808	1,970	162		
Nominalia	83	<b>90</b>	0.01%	0.01%	1,901	1,898	(3)		
Corporate Domains	87	<b>91</b>	0.00%	0.01%	775	1,873	1,098		
OVH SARL	n/a	<b>92</b>	0.00%	0.01%	0	1,507	1,507		
T-Systems	92	<b>93</b>	0.00%	0.01%	180	1,470	1,290		
#1DNI	90	<b>94</b>	0.00%	0.00%	383	1,231	848		
eNetRegistry	88	<b>95</b>	0.00%	0.00%	758	608	(150)		
pAsia	89	<b>96</b>	0.00%	0.00%	600	596	(4)		
000domains	91	<b>97</b>	0.00%	0.00%	209	354	145		
Galcomm	n/a	<b>98</b>	0.00%	0.00%	0	151	151		
Alice's Registry	94	<b>99</b>	0.00%	0.00%	29	83	54		
Topnet	95	<b>100</b>	0.00%	0.00%	19	66	47		
DomainCity	96	<b>101</b>	0.00%	0.00%	15	25	10		
NewDentity	n/a	<b>102</b>	0.00%	0.00%	0	24	24		
NameTree	97	<b>103</b>	0.00%	0.00%	10	10	0		
					<b>100%</b>	<b>100%</b>	<b>28,060,178</b>	<b>27,099,400</b>	<b>(960,778)</b>

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## June 2002 - BIZ - Registrar Market Shares

### Registrars by Market Share of Current Registrations: BIZ / June 2002

Company	Rank		Market Share		Registrations		Change Net
	May	Jun	May	Jun	May	Jun	
Verisign Registrar	1	1	21.79%	21.56%	147,499	150,671	3,172
Register.com	2	2	10.59%	10.48%	71,668	73,237	1,569
Tucows	3	3	8.24%	8.30%	55,785	58,049	2,264
MelbourneIT	4	4	5.93%	5.96%	40,148	41,689	1,541
Schlund.de	5	5	4.80%	4.78%	32,523	33,428	905
eNom	6	6	4.14%	4.20%	28,005	29,385	1,380
GoDaddy	7	7	3.39%	3.57%	22,967	24,986	2,019
Bulkregister	8	8	3.38%	3.37%	22,906	23,536	630
DotRegistrar	9	9	3.14%	3.10%	21,263	21,634	371
DirectNIC.com	10	10	2.90%	2.88%	19,638	20,130	492
CoreNic	11	11	2.27%	2.27%	15,377	15,878	501
Joker.com	12	12	2.20%	2.20%	14,914	15,389	475
Ascio	13	13	2.17%	2.15%	14,702	15,057	355
Dotster	14	14	1.92%	1.92%	12,989	13,402	413
SRSplus	15	15	1.81%	1.78%	12,220	12,476	256
Domain Discover	17	16	1.37%	1.37%	9,255	9,585	330
YesNIC	16	17	1.37%	1.36%	9,268	9,479	211
Virtual Internet	18	18	1.35%	1.32%	9,123	9,209	86
Name7.com	19	19	1.16%	1.15%	7,842	8,043	201
ItsYourDomain	21	20	0.93%	1.04%	6,283	7,253	970
DomainDiscount24	20	21	0.96%	0.99%	6,507	6,923	416
DomainPeople	22	22	0.85%	0.83%	5,740	5,829	89
Domain Bank	23	23	0.81%	0.81%	5,484	5,663	179
EasySpace	24	24	0.71%	0.71%	4,794	4,984	190
NetNames	25	25	0.67%	0.66%	4,531	4,631	100
Alldomains.com	26	26	0.63%	0.63%	4,298	4,412	114
DomainInfo	27	27	0.62%	0.61%	4,165	4,239	74
Corporate Domains	28	28	0.58%	0.56%	3,910	3,934	24
Netpia	29	29	0.51%	0.50%	3,434	3,492	58
NameSecure	30	30	0.48%	0.50%	3,228	3,487	259
OnlineNIC	31	31	0.43%	0.44%	2,937	3,099	162
Namescout	33	32	0.43%	0.42%	2,894	2,953	59
1stDomain.Net	32	33	0.43%	0.42%	2,934	2,933	(1)
Discount Domain	35	34	0.42%	0.42%	2,813	2,922	109
Namebay	34	35	0.42%	0.41%	2,819	2,864	45
Nominalia	36	36	0.40%	0.40%	2,725	2,825	100
TotalRegistrations	37	37	0.40%	0.39%	2,706	2,749	43
Secura-GmbH	38	38	0.36%	0.35%	2,442	2,476	34
Doregi	39	39	0.34%	0.34%	2,324	2,385	61
Nordnet	40	40	0.33%	0.33%	2,256	2,296	40
NameEngine	41	41	0.32%	0.31%	2,170	2,191	21
eNameCo	42	42	0.30%	0.29%	2,029	2,046	17
000domains	43	43	0.28%	0.29%	1,910	2,012	102
Cronon	46	44	0.23%	0.28%	1,534	1,980	446
Names4Ever	44	45	0.27%	0.27%	1,818	1,873	55
eMarkmonitor	45	46	0.24%	0.23%	1,609	1,631	22
GANDI	49	47	0.17%	0.21%	1,123	1,478	355
Parava.net	47	48	0.20%	0.21%	1,387	1,477	90
BookMyName	48	49	0.17%	0.17%	1,140	1,183	43
123Registration	50	51	0.16%	0.16%	1,093	1,101	8
Directl.com	51	52	0.16%	0.16%	1,078	1,096	18
IARegistry	53	53	0.14%	0.14%	953	979	26

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Bluehill.com	54	<b>54</b>	0.13%	0.13%	859	883	24
RegistrarsAsia.com	55	<b>55</b>	0.11%	0.11%	764	773	9
#1DNI	56	<b>56</b>	0.10%	0.10%	708	716	8
AIT Domains.com	57	<b>57</b>	0.10%	0.10%	661	691	30
Nominate.net	58	<b>58</b>	0.09%	0.09%	627	641	14
RGNames.com	59	<b>59</b>	0.09%	0.09%	608	620	12
Registration Technologies	60	<b>60</b>	0.09%	0.09%	606	600	(6)
007Names	61	<b>61</b>	0.08%	0.08%	574	584	10
Galcomm	62	<b>62</b>	0.08%	0.08%	570	579	9
SignatureDomains	63	<b>63</b>	0.08%	0.08%	550	561	11
PSI-Japan	64	<b>64</b>	0.07%	0.07%	503	517	14
Interdomain	66	<b>65</b>	0.07%	0.07%	485	508	23
DomainRG	65	<b>66</b>	0.07%	0.07%	502	505	3
ChinaDNS	67	<b>67</b>	0.07%	0.07%	467	490	23
dotearth	68	<b>68</b>	0.06%	0.06%	392	396	4
ID Registry	69	<b>69</b>	0.05%	0.04%	309	310	1
Internetters	70	<b>70</b>	0.04%	0.04%	237	285	48
Address Creation	71	<b>71</b>	0.02%	0.03%	166	181	15
NetSearchers, Int.	72	<b>72</b>	0.02%	0.02%	143	157	14
Globedom	74	<b>73</b>	0.02%	0.02%	132	153	21
PhillipineRegistry	73	<b>74</b>	0.02%	0.02%	141	148	7
DomainProcessor.com	75	<b>75</b>	0.02%	0.02%	120	134	14
Omnis.com	77	<b>76</b>	0.02%	0.02%	112	123	11
Awregistry	76	<b>77</b>	0.02%	0.02%	113	121	8
NamesDirect	80	<b>78</b>	0.01%	0.02%	56	112	56
Alice's Registry	78	<b>79</b>	0.01%	0.01%	100	102	2
Bondi, LLC	79	<b>80</b>	0.01%	0.01%	88	92	4
DomainZoo	81	<b>81</b>	0.01%	0.01%	46	56	10
Pair Networks	84	<b>82</b>	0.00%	0.01%	14	46	32
Transpac	82	<b>83</b>	0.01%	0.01%	39	42	3
DomainPro, Inc.	83	<b>84</b>	0.00%	0.00%	18	20	2
Sitename.com	84	<b>85</b>	0.00%	0.00%	14	15	1
Active ISP	n/a	<b>85</b>	0.00%	0.00%	0	15	15
TotalNIC	85	<b>86</b>	0.00%	0.00%	9	12	3
RegistryRegistrar	86	<b>87</b>	0.00%	0.00%	8	8	0
Harleyzo-USA	87	<b>88</b>	0.00%	0.00%	3	3	0
			<b>100%</b>	<b>100%</b>	<b>676,974</b>	<b>698,965</b>	<b>21,991</b>

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## Q2 2002 - BIZ - Registrar Market Shares

Company	Rank		Market Share		Registrations		Change Net
	Q1	Q2	Q1	Q2	Q1	Q2	
Verisign Registrar	1	1	22.09%	21.56%	136,715	150,671	13,956
Register.com	2	2	10.78%	10.48%	66,705	73,237	6,532
Tucows	3	3	8.02%	8.30%	49,631	58,049	8,418
MelbourneIT	4	4	5.75%	5.96%	35,561	41,689	6,128
Schlund.de	5	5	4.75%	4.78%	29,361	33,428	4,067
eNom	7	6	3.80%	4.20%	23,510	29,385	5,875
GoDaddy	9	7	2.91%	3.57%	18,008	24,986	6,978
Bulkregister	6	8	3.80%	3.37%	23,526	23,536	10
DotRegistrar	8	9	3.26%	3.10%	20,171	21,634	1,463
DirectNIC.com	10	10	2.79%	2.88%	17,294	20,130	2,836
CoreNic	11	11	2.27%	2.27%	14,067	15,878	1,811
Joker.com	13	12	2.17%	2.20%	13,420	15,389	1,969
Ascio	12	13	2.19%	2.15%	13,569	15,057	1,488
Dotster	14	14	1.89%	1.92%	11,689	13,402	1,713
SRSplus	15	15	1.82%	1.78%	11,272	12,476	1,204
Domain Discover	16	16	1.38%	1.37%	8,536	9,585	1,049
YesNIC	18	17	1.33%	1.36%	8,247	9,479	1,232
Virtual Internet	17	18	1.37%	1.32%	8,499	9,209	710
Name7.com	19	19	1.02%	1.15%	6,311	8,043	1,732
ItsYourDomain	23	20	0.78%	1.04%	4,832	7,253	2,421
DomainDiscount24	20	21	1.00%	0.99%	6,218	6,923	705
DomainPeople	21	22	0.86%	0.83%	5,325	5,829	504
Domain Bank	22	23	0.80%	0.81%	4,957	5,663	706
EasySpace	24	24	0.68%	0.71%	4,218	4,984	766
NetNames	26	25	0.65%	0.66%	3,996	4,631	635
Alldomains.com	27	26	0.64%	0.63%	3,970	4,412	442
DomainInfo	28	27	0.63%	0.61%	3,895	4,239	344
Corporate Domains	30	28	0.58%	0.56%	3,569	3,934	365
Netpia	31	29	0.51%	0.50%	3,176	3,492	316
NameSecure	40	30	0.37%	0.50%	2,302	3,487	1,185
OnlineNIC	36	31	0.40%	0.44%	2,478	3,099	621
Namescout	34	32	0.43%	0.42%	2,659	2,953	294
1stDomain.Net	33	33	0.48%	0.42%	2,958	2,933	(25)
Discount Domain	37	34	0.40%	0.42%	2,467	2,922	455
Namebay	35	35	0.41%	0.41%	2,509	2,864	355
Nominalia	38	36	0.39%	0.40%	2,421	2,825	404
TotalRegistrations	39	37	0.39%	0.39%	2,414	2,749	335
Secura-GmbH	41	38	0.37%	0.35%	2,263	2,476	213
Doregi	42	39	0.35%	0.34%	2,150	2,385	235
Nordnet	43	40	0.33%	0.33%	2,038	2,296	258
NameEngine	44	41	0.28%	0.31%	1,744	2,191	447
eNameCo	25	42	0.67%	0.29%	4,168	2,046	(2,122)
000domains	45	43	0.27%	0.29%	1,690	2,012	322
Cronon	52	44	0.13%	0.28%	810	1,980	1,170
Names4Ever	29	45	0.62%	0.27%	3,843	1,873	(1,970)
eMarkmonitor	46	46	0.23%	0.23%	1,423	1,631	208
GANDI	n/a	47	0.00%	0.21%	0	1,478	1,478
Parava.net	47	48	0.20%	0.21%	1,240	1,477	237
BookMyName	32	49	0.51%	0.17%	3,172	1,183	(1,989)
Catalog.com	50	50	0.15%	0.16%	940	1,107	167
123Registration	48	51	0.17%	0.16%	1,044	1,101	57
Directl.com	49	52	0.16%	0.16%	980	1,096	116

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IARegistry	51	<b>53</b>	0.14%	0.14%	866	979	113
Bluehill.com	53	<b>54</b>	0.13%	0.13%	784	883	99
RegistrarsAsia.com	54	<b>55</b>	0.11%	0.11%	707	773	66
#1DNI	55	<b>56</b>	0.11%	0.10%	690	716	26
AIT Domains.com	57	<b>57</b>	0.10%	0.10%	592	691	99
Nominate.net	59	<b>58</b>	0.09%	0.09%	569	641	72
RGNames.com	60	<b>59</b>	0.09%	0.09%	529	620	91
Registration Technologies	61	<b>60</b>	0.08%	0.09%	516	600	84
007Names	58	<b>61</b>	0.09%	0.08%	572	584	12
Galcomm	61	<b>62</b>	0.08%	0.08%	516	579	63
SignatureDomains	63	<b>63</b>	0.07%	0.08%	444	561	117
PSI-Japan	65	<b>64</b>	0.07%	0.07%	429	517	88
Interdomain	67	<b>65</b>	0.07%	0.07%	412	508	96
DomainRG	66	<b>66</b>	0.07%	0.07%	425	505	80
ChinaDNS	64	<b>67</b>	0.07%	0.07%	433	490	57
dotearth	56	<b>68</b>	0.10%	0.06%	595	396	(199)
ID Registry	62	<b>69</b>	0.08%	0.04%	501	310	(191)
Internetters	70	<b>70</b>	0.03%	0.04%	156	285	129
Address Creation	71	<b>71</b>	0.02%	0.03%	131	181	50
NetSearchers, Int.	78	<b>72</b>	0.01%	0.02%	31	157	126
Globedom	73	<b>73</b>	0.01%	0.02%	77	153	76
PhillipineRegistry	69	<b>74</b>	0.03%	0.02%	176	148	(28)
DomainProcessor.com	68	<b>75</b>	0.05%	0.02%	289	134	(155)
Omnis.com	72	<b>76</b>	0.01%	0.02%	78	123	45
Awregistry	75	<b>77</b>	0.01%	0.02%	74	121	47
NamesDirect	n/a	<b>78</b>	0.00%	0.02%	0	112	112
Alice's Registry	74	<b>79</b>	0.01%	0.01%	75	102	27
Bondi, LLC	76	<b>80</b>	0.01%	0.01%	65	92	27
DomainZoo	77	<b>81</b>	0.01%	0.01%	34	56	22
Pair Networks	n/a	<b>82</b>	0.00%	0.01%	0	46	46
Transpac	79	<b>83</b>	0.00%	0.01%	20	42	22
DomainPro, Inc.	81	<b>84</b>	0.00%	0.00%	5	20	15
Sitename.com	82	<b>85</b>	0.00%	0.00%	2	15	13
Active ISP	n/a	<b>85</b>	0.00%	0.00%	0	15	15
TotalNIC	n/a	<b>86</b>	0.00%	0.00%	0	12	12
RegistryRegistrar	80	<b>87</b>	0.00%	0.00%	7	8	1
Harleyzo-USA	83	<b>88</b>	0.00%	0.00%	1	3	2
			<b>100%</b>	<b>100%</b>	<b>618,762</b>	<b>698,965</b>	<b>80,203</b>

## June 2002 - INFO - Registrar Market Shares

Company	Rank		Market Share		Registrations		Change Net
	May	Jun	May	Jun	May	Jun	
Verisign Registrar	1	1	15.45%	15.28%	129,200	132,078	2,878
Schlund.de	2	2	13.55%	13.81%	113,316	119,391	6,075
Tucows	3	3	8.33%	8.33%	69,665	71,973	2,308
Register.com	4	4	7.86%	7.75%	65,782	66,954	1,172
MelbourneIT	5	5	4.27%	4.38%	35,680	37,889	2,209
CoreNic	6	6	4.18%	4.17%	34,925	36,025	1,100
eNom	7	7	3.70%	3.76%	30,939	32,514	1,575
DirectNIC.com	8	8	3.55%	3.50%	29,685	30,221	536
Ascio	9	9	3.53%	3.47%	29,508	29,962	454
Joker.com	10	9	3.51%	3.47%	29,343	29,962	619
Bulkregister	11	10	2.92%	2.91%	24,454	25,158	704
GoDaddy	12	11	2.48%	2.57%	20,750	22,174	1,424
Misc	13	12	2.06%	2.02%	17,212	17,437	225
EPAG	14	13	1.43%	1.39%	11,956	12,046	90
DomainDiscount24	15	14	1.28%	1.27%	10,725	10,950	225
SRSplus	17	15	1.18%	1.24%	9,863	10,741	878
Dotster	16	16	1.20%	1.19%	9,996	10,304	308
ItsYourDomain	20	17	1.08%	1.17%	9,067	10,151	1,084
DomainPeople	18	18	1.13%	1.11%	9,491	9,598	107
Domain Bank	19	19	1.10%	1.08%	9,171	9,295	124
GANDI	21	20	0.93%	0.96%	7,782	8,259	477
Domain Discover	22	21	0.88%	0.88%	7,344	7,575	231
Virtual Internet	23	22	0.86%	0.84%	7,205	7,266	61
EasySpace	24	23	0.84%	0.82%	7,001	7,055	54
TotalRegistrations	25	24	0.78%	0.76%	6,487	6,572	85
DotRegistrar	26	25	0.60%	0.61%	4,996	5,277	281
Discount Domain	28	26	0.57%	0.58%	4,790	4,988	198
DomainInfo	27	27	0.58%	0.57%	4,858	4,941	83
YesNIC	29	28	0.57%	0.56%	4,773	4,841	68
Alldomains.com	30	29	0.55%	0.54%	4,571	4,641	70
Secura-GmbH	31	30	0.53%	0.52%	4,444	4,478	34
NetNames	32	31	0.49%	0.49%	4,127	4,231	104
dotearth	33	32	0.48%	0.47%	4,056	4,051	(5)
Name7.com	34	33	0.46%	0.46%	3,889	3,991	102
Cronon	39	34	0.37%	0.46%	3,054	3,959	905
Globedom	35	35	0.45%	0.44%	3,764	3,828	64
1stDomain.Net	36	36	0.44%	0.43%	3,716	3,720	4
NameSecure	37	37	0.42%	0.43%	3,516	3,714	198
Nordnet	38	38	0.42%	0.41%	3,482	3,516	34
eNameCo	40	39	0.36%	0.35%	3,027	3,032	5
Nominalia	41	40	0.35%	0.35%	2,910	2,993	83
Namebay	42	41	0.34%	0.34%	2,879	2,947	68
Parava.net	43	42	0.27%	0.28%	2,299	2,429	130
OnlineNIC	45	43	0.27%	0.27%	2,227	2,339	112
Namescout	44	44	0.27%	0.27%	2,275	2,320	45
NameEngine	46	45	0.23%	0.22%	1,898	1,898	0
Names4Ever	47	46	0.22%	0.22%	1,845	1,870	25
eMarkmonitor	48	47	0.20%	0.19%	1,655	1,657	2
Registration Technologies	49	48	0.19%	0.19%	1,617	1,614	(3)
Netpia	50	49	0.17%	0.16%	1,401	1,420	19
Doregi	51	50	0.16%	0.16%	1,346	1,358	12
000domains	52	51	0.15%	0.16%	1,281	1,347	66

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#1DNI	53	<b>52</b>	0.15%	0.15%	1,266	1,270	4		
NamesDirect	54	<b>53</b>	0.14%	0.14%	1,164	1,168	4		
DomainZoo	55	<b>54</b>	0.13%	0.12%	1,066	1,073	7		
Directl.com	56	<b>55</b>	0.12%	0.11%	970	982	12		
SignatureDomains	57	<b>56</b>	0.11%	0.11%	940	950	10		
AIT Domains.com	58	<b>57</b>	0.11%	0.11%	924	939	15		
ID Registry	59	<b>58</b>	0.10%	0.10%	848	847	(1)		
PSI-Japan	60	<b>59</b>	0.09%	0.09%	740	749	9		
RGNames.com	61	<b>60</b>	0.08%	0.08%	702	706	4		
Interdomain	62	<b>61</b>	0.08%	0.08%	669	685	16		
Catalog.com	63	<b>62</b>	0.07%	0.07%	608	638	30		
Bluehill.com	65	<b>63</b>	0.07%	0.07%	579	596	17		
123Registration	64	<b>64</b>	0.07%	0.07%	585	587	2		
RegistrarsAsia.com	66	<b>65</b>	0.06%	0.06%	529	549	20		
AAAQ.com	67	<b>66</b>	0.06%	0.06%	499	492	(7)		
007Names	68	<b>67</b>	0.05%	0.05%	424	429	5		
Nominate.net	69	<b>68</b>	0.05%	0.05%	394	396	2		
Galcomm	70	<b>69</b>	0.04%	0.04%	302	304	2		
Corporate Domains	72	<b>70</b>	0.03%	0.03%	281	294	13		
BestRegistrar	71	<b>71</b>	0.03%	0.03%	289	290	1		
Awregistry	73	<b>72</b>	0.03%	0.03%	267	276	9		
Alice's Registry	74	<b>73</b>	0.03%	0.02%	214	214	0		
BookMyName	75	<b>74</b>	0.02%	0.02%	198	209	11		
Address Creation	76	<b>74</b>	0.02%	0.02%	192	209	17		
Omnis.com	77	<b>75</b>	0.02%	0.02%	162	181	19		
DomainPro, Inc.	78	<b>76</b>	0.01%	0.01%	97	97	0		
Active ISP	79	<b>77</b>	0.01%	0.01%	67	90	23		
Internetters	81	<b>78</b>	0.01%	0.01%	47	78	31		
TotalNIC	80	<b>79</b>	0.01%	0.01%	49	53	4		
Pair Networks	84	<b>80</b>	0.00%	0.01%	21	49	28		
Sitename.com	82	<b>81</b>	0.01%	0.00%	42	42	0		
DomainRegistry	83	<b>82</b>	0.00%	0.00%	22	22	0		
Transpac	85	<b>82</b>	0.00%	0.00%	17	22	5		
Namesbeyond.com	86	<b>83</b>	0.00%	0.00%	1	1	0		
					<b>100%</b>	<b>100%</b>	<b>836,418</b>	<b>864,437</b>	<b>28,019</b>

## Q2 2002 - INFO - Registrar Market Shares

Company	Rank		Market Share		Registrations		Change Net
	Q1	Q2	Q1	Q2	Q1	Q2	
Verisign Registrar	1	1	15.84%	15.28%	123,004	132,078	9,074
Schlund.de	2	2	13.39%	13.81%	104,032	119,391	15,359
Tucows	3	3	8.53%	8.33%	66,251	71,973	5,722
Register.com	4	4	8.05%	7.75%	62,555	66,954	4,399
MelbourneIT	6	5	4.28%	4.38%	33,224	37,889	4,665
CoreNic	5	6	4.36%	4.17%	33,825	36,025	2,200
eNom	10	7	3.38%	3.76%	26,290	32,514	6,224
DirectNIC.com	8	8	3.67%	3.50%	28,496	30,221	1,725
Ascio	7	9	3.69%	3.47%	28,665	29,962	1,297
Joker.com	9	9	3.58%	3.47%	27,806	29,962	2,156
Bulkregister	11	10	3.09%	2.91%	24,032	25,158	1,126
GoDaddy	12	11	2.20%	2.57%	17,091	22,174	5,083
Misc	25	12	0.69%	2.02%	5,353	17,437	12,084
EPAG	13	13	1.55%	1.39%	12,035	12,046	11
DomainDiscount24	14	14	1.31%	1.27%	10,144	10,950	806
SRSplus	17	15	1.18%	1.24%	9,149	10,741	1,592
Dotster	16	16	1.18%	1.19%	9,168	10,304	1,136
ItsYourDomain	19	17	0.96%	1.17%	7,436	10,151	2,715
DomainPeople	15	18	1.19%	1.11%	9,273	9,598	325
Domain Bank	18	19	1.17%	1.08%	9,065	9,295	230
GANDI	23	20	0.86%	0.96%	6,706	8,259	1,553
Domain Discover	22	21	0.87%	0.88%	6,757	7,575	818
Virtual Internet	20	22	0.93%	0.84%	7,237	7,266	29
EasySpace	21	23	0.87%	0.82%	6,789	7,055	266
TotalRegistrations	24	24	0.81%	0.76%	6,299	6,572	273
DotRegistrar	29	25	0.56%	0.61%	4,373	5,277	904
Discount Domain	31	26	0.55%	0.58%	4,305	4,988	683
DomainInfo	28	27	0.60%	0.57%	4,688	4,941	253
YesNIC	27	28	0.61%	0.56%	4,728	4,841	113
Alldomains.com	26	29	0.61%	0.54%	4,745	4,641	(104)
Secura-GmbH	30	30	0.56%	0.52%	4,364	4,478	114
NetNames	33	31	0.52%	0.49%	4,023	4,231	208
dotearth	32	32	0.52%	0.47%	4,033	4,051	18
Name7.com	36	33	0.46%	0.46%	3,571	3,991	420
Cronon	49	34	0.21%	0.46%	1,597	3,959	2,362
Globedom	35	35	0.48%	0.44%	3,694	3,828	134
1stDomain.Net	34	36	0.49%	0.43%	3,837	3,720	(117)
NameSecure	38	37	0.43%	0.43%	3,303	3,714	411
Nordnet	37	38	0.46%	0.41%	3,546	3,516	(30)
eNameCo	39	39	0.38%	0.35%	2,983	3,032	49
Nominalia	41	40	0.34%	0.35%	2,643	2,993	350
Namebay	40	41	0.35%	0.34%	2,748	2,947	199
Parava.net	42	42	0.28%	0.28%	2,203	2,429	226
OnlineNIC	44	43	0.26%	0.27%	2,001	2,339	338
Namescout	43	44	0.28%	0.27%	2,187	2,320	133
NameEngine	45	45	0.25%	0.22%	1,932	1,898	(34)
Names4Ever	46	46	0.23%	0.22%	1,760	1,870	110
eMarkmonitor	47	47	0.22%	0.19%	1,685	1,657	(28)
Registration Technologies	48	48	0.21%	0.19%	1,619	1,614	(5)
Netpia	50	49	0.18%	0.16%	1,388	1,420	32
Doregi	51	50	0.17%	0.16%	1,325	1,358	33
000domains	54	51	0.14%	0.16%	1,122	1,347	225

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#1DNI	53	<b>52</b>	0.16%	0.15%	1,261	1,270	9
NamesDirect	52	<b>53</b>	0.17%	0.14%	1,312	1,168	(144)
DomainZoo	55	<b>54</b>	0.14%	0.12%	1,065	1,073	8
Directl.com	57	<b>55</b>	0.12%	0.11%	899	982	83
SignatureDomains	59	<b>56</b>	0.11%	0.11%	836	950	114
AIT Domains.com	58	<b>57</b>	0.12%	0.11%	895	939	44
ID Registry	56	<b>58</b>	0.12%	0.10%	946	847	(99)
PSI-Japan	62	<b>59</b>	0.10%	0.09%	759	749	(10)
RGNAMES.com	61	<b>60</b>	0.10%	0.08%	773	706	(67)
Interdomain	63	<b>61</b>	0.08%	0.08%	593	685	92
Catalog.com	67	<b>62</b>	0.07%	0.07%	531	638	107
Bluehill.com	64	<b>63</b>	0.07%	0.07%	578	596	18
123Registration	65	<b>64</b>	0.07%	0.07%	573	587	14
RegistrarsAsia.com	68	<b>65</b>	0.07%	0.06%	509	549	40
AAAQ.com	66	<b>66</b>	0.07%	0.06%	533	492	(41)
007Names	69	<b>67</b>	0.05%	0.05%	419	429	10
Nominate.net	70	<b>68</b>	0.05%	0.05%	386	396	10
Galcomm	71	<b>69</b>	0.04%	0.04%	309	304	(5)
Corporate Domains	73	<b>70</b>	0.03%	0.03%	262	294	32
BestRegistrar	72	<b>71</b>	0.03%	0.03%	265	290	25
Awregistry	74	<b>72</b>	0.03%	0.03%	238	276	38
Alice's Registry	75	<b>73</b>	0.03%	0.02%	237	214	(23)
Address Creation	76	<b>74</b>	0.02%	0.02%	168	209	41
BookMyName	77	<b>74</b>	0.02%	0.02%	128	209	81
Omnis.com	78	<b>75</b>	0.02%	0.02%	127	181	54
DomainPro, Inc.	79	<b>76</b>	0.01%	0.01%	100	97	(3)
Active ISP	84	<b>77</b>	0.00%	0.01%	1	90	89
Internetters	83	<b>78</b>	0.00%	0.01%	4	78	74
TotalNIC	81	<b>79</b>	0.00%	0.01%	27	53	26
Pair Networks	n/a	<b>80</b>	0.00%	0.01%	0	49	49
Sitename.com	80	<b>81</b>	0.01%	0.00%	54	42	(12)
DomainRegistry	82	<b>82</b>	0.00%	0.00%	25	22	(3)
Transpac	83	<b>82</b>	0.00%	0.00%	4	22	18
Namesbeyond.com	n/a	<b>83</b>	0.00%	0.00%	0	1	1
NameZero	60	<b>n/a</b>	0.10%	0.00%	787	0	(787)
			<b>100%</b>	<b>100%</b>	<b>776,689</b>	<b>864,437</b>	<b>87,748</b>

## June 2002 - NAME - Registrar Market Shares

Company	Rank		Market Share		Registrations		Change	Email	Total
	May	Jun	May	Jun	May	Jun	Net	Addresses	NameSpace
Register.com	2	1	22.56%	22.64%	16,993	17,531	538	17,472	35,003
Verisign Registrar	1	2	23.18%	22.62%	17,461	17,517	56	18,046	35,563
GoDaddy	3	3	9.03%	9.03%	6,799	6,990	191	1,668	8,658
MelbourneIT	5	4	6.42%	6.97%	4,834	5,401	567	0	5,401
SRSplus	4	5	6.44%	6.31%	4,851	4,887	36	4,958	9,845
Ascic	7	6	4.12%	4.09%	3,105	3,165	60	1,804	4,969
Alldomains.com	6	7	4.16%	4.08%	3,134	3,159	25	3,164	6,323
Tucows	9	8	2.79%	2.98%	2,098	2,306	208	2,161	4,467
Namescout	8	9	2.87%	2.79%	2,159	2,164	5	465	2,629
DirectNIC.com	10	10	1.98%	1.92%	1,490	1,490	0	88	1,578
Bulkregister	11	11	1.56%	1.58%	1,175	1,221	46	150	1,371
YesNIC	12	12	1.40%	1.40%	1,056	1,087	31	841	1,928
DomainPeople	13	13	1.37%	1.34%	1,035	1,035	0	872	1,907
Discount Domain	15	14	1.27%	1.29%	959	1,002	43	690	1,692
Dotster	14	15	1.30%	1.27%	978	983	5	1,001	1,984
TotalRegistrations	16	16	1.02%	1.01%	766	781	15	660	1,441
123Registration	17	17	0.90%	0.88%	681	682	1	401	1,083
CoreNic	18	18	0.71%	0.70%	532	545	13	479	1,024
DomainDiscount24	20	19	0.62%	0.69%	468	533	65	436	969
1stDomain.Net	19	20	0.64%	0.63%	485	485	0	4	489
NameEngine	21	21	0.52%	0.59%	389	458	69	271	729
Nominalia	24	22	0.44%	0.45%	332	352	20	349	701
EasySpace	22	23	0.46%	0.45%	345	349	4	0	349
Domain Discover	23	24	0.44%	0.43%	333	333	0	131	464
OnlineNIC	25	25	0.37%	0.39%	278	303	25	1	304
NetNames	26	26	0.37%	0.36%	277	280	3	275	555
Name7.com	27	27	0.36%	0.35%	269	269	0	222	491
DotRegistrar	28	28	0.34%	0.34%	256	261	5	35	296
Names4Ever	29	29	0.29%	0.28%	218	218	0	0	218
DomainProcessor.com	30	30	0.28%	0.27%	211	211	0	126	337
Secura-GmbH	31	31	0.27%	0.27%	203	206	3	31	237
Internetters	32	32	0.24%	0.24%	182	186	4	176	362
Netpia	33	33	0.22%	0.22%	169	170	1	115	285
ID Registry	34	34	0.22%	0.21%	162	162	0	119	281
BookMyName	35	35	0.21%	0.21%	157	160	3	146	306
Registration Technologies	36	36	0.16%	0.16%	121	121	0	101	222
eMarkmonitor	37	37	0.14%	0.14%	106	106	0	0	106
Namebay	38	38	0.10%	0.13%	77	99	22	97	196
Global Name Registry	39	39	0.09%	0.09%	68	68	0	0	68
Cronon	n/a	40	0.00%	0.06%	0	49	49	30	79
Doregi	40	41	0.05%	0.05%	37	37	0	0	37
Catalog.com	42	41	0.04%	0.05%	32	37	5	33	70
eNom	41	42	0.04%	0.04%	33	33	0	1	34
Interdomain	43	43	0.00%	0.00%	3	3	0	0	3
007Names	43	43	0.00%	0.00%	3	3	0	0	3
			<b>100%</b>	<b>100%</b>	<b>75.320</b>	<b>77.438</b>	<b>2.118</b>	<b>57.619</b>	<b>55.501</b>

# STATE OF THE DOMAIN™

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## Q2 2002 - NAME - Registrar Market Shares

Company	Rank		Market Share		Registrations		Change	Email
	Q1	Q2	Q1	Q2	Q1	Q2	Net	Addresses
Register.com	2	1	23.05%	22.64%	15,814	17,531	1,717	17,472
Verisign Registrar	1	2	23.56%	22.62%	16,162	17,517	1,355	18,046
GoDaddy	3	3	9.27%	9.03%	6,358	6,990	632	1,668
MelbourneIT	5	4	5.76%	6.97%	3,950	5,401	1,451	0
SRSplus	4	5	6.57%	6.31%	4,508	4,887	379	4,958
Asciic	6	6	4.38%	4.09%	3,002	3,165	163	3,164
Alldomains.com	7	7	3.97%	4.08%	2,724	3,159	435	1,804
Tucows	9	8	2.72%	2.98%	1,868	2,306	438	2,161
Namescout	8	9	2.96%	2.79%	2,033	2,164	131	465
DirectNIC.com	10	10	2.05%	1.92%	1,405	1,490	85	88
Bulkregister	11	11	1.58%	1.58%	1,086	1,221	135	150
YesNIC	12	12	1.50%	1.40%	1,032	1,087	55	841
DomainPeople	13	13	1.44%	1.34%	987	1,035	48	872
Discount Domain	17	14	0.77%	1.29%	530	1,002	472	690
Dotster	14	15	1.34%	1.27%	917	983	66	660
TotalRegistrations	15	16	1.01%	1.01%	690	781	91	401
123Registration	16	17	0.98%	0.88%	669	682	13	1,001
CoreNic	18	18	0.69%	0.70%	471	545	74	479
DomainDiscount24	20	19	0.59%	0.69%	404	533	129	436
1stDomain.Net	19	20	0.68%	0.63%	469	485	16	4
NameEngine	21	21	0.57%	0.59%	389	458	69	271
Nominalia	23	22	0.47%	0.45%	323	352	29	0
EasySpace	24	23	0.46%	0.45%	316	349	33	131
Domain Discover	22	24	0.47%	0.43%	324	333	9	349
OnlineNIC	36	25	0.16%	0.39%	108	303	195	275
NetNames	25	26	0.39%	0.36%	266	280	14	126
Name7.com	31	27	0.20%	0.35%	140	269	129	31
DotRegistrar	34	28	0.19%	0.34%	133	261	128	176
Names4Ever	32	29	0.20%	0.28%	139	218	79	119
DomainProcessor.com	26	30	0.30%	0.27%	204	211	7	115
Secura-GmbH	27	31	0.26%	0.27%	178	206	28	222
InterNetters	28	32	0.24%	0.24%	162	186	24	0
Netpia	30	33	0.23%	0.22%	155	170	15	146
ID Registry	29	34	0.23%	0.21%	157	162	5	35
BookMyName	33	35	0.20%	0.21%	138	160	22	101
Registration Technologies	35	36	0.18%	0.16%	121	121	0	1
eMarkmonitor	37	37	0.15%	0.14%	106	106	0	0
Namebay	39	38	0.08%	0.13%	55	99	44	
Global Name Registry	38	39	0.09%	0.09%	62	68	6	97
Cronon	n/a	40	0.00%	0.06%	0	49	49	0
Catalog.com	41	41	0.02%	0.05%	12	37	25	33
Doregi	n/a	41	0.00%	0.05%	0	37	37	1
eNom	40	42	0.05%	0.04%	33	33	0	0
Interdomain	42	43	0.00%	0.00%	3	3	0	
007Names	42	43	0.00%	0.00%	3	3	0	
			<b>100%</b>	<b>100%</b>	<b>68,606</b>	<b>77,438</b>	<b>8,832</b>	<b>57,589</b>

Editor's note: Total namespace is not provided for the quarter, as the data used to calculate that figure was not available for each month of the quarter.

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## June 2002 - US ccTLD - Registrar Market Shares

Company	Rank		Market Share		Registrations		Change Net
	May	Jun	May	Jun	May	Jun	
GoDaddy	1	1	17.87%	17.81%	42,451	47,950	5,499
Register.com	2	2	13.76%	13.67%	32,687	36,810	4,123
Verisign Registrar	3	3	10.41%	11.68%	24,728	31,441	6,713
eNom	4	4	8.97%	8.92%	21,303	24,025	2,722
DirectNIC.com	5	5	5.94%	5.78%	14,118	15,562	1,444
Tucows	6	6	4.31%	4.39%	10,247	11,810	1,563
Bulkregister	7	7	4.12%	3.96%	9,794	10,665	871
000domains	8	8	2.88%	2.71%	6,837	7,306	469
DotRegistrar	10	9	2.67%	2.51%	6,334	6,767	433
OfficialUSDomains	9	10	2.77%	2.49%	6,587	6,696	109
Namescout	11	11	2.65%	2.37%	6,288	6,381	93
ItsYourDomain	14	12	1.51%	2.16%	3,589	5,827	2,238
Encirca	12	13	2.35%	2.15%	5,578	5,777	199
Dotster	13	14	1.71%	1.77%	4,061	4,755	694
MelbourneIT	19	15	1.03%	1.54%	2,439	4,146	1,707
Ascio	15	16	1.45%	1.42%	3,455	3,823	368
ABRproducts	17	17	1.24%	1.14%	2,937	3,074	137
eMarkmonitor	16	18	1.25%	1.10%	2,960	2,974	14
Alldomains.com	18	19	1.12%	1.03%	2,655	2,765	110
Virtual Internet	20	20	0.99%	0.87%	2,347	2,348	1
DomainProcessor.com	21	21	0.90%	0.82%	2,131	2,209	78
Domain Discover	23	22	0.67%	0.79%	1,581	2,135	554
OnlineNIC	22	23	0.72%	0.69%	1,720	1,865	145
Domain Bank	24	24	0.64%	0.60%	1,511	1,609	98
DomainDiscount24	25	25	0.56%	0.54%	1,341	1,467	126
Names4Ever	26	26	0.53%	0.52%	1,251	1,391	140
Galcomm	27	27	0.50%	0.44%	1,177	1,180	3
123Registration	28	28	0.48%	0.43%	1,149	1,167	18
1stDomain.Net	29	29	0.43%	0.38%	1,010	1,013	3
CoreNic	31	30	0.36%	0.37%	857	987	130
NewDentity	30	31	0.41%	0.36%	968	968	0
Registration Technologies	32	32	0.28%	0.25%	674	675	1
Domains-USA	33	33	0.28%	0.25%	666	667	1
NetNames	34	34	0.27%	0.24%	636	651	15
SignatureDomains	35	35	0.25%	0.23%	597	627	30
EasySpace	39	36	0.22%	0.22%	532	585	53
Wideport	36	37	0.23%	0.21%	553	576	23
AIT Domains.com	42	38	0.19%	0.21%	447	565	118
DomainPeople	37	39	0.23%	0.21%	539	564	25
Corporate Domains	38	40	0.23%	0.20%	535	550	15
DomainInfo	40	41	0.22%	0.20%	516	548	32
007Names	41	42	0.20%	0.18%	472	473	1
WebNames	44	42	0.18%	0.18%	421	473	52
IARegistry	45	43	0.18%	0.17%	418	465	47
SafeNames	46	44	0.17%	0.16%	415	438	23
Internetters	43	45	0.18%	0.16%	427	437	10
BookMyName	47	46	0.17%	0.16%	409	419	10
Omnis.com	50	47	0.15%	0.15%	353	406	53
Address Creation	48	48	0.15%	0.14%	363	390	27
dotearth	49	49	0.15%	0.14%	357	370	13
Catalog.com	52	50	0.11%	0.14%	266	366	100
Directl.com	51	51	0.13%	0.12%	317	317	0

# STATE OF THE DOMAIN™

Q2 2002

<i>Alice's Registry</i>	53	<b>52</b>	0.11%	0.09%	251	253	2
<i>Secura-GmbH</i>	55	<b>53</b>	0.08%	0.08%	181	203	22
<i>ClearVisant</i>	54	<b>54</b>	0.09%	0.08%	202	202	0
<i>DomainNameSys</i>	56	<b>55</b>	0.06%	0.07%	154	175	21
<i>NamesDirect</i>	61	<b>56</b>	0.04%	0.06%	87	168	81
<i>Bluehill.com</i>	59	<b>57</b>	0.05%	0.06%	118	151	33
<i>DomainsAtCost</i>	57	<b>58</b>	0.06%	0.05%	145	145	0
<i>BareMetal</i>	58	<b>59</b>	0.06%	0.05%	132	141	9
<i>TotalRegistrations</i>	60	<b>60</b>	0.04%	0.05%	100	138	38
<i>Doregi</i>	62	<b>61</b>	0.03%	0.03%	72	75	3
<i>USReserve</i>	63	<b>62</b>	0.02%	0.01%	38	37	(1)
<i>ArcticNames</i>	64	<b>63</b>	0.01%	0.01%	20	21	1
<i>AmericanDomainReg</i>	67	<b>63</b>	0.00%	0.01%	1	21	20
<i>USBeacon</i>	65	<b>64</b>	0.01%	0.01%	14	14	0
<i>RegistryRegistrar</i>	66	<b>65</b>	0.00%	0.00%	11	11	0
			<b>100%</b>	<b>100%</b>	<b>237,530</b>	<b>269,210</b>	<b>31,680</b>

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## Quarterly Report

### Notes From All Over

by **Cameron Powell**

**I**ntrigue! Controversy! Whatever the domain industry may allegedly lack, it certainly makes up for any such deficits in entertainment value.

Recent weeks have provided their share. Some of our favorite personalities, engaged in controversy, all in the same month: the estimable Joe Sims, registrars in general, the folks at Molson Brewery, Karl Auerbach, and the Nigerians who specifically want our assistance in rescuing a cool \$50 mil from frozen Swiss bank accounts.

#### Joe Sims' Response to John Gilmore re: ICANN

The July 3 response of Joe Sims, ICANN's primary outside counsel, to John Gilmore's *Salon* interview of July 2 defies easy summary. The Gilmore interview is here: [www.salon.com/tech/feature/2002/07/02/gilmore/index.html](http://www.salon.com/tech/feature/2002/07/02/gilmore/index.html). And a taste of the blistering rhetoric of Sims' response: "Since John Gilmore chooses to use my name in his imaginary history of how we got to where we are, I thought it would be appropriate to lay out the real facts." See <http://www.interesting-people.org/archives/interesting-people/200207/msg00022.html>. Fun for the whole family.

#### INFO Studies Its Product's Utilization

Afilias released a review of utilization of names registered in the INFO gTLD. The proprietary algorithm developed by Afilias surveys the entire INFO portfolio, looks for key features and words on sites and, on the basis of findings, chunks sites into categories:

- **Live** (24%): Dedicated and in active use
- **Protected** (1.5%): Password protected
- **Redirect** (8%): Immediately redirected to another URL
- **Indeterminate status** (18%): Content unclear, no error message presented
- **Parked sites** (12%): Registered, content indicating imminent use
- **Inactive** (35%): Registered, no content indicating imminent use

According to Afilias spokespersons Roland LaPlante and Heather Carle, the reports have the potential to become a very useful tool for registrars and resellers, who will be able to tell which names are more likely to renew – and thus make revenue streams more transparent and predictable.

#### Trademark Outrage of the Month

This month, the award surely goes to Canada's Molson Brewery, for boldly attempting to extend their trademark rights where they ought not to have gone at all.

An Ontario Superior Court ruling issued on July 18 held that Douglas Black, a businessman, had superior rights to the Internet domain name *canadian.biz* than Molson, by virtue of the fact that he had registered the domain name and that Molson, naturally, had not. (Molson appears not to believe it has sole rights to *Canadian.com*, *net*, *org*, and so on. Just *Canadian.biz*.) The court rejected Molson's claim that the company had a virtual patent on the use of the word "Canadian" in any context simply because they owned a trademark on "Canadian" for *beer*. Does Canada allow courts to levy sanctions for frivolous lawsuits?

On the other hand, who are we to be outraged? After all, Molson explains on its site that "When you drink Molson ... it says you're the kind of guy who [isn't] shackled by society's rules." But is it really basic trademark principles that your basic Molson drinker is trying to escape?

#### Auerbach on Competition and Regulation in the DNS

Still in the midst of his lawsuit to open up ICANN's books to inspection without conditions of any kind, Karl Auerbach, a member of ICANN's Board of Directors, had not stopped swinging. Addressing the issue of competition in the DNS on a list serv, Karl said in late July:

*Dealing with competition is easy: allow it.*

*Allowing competition is something that ICANN has never tried. Instead ICANN has imposed itself as a very expensive, very slow, and very incapable gatekeeper.*

*ICANN should allow hundreds, even thousands of new TLDs to be established yearly.*

*ICANN should cease micromanagement of new TLDS - Those who set up new TLDs ought to be allowed to define their own businesses. They ought to be permitted to [succeed] or fail on their merits and abilities.*

*As a technical matter the root zone can contain millions of entries with no performance degradation.*

*It is not for ICANN to define what constitutes fraudulent or deceptive practices. That is a matter for legislatures and law enforcement; they've dealt with shysters in the past, they can deal with e-shysters in the present and future.*

*ICANN's proper job is to merely make sure that the technical nuts and bolts of IP address allocation and root zone creation/operation are technically sound. That is the extent and limit of ICANN's role.*

*For ICANN to pretend to be capable of dealing with issues arising out from competitive and anti-competitive practices would be to vastly expand its scope and make it into an Internet Commerce Commission.*

*Nor should ICANN be a body that protects the consumer from new TLD behaviour.\**

*ICANN is competent neither to be a trade-practices regulatory body nor to be a consumer protection agency. ICANN's rejection of its obligation to include the public in its decisions renders ICANN particularly unfit for either of these roles.*

*Let us be extremely hesitant about assigning to ICANN any powers beyond the minimal set attached to the technical concerns of IP address allocation and the operation of the NTIA root zone and root servers.*

– karl –

Even if you don't always agree with Karl, you can't accuse him of failing to do his own thinking. And as of late July, Karl had persuaded a California state court judge that he was being improperly denied access to

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\* [Karl's footnote]: The whole issue of the degree to which ICANN ought to be a consumer protection body with regard to the preexisting .com/.net/.org TLDs is something that has been under-discussed.

ICANN's books. This surprised many observers, because it was never a slam-shut case. No word on whether ICANN will appeal.

## **Nigerian Ups the Ante**

In other news, DR. MARAIM ABACHA, wife of the late Nigeria Military Head of State, General Sanni Abacha who apparently died on the 8th of June, 1998, while still on active duty, has announced to SnapNames personally, via e-mail, that she currently has "within [her] reach" the sum of Fifty Million US Dollars (US\$50,000,000) cash, which appears to be more than she had the last time she wrote and which we can share if only we would take steps to assist her in unfreezing the account it is in, which has some relation to the Russians and a steel plant.

## **On Biting Off and Chewing**

Perhaps in the category of not biting off more than one really, technically, wants to chew, Domain Registry of Canada's (DROC's) defamation lawsuit against Tucows (Tucows and its resellers evidently said some negative things about DROC's email marketing campaigns to the registrants of its competitors) has resulted in a stinging counterclaim by Tucows.

Tucows defends itself primarily by asserting that what it said about DROC isn't defamatory because it's all true. And Tucows, alleging damages as a result of the alleged deceptive practices of DROC's email campaigns, mirrors DROC's request for \$10 million in damages (presumably in Canadian dollars). In short, Tucows lists claims of "unlawful interference with economic relations," unjust enrichment, diminution of reputation, and violation of Canadian competition and trademark laws, and Tucows requests punitive damages and costs and a permanent injunction against any further deceptive campaigns. Absent an early settlement, the case promises some fireworks for months to come, and all of us free-riders not having to pay to watch.

## Bob Parsons Keeps It Simple

by **Mason Cole**

**I**t's easy to talk to Bob Parsons. You get the feeling whatever he's doing comes easily to him.

While that may be true today, it's due to some lessons learned early in an entrepreneurial career that stretches back to 1979. When it comes to business, Parsons likes to keep things simple and easy — he strives to uncomplicate the complicated. And if anything isn't easy for him, he turns the situation into a productive lesson.

Parsons, Bob



<b>Based in:</b>	Scottsdale, Ariz.
<b>Current gig:</b>	Founder and CEO, GoDaddy Software
<b>Previous gig:</b>	Founder and CEO, Parsons Technology (acquired by Intuit in 1994)
<b>Business philosophy:</b>	<ul style="list-style-type: none"> <li>• Deliver products for 70% less than the competition</li> <li>• Use good, old-fashioned business principles</li> <li>• Make customer service a priority</li> </ul>
<b>Avocations:</b>	Golf, scuba

**What was the best lesson you learned from the Marine Corps?**

Don't volunteer. I don't mean not to volunteer for the military, just don't volunteer for jobs in the military. I volunteered for a beach party one day and spent two days unloading trucks.

Actually, the best lesson is that life is short and you shouldn't take things too seriously. The Marine Corps took away my fear of being an

entrepreneur, indeed. The domain-name registration side of GoDaddy Software, the company Parsons founded in Scottsdale, Ariz., has leaped over competitors on the way to a top ten market share ranking. At the end of the second quarter of 2001, GoDaddy stood at #18 on the ranking list of COM, NET and ORG (CNO) registrations, with 181,870. One year later, the company is firmly entrenched in the top ten — it currently holds the #7 spot in CNO registrations with 967,441.

A native of Baltimore, Parsons joined the Marine Corps at age 17, served in Vietnam, then returned home to earn an Accounting degree and practice as a CPA. He has steadily built successful businesses since then, all founded on the root idea of simplicity and value. "None of this," he says, "is Harvard Business School."

Eschewing the elaborate in almost every aspect of his business, Parsons works from a folding table as a desk and takes only \$5.50 per hour in salary. From the simple office he keeps, his most recent effort is the launch of Wild West Domains, a newly accredited registrar that is offering what he describes as "tier one" services to the reseller community. *State of the Domain* spoke with him from Scottsdale as he was recovering from a back injury, where he opined on the simple secrets of a successful business, the value of staying focused, and the future of GoDaddy.

entrepreneur — I learned to not think actively about failure, to always look ahead and focus on what happens when your plan *does* work. I've been on my ass 30 times and I know I can always park cars for a living.

**How did you get into accounting?**

I came out of the military and was working at a steel plant. I knew I wanted to go to college, but didn't know you needed a major — how would I know? Nobody where I grew up went to college. I looked through the catalog and the first major in the book was Accounting. I was good at math, so I became an accountant.

**You're a CPA?**

Passed the exam and practiced for five years. But I didn't really enjoy it.

**Now you're an entrepreneur.**

Right. I've always had that bug. I used to browse *Byte* magazine and dream that my ads would appear next to the big boys'.

## **How did you make the leap from CPA to entrepreneur?**

I was a CPA by education, but really a computer hobbyist. I had one of the first Apple and IBM personal machines and wanted a program to track my checkbook, family finances, that kind of thing. All the off-the-shelf software was overpriced and bad. So I wrote my own.

My friends thought it was slick and said it was worth forming a company around. I named the program MoneyCounts, created a basement company with \$15,000 in cash and priced the software at \$129.

## **And?**

I went broke. Didn't sell anything.

## **Back to the drawing board.**

The second year, I worked on the software some more. I took the bonus I had from my other job and a tax refund, a total of \$25,000, and tried again. I lost that too.

## **What was the problem?**

The product was good but I was trying to compete with everyone head-to-head. And it was priced too high.

## **Round three?**

This time I got it right. I borrowed \$50,000 to buy some leads, dropped the software price to \$12, and it took off. I had a 30% buy rate and started turning a profit.

## **Now you're getting somewhere.**

Right. We did a tax product at first, and then started adding others.

## **What were the keys to your product success?**

Simplicity, making things understandable. I like things regimented and in order. Today, we try to make GoDaddy's product offerings uncomplicated.

Also, I've always looked for synergies for our customers. Anything we've added needs first to leverage technology, and second, be attractive and useful to our existing customers.

We did this at Parsons Technology, too. Once, we were presented an opportunity to develop software for the Christian market. It made sense to invest in it — these are wonderful customers. Well, Christians file tax returns too, so there was a synergy, and that segment bought our tax software because they trusted us.

## **Parsons Technology grew to be pretty big before it was acquired.**

In 1994, we were just under \$100 million with 1,000 employees and three million customers.

And we had fun doing it. An exit strategy and going public were the farthest things from my mind. I love technology — I wanted to do something satisfying from a software standpoint, deliver a product as good, or better, than anyone else's, and at a price nobody could touch.

## **And you did all this in Iowa?**

I was sent there for a previous job and stayed in Cedar Rapids for 15 years. Iowa's technology infrastructure is excellent. Iowans are very hard-working, and the region is surrounded by big universities with good technology programs, so you're able to draw talent directly from there. GoDaddy has offices in Cedar Rapids today.

## **But now you're in Scottsdale.**

Life is short. You might as well spend some time where the weather is good.

## **So you opened the doors at GoDaddy. Where did that name come from, anyway?**

Well, at first it was called Jomax Technologies. Jomax is a dirt road near my home. But we needed a name that people would remember and pulled GoDaddy out of the sky. It sounded hip in a kind of retro way. We couldn't have picked a better name — everyone smiles, everyone remembers it.

## **How did you decide to become a registrar?**

GoDaddy was founded as software company — our first product was designed to help people build websites. As we were selling software, we heard people talking about registering domain names and had the idea we could offer that service as a customer convenience.

We looked at it, and the market seemed overpriced and ready for new competitors. We thought we could make a difference as a registrar. We tried to bring to the table the Parsons Technology principles: deliver a high degree of service, be price-competitive, have a wide array of products to complement the domain experience. We also sell e-mail service, site software and now tax software.

## **Is any one product leading the charge at GoDaddy?**

There's no clear leader. Our intention is to have all the products contribute as equally as possible.

## **And you're back to selling tax software?**

Yep. Everyone needs to file a tax return.

## **What's your intention for this business?**

We're approaching 140 employees now. In ten years, GoDaddy will be a billion-dollar company. Reinvestment of our profits in technology and software product opportunities – which are wide – will make this happen. We continue to be rewarded and become more profitable.

## **How can you keep up that kind of pace?**

I'd stack our staff up against anyone anywhere. Depth is good. We have very sharp people. I try to stay well informed, but allow them to do their jobs and not make decisions for them.

I know the pace can be done. We did it at Parsons. We keep development teams small and never remove

them from the product. We have a great QA (quality assurance) effort. Keeping your teams on a product is a lesson I learned from Microsoft. When Word came out, it was competing with WordPerfect and other programs, and Word was a dog. But Bill Gates never stopped developing the product, and he still hasn't. He eventually passed everyone. So any product we offer from GoDaddy is constantly under development.

## **What would customers say about GoDaddy?**

We're a straight shooter, we do what we say, we take good care of you with service. We remedied what was a bad domain name transfer of ownership policy.

## **Your thoughts on the domain name industry and changes ahead?**

Current products will become more commoditized, except for special situations. Companies with the advantage will focus on fundamentals. The industry could be regulated better, more fairly – this is the case with many businesses. I try not to complain, though, but look for opportunities to do something about it instead.

## **What comes next for GoDaddy?**

Our newest initiative, of course, is Wild West Domains. We're evaluating new opportunities all the time. As Bill Gates says, "The more you sell, the more you sell." As you start making a difference in the economy, things start to come to you. So keep your eyes open and decide what makes sense. There's so much opportunity that the temptation is to try to accomplish too much.

## Methodologies & Statistical Accuracy

SnapNames' domain name industry data is generated using domain names listed in the COM, NET, ORG, BIZ, INFO, NAME and US zone files. Only active domain names appear in the zone file, although a domain name does not have to be attached to a web site to be considered active. It is possible that a registrar could have domain names that are on hold, or domain names that do not have name servers listed, thus causing our report-generating process not to "credit" the registrar with such domain names. Overall industry reports are run monthly from zone files produced on the first calendar day of each month. Because some domain names may be transferred, expire, or expire and be re-registered by another registrar during the report production period, it is possible for those names not to be included in the report.

Daily reports are the result of the difference between two zone files monitored 24 hours apart. A domain name appears on or disappears from a zone file if:

- It was just registered and is being placed into the zone file;
- Its status is being changed from registrar or registry "hold" to "active";
- It is being placed on hold in the normal process of expiration;
- It is being placed on hold because of a dispute;
- Its name servers are being permanently disassociated from the domain; and

- Name server changes are made during the cycle when the zone file is generated.

Often registrars will report numbers of current registrations and percentages of market share that are larger than those documented in this report. This may be due to a number of reasons, including, but not limited to:

- Transfer of names from one registrar's accreditation to another's (perhaps the result of an acquisition);
- Allocation of names from a reseller (operating under another registrar's accreditation) to its own accreditation (in order to avoid double-counting, in this report's compilations, each registration is assigned to the actual registrar of record as documented in the zone file, regardless of the reseller that technically sold the name and manages the customer); or
- Inclusion of ccTLD registration totals or other types of names.

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