

ITEM 6. SELECTED FINANCIAL DATA

The following table sets forth selected financial data for each of the five years in the period ended December 31, 2008 (amounts in thousands, except per share amounts). This financial data should be read together with our consolidated financial statements and related notes, Management's Discussion and Analysis of Financial Condition and Results of Operations, and other financial data appearing elsewhere in this report.

STATEMENT OF OPERATIONS DATA

Year Ended December 31,	2008	2007	2006	2005 ⁽¹⁾	2004 ⁽¹⁾
Gross revenues	\$ 8,578,614	\$ 7,316,223	\$ 6,556,194	\$ 5,688,948	\$ 4,341,538
Gross profits	1,374,963	1,243,778	1,082,544	879,750	660,991
Income from operations	571,586	509,684	417,845	326,361	222,768
Net income	359,177	324,261	266,925	203,358	137,254
Net income per share					
Basic	\$ 2.12	\$1.90	\$1.56	\$1.20	\$.81
Diluted	\$ 2.08	\$1.86	\$1.53	\$1.16	\$.79
Weighted average number of shares outstanding (in thousands)					
Basic	169,056	170,493	170,888	170,052	169,228
Diluted	172,733	174,040	174,787	174,698	173,144
Dividends per share	\$.900	\$.760	\$.570	\$.355	\$.255

BALANCE SHEET DATA

As of December 31,					
Working capital	\$ 650,218	\$ 631,537	\$ 569,199	\$ 472,298	\$ 393,168
Total assets	1,815,721	1,811,307	1,631,693	1,395,068	1,080,696
Total long-term debt	—	—	—	—	—
Stockholders' investment	1,107,221	1,042,249	943,722	780,037	620,856

OPERATING DATA

Branches	228	218	214	196	176
Employees	7,961	7,332	6,768	5,776	4,806
Average gross profits per employee ⁽²⁾	\$ 178	\$ 177	\$ 172	\$ 166	\$ 149

- (1) On October 14, 2005, the company's shareholders approved a 2-for-1 stock split. All share and per share amounts have been restated to reflect the retroactive effect of the stock split.
- (2) Management uses gross profits per employee as a key performance to analyze our productivity, to benchmark the financial performance of our branches, and to analyze impacts of technology and other investments in our business.