

CONSOLIDATED STATEMENTS OF OPERATIONS

(In thousands, except per share data) For the years ended December 31,	2008	2007	2006
Gross revenues:			
Transportation	\$ 7,129,611	\$ 5,971,784	\$ 5,321,547
Sourcing	1,398,253	1,298,913	1,192,297
Information Services	50,750	45,526	42,350
Total gross revenues	8,578,614	7,316,223	6,556,194
Cost of transportation, products, and handling:			
Transportation	5,917,032	4,873,752	4,375,582
Sourcing	1,286,619	1,198,693	1,098,068
Total cost of transportation, products, and handling	7,203,651	6,072,445	5,473,650
Gross profits	1,374,963	1,243,778	1,082,544
Selling, general, and administrative expenses:			
Personnel	601,822	567,986	515,947
Other selling, general, and administrative expenses	201,555	166,108	148,752
Total selling, general, and administrative expenses	803,377	734,094	664,699
Income from operations	571,586	509,684	417,845
Investment and other income	6,801	13,830	11,843
Income before provision for income taxes	578,387	523,514	429,688
Provision for income taxes	219,210	199,253	162,763
Net income	\$ 359,177	\$ 324,261	\$ 266,925
Basic net income per share	\$ 2.12	\$ 1.90	\$ 1.56
Diluted net income per share	\$ 2.08	\$ 1.86	\$ 1.53
Basic weighted average shares outstanding	169,056	170,493	170,888
Dilutive effect of outstanding stock awards	3,677	3,547	3,899
Diluted weighted average shares outstanding	172,733	174,040	174,787

See accompanying notes to the consolidated financial statements.