

Consolidated Statements of Earnings

In thousands except share data

Years ended December 31, 2008 2007 2006

Revenues:

Airfreight services	\$ 2,541,377	2,407,582	2,229,545
Ocean freight and ocean services	1,990,983	1,820,558	1,553,048
Customs brokerage and other services	1,101,518	1,007,031	851,394
Total revenues	<u>5,633,878</u>	<u>5,235,171</u>	<u>4,633,987</u>

Operating Expenses:

Airfreight consolidation	1,962,621	1,879,434	1,758,907
Ocean freight consolidation	1,596,346	1,473,942	1,230,468
Customs brokerage and other services	471,650	428,834	353,652
Salaries and related costs	863,846	791,879	701,824
Rent and occupancy costs	76,984	67,676	61,627
Depreciation and amortization	40,003	39,303	35,448
Selling and promotion	37,778	38,735	35,050
Other	111,514	91,968	81,895
Total operating expenses	<u>5,160,742</u>	<u>4,811,771</u>	<u>4,258,871</u>
Operating income	<u>473,136</u>	<u>423,400</u>	<u>375,116</u>

	Years ended December 31,		
	2008	2007	2006
Other Income (Expense):			
Interest income	21,077	22,341	18,020
Interest expense	(183)	45	(198)
Other, net	5,542	3,887	2,726
Other income, net	<u>26,436</u>	<u>26,273</u>	<u>20,548</u>
Earnings before income taxes and minority interest	499,572	449,673	395,664
Income tax expense	<u>196,593</u>	<u>179,815</u>	<u>160,661</u>
Net earnings before minority interest	<u>302,979</u>	<u>269,858</u>	<u>235,003</u>
Minority interest	<u>(1,965)</u>	<u>(704)</u>	<u>91</u>
Net earnings	<u>\$ 301,014</u>	<u>269,154</u>	<u>235,094</u>
Diluted earnings per share	<u>\$ 1.37</u>	<u>1.21</u>	<u>1.06</u>
Basic earnings per share	<u>\$ 1.41</u>	<u>1.26</u>	<u>1.10</u>
Dividends declared and paid per common share	<u>\$ 0.32</u>	<u>0.28</u>	<u>0.22</u>
Weighted average diluted shares outstanding	<u>219,170,003</u>	<u>221,799,868</u>	<u>222,223,312</u>
Weighted average basic shares outstanding	<u>212,755,946</u>	<u>213,314,761</u>	<u>213,454,579</u>