

UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

**Form 8-K**

CURRENT REPORT

PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934

Date of report (Date of earliest event reported): February 15, 2007

**Kirby Corporation**

*(Exact name of registrant as specified in its charter)*

**Nevada**

*(State or other jurisdiction of incorporation or  
organization)*

**1-7615**

*(Commission File Number)*

**74-1884980**

*(I.R.S. Employer Identification No.)*

**55 Waugh Drive, Suite 1000  
Houston, Texas**

*(Address of principal executive offices)*

**77007**

*(Zip Code)*

**Registrant's telephone number, including area code:  
(713) 435-1000**

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
- 
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Item 7.01. Regulation FD Disclosure.

On February 15, 2007, Joseph H. Pyne, Kirby Corporation's President and Chief Executive Officer will present at the BB&T Capital Markets 22<sup>nd</sup> Annual Transportation Conference in Miami, Florida. The presentation will be at 1:30 p.m. EST. An audio webcast of the presentation will be available to the public and replays will be available afterward. The webcast can be accessed by visiting Kirby's Web site at <http://www.kirbycorp.com/>.

A copy of the slide presentation that will be used by Kirby at the event, substantially in the form intended to be used, is included as Exhibit 99.1 to this report and is also posted on Kirby's Web site at <http://www.kirbycorp.com/> on the opening page.

Item 9.01. Financial Statements and Exhibits.

(c) Exhibits

99.1 Kirby Corporation slide presentation dated February 2007

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

KIRBY CORPORATION  
(Registrant)

By:   /s/ G. Stephen Holcomb  
  G. Stephen Holcomb  
  Vice President, Investor Relations

Dated: February 15, 2007

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EXHIBIT INDEX

[Exhibit 99.1](#) Kirby Corporation slide presentation dated February 2007

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# Kirby Corporation

*Putting America's Waterways to Work*

NYSE: KEX



February 2007

# Forward Looking Statement Non-GAAP Financial Measures

Statements contained in this presentation with respect to the future are forward-looking statements. These statements reflect management's reasonable judgement with respect to future events. Forward-looking statements involve risks and uncertainties. Actual results could differ materially from those anticipated as a result of various factors, including cyclical or other downturns in demand, significant pricing competition, unanticipated additions to industry capacity, changes in the Jones Act or in U.S. maritime policy and practice, fuel costs, interest rates, weather conditions and the timing, magnitude and the number of acquisitions made by Kirby. Forward-looking statements are based on currently available information and Kirby assumes no obligation to update such statements. A list of additional risk factors can be found in Kirby's annual report on Form 10-K for the year ended December 31, 2005, filed with the Securities and Exchange Commission.

Kirby reports its financial results in accordance with generally accepted accounting principles (GAAP). However, Kirby believes that certain Non-GAAP financial measures are useful in managing Kirby's businesses and evaluating Kirby's performance. This presentation contains two Non-GAAP financial measures, adjusted net earnings and EBITDA. Please see the Appendix for a reconciliation of GAAP to Non-GAAP financial measures.



# Kirby... Business Operations

## Marine Transportation



82% of 2006 Revenue - \$807.2 million  
Largest U.S. Inland Tank Barge Operator

## Diesel Engine Services



18% of 2006 Revenue - \$177.0 million  
Largest U.S. EMD Diesel Services Company



# Kirby...Public Market Facts

**NYSE: K E X**

Current Price (February 13, 2007)	\$35.85
Number of Shares O/S	53.0M
Market Capitalization	\$1,899M
Debt (December 31, 2006)	\$310M
Enterprise Value	\$2,209M
Employees	3,000



# Kirby Facts

- Largest inland tank barge operator
- Operates 904 barges and 241 towing vessels
- Sustainable competitive advantages:
  - Lowest cost due to economies of scale
  - Best positioned for growth opportunities
  - “One Stop Shop” for customers
- 70% of Kirby’s business is under contract and 30% in the spot market
- Successful integration of 25 marine acquisitions





# Acquisitions in Core Business

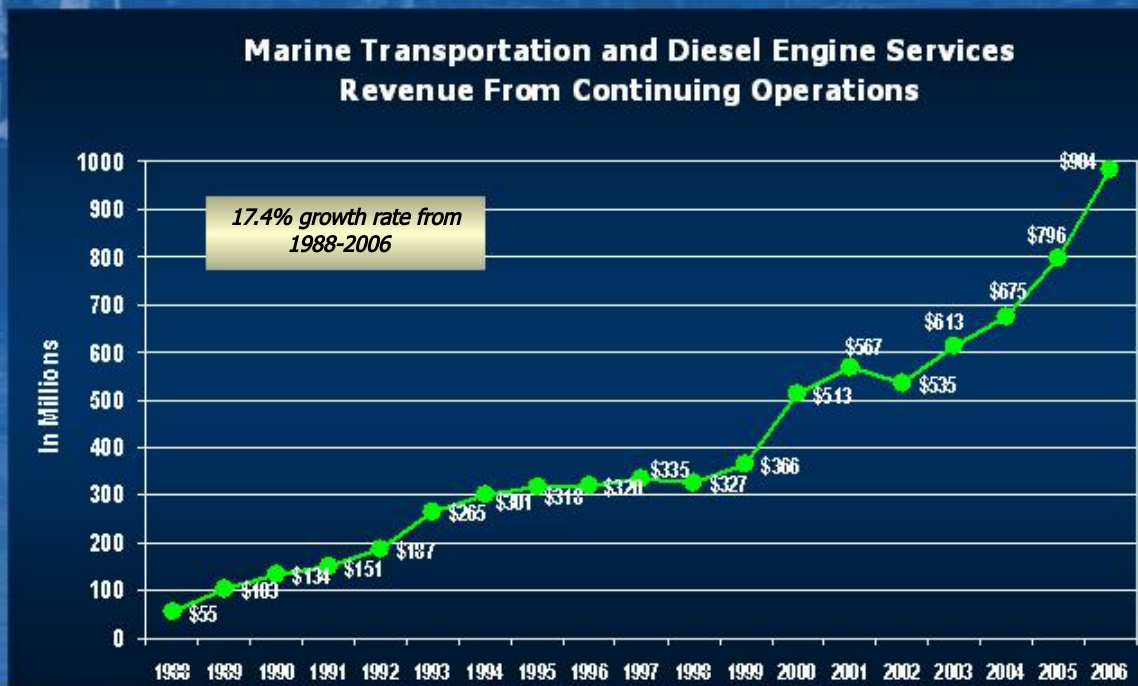
Shipper Owned (Blue)  
Independent (Red)

Date	No. of Tank Barges	Description	Date	No. of Tank Barges	Description
1986	5	Alliance Marine	1999	270	Hollywood Marine, Inc. - Stellman, Alamo Barge Lines, Ellis Towing, Arthur Smith, Loch Ellis, Mapco
1989	35	Alamo Inland Marine Co.	2002	15	Cargo Carriers
1989	53	Brent Towing Company	2002	64	Coastal Towing, Inc. (barge management Agreement for 54 barges)
1991	3	International Barge Lines, Inc.	2002	94	Dow/Union Carbide (transportation assets)
1992	38	Sabine Towing & Transportation Co.	2003	64	SeaRiver Maritime (ExxonMobil)
1992	26	Ole Man River Tower, Inc.	2005	10	American Commercial Line (black oil fleet)
1992	29	Scott Chotin, Inc.	2006	*	Capital Towing
1992	*	South Texas Towing	2007	37	Coastal Towing, Inc. (operated barges since 2002 under barge management agreement)
1993	72	TPT, Division of Ashland	2007	21	Cypress Barge Leasing, LLC (operated as leased barges since 1994)
1993	*	Guidry Enterprises			
1993	53	Chotin Transportation Company			
1994	96	Dow Chemical (transportation assets)			



\* Towboats Only

# Revenue... Business Operations



# Earnings Per Share

Earnings Per Share From Continuing Operations Before Adjustments



1994-2001 adjusted to exclude goodwill amortization expense  
2002 adjusted to exclude impairment charges of \$12.5 million, net of taxes, or \$.51 per share  
See Appendix for reconciliation of GAAP to Non-GAAP earnings per share  
Earnings per share have been revised to reflect 2-for-1 stock split effective May 31, 2006



# Inland Waterway System

Kirby is one of the few operators offering distribution throughout the Mississippi River System and Gulf Intracoastal Waterway

12,000 miles of navigable waterways linking America's heartland to the world

Texas and Louisiana account for 80% of the total U.S. production of chemicals and petrochemicals



# Industry Facts

- Approximately 17,800 dry cargo barges, 2,850 liquid tank barges. Kirby is principally in the liquid cargo business.
- No competition from foreign companies due to a U.S. law known as the Jones Act
- Always a market to move product by barge on inlandwaterways
- Equipment not subject to economic obsolescence because draft and lock restrictions limit the size of barges
- Barges are mobile, carry wide range of cargoes, and service different geographic markets
- Inland waterway system plays a vital role in the U.S. economy
- Inland waterway system is an environmentally friendly mode of transportation



# Differences Between Liquid Tank Barges and Dry Cargo Barges

2,850 Barges



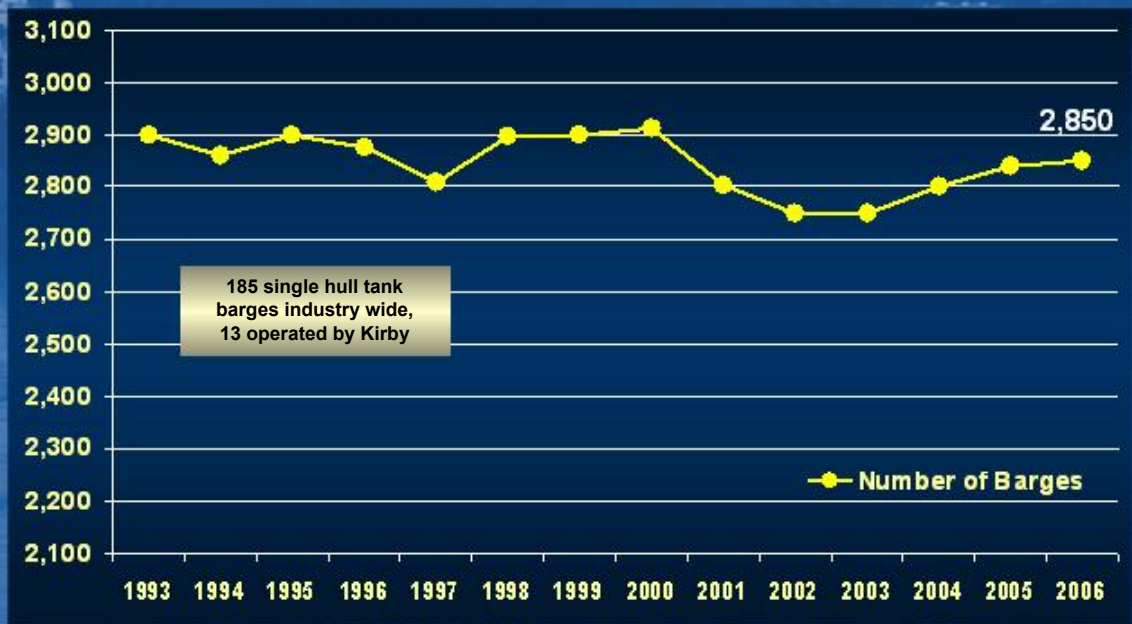
17,800 Barges



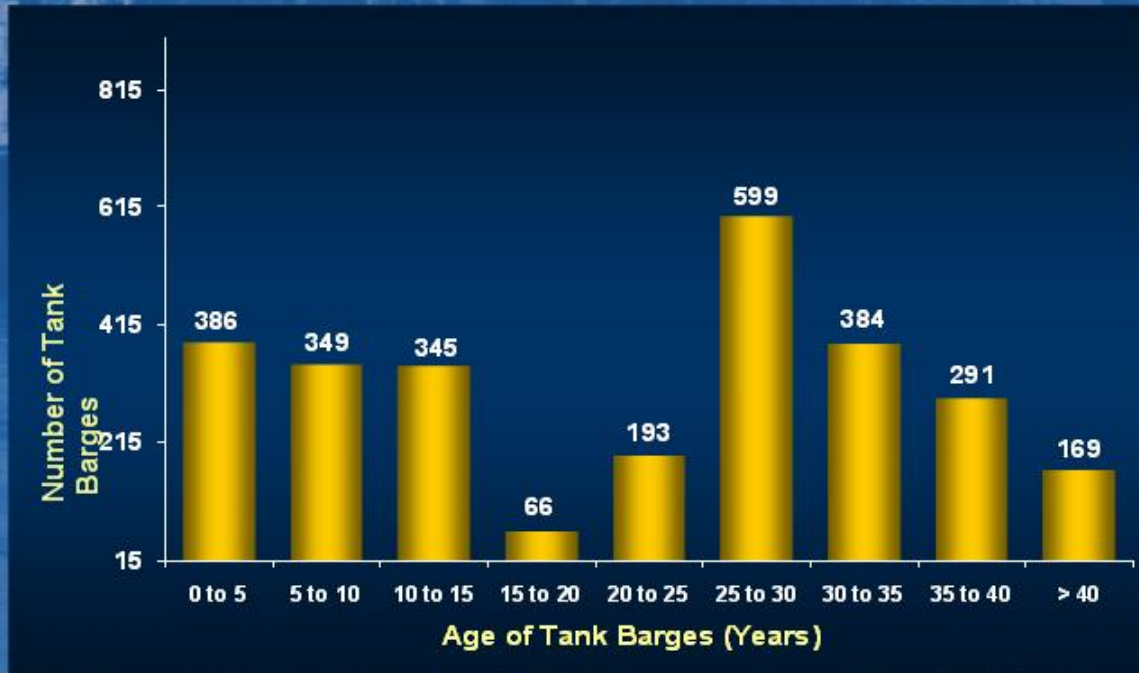
	Liquid	Dry Cargo
<b>Cargoes</b>	Petrochemicals, Black oil products, Refined products	Grain, Coal, Aggregate, Steel
<b>Value of Cargo</b>	High	Generally much lower
<b>Pricing Drivers</b>	Added value-safety, service and availability	Availability
<b>Volatility of Volumes</b>	Low	High
<b>Crews</b>	Licensed Pilothouse, Licensed Tankerman	Pilot house only
<b>Cost of Barges</b>	195x35/1500 tons barge - \$1,300,000	195x35/1500 tons barge -\$450,000
<b>Regulatory Requirements</b>	U.S. Coast Guard Inspected	Not Inspected

# Number of Inland Tank Barges

For the years 1993 through 2006



# Inland Tank Barge Fleet

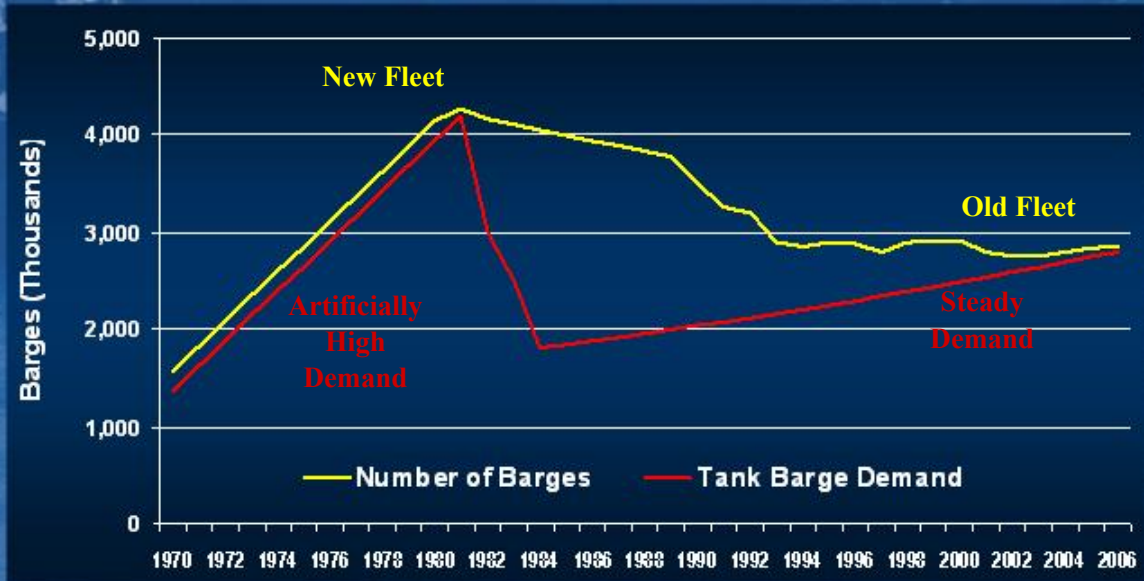


Source: Informa Economics, Barge Fleet Profile, March 2006





# Inland Tank Barge Fleet



# Refinery Operable Capacity

17,397 on Jan. 7, 2007



# Barges Compete Successfully With Rails and Trucks



120



Rail Cars

450

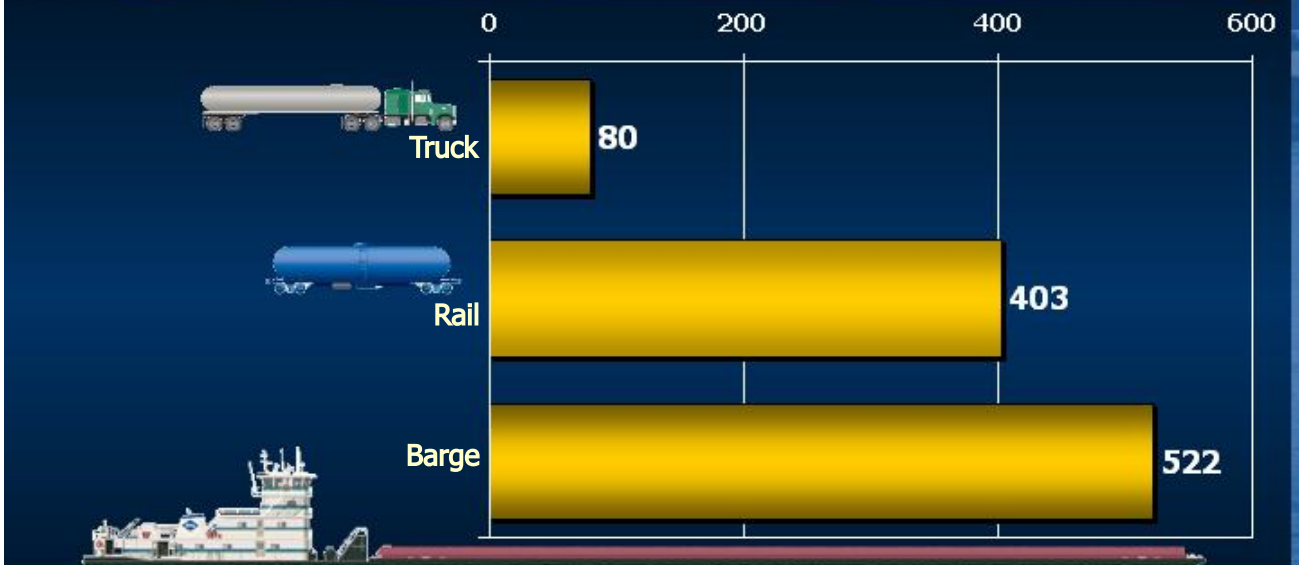


Trucks

Kirby's fleet capacity of 17.0 million bbls. equates to  
**85,000** trucks, or **22,600** rail cars



# Barges... Efficient



One gallon of fuel in a barge can move one ton of freight 522 miles, compared to 403 miles by rail and only 80 miles for a truck.



# Barges...

## Environmentally Friendly

- Smog is a major problem in most major cities
- Oxides of nitrogen are the chemicals that produce smog

*While moving one ton of freight 1,000 miles:*

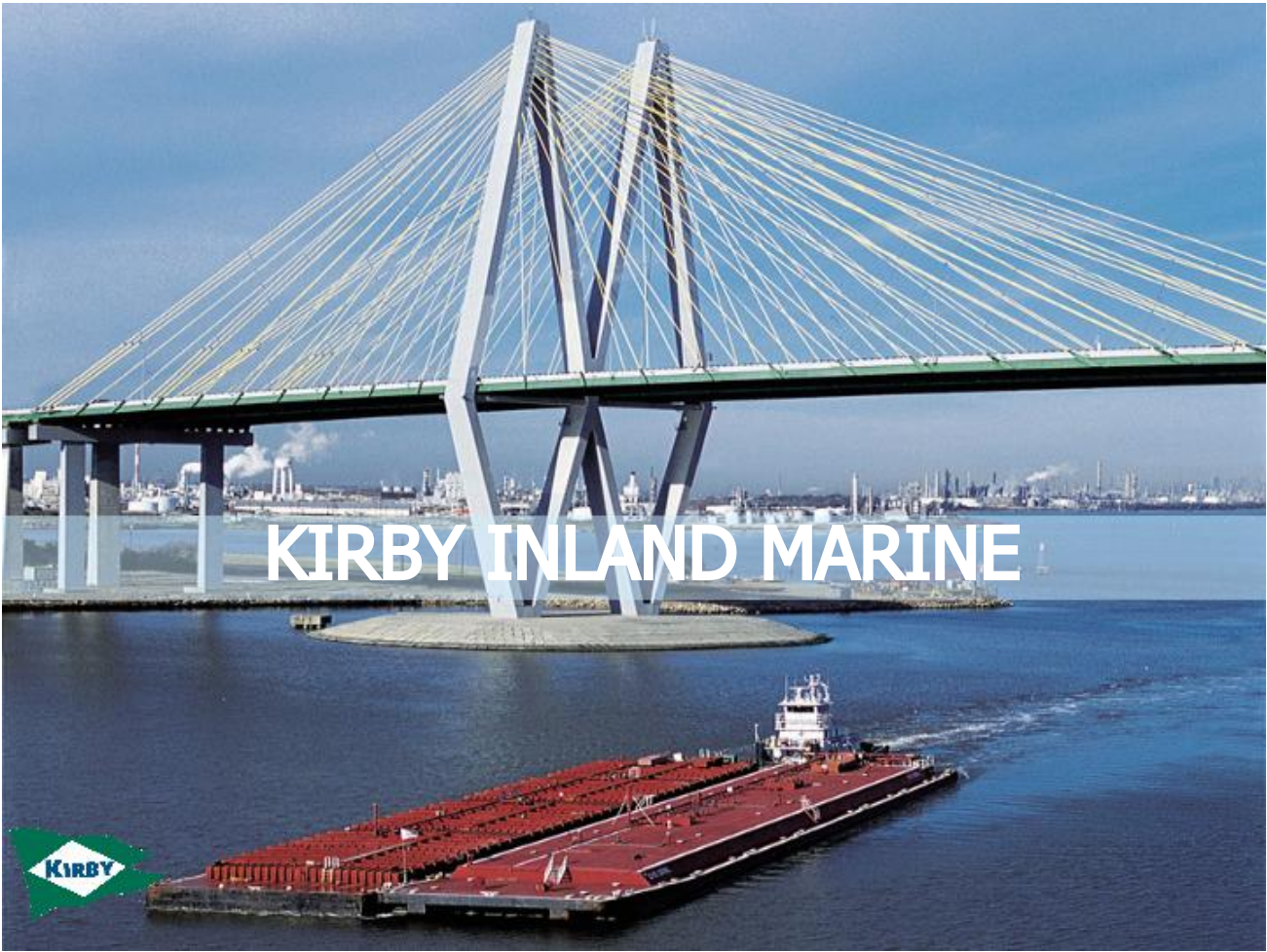


Trains produce 3.5 *times* more nitrogen oxides as barges



Trucks produce 19 *times* more nitrogen oxides as barges





# Largest Inland Tank Barge Operator

## Petrochemicals – 67%



- Benzene
- Styrene
- Methanol
- Acrylonitrile
- Xylene
- Caustic soda
- Butadiene
- Propylene

## Refined Products – 10%



- Gasoline
- Jet fuel
- Diesel fuel
- Naphtha

## Black Oil Products – 20%



- Residual fuel
- No. 6 fuel oil
- Coker feed
- Vacuum gas
- Asphalt

## Agricultural Chemicals – 3%



- Anhydrous ammonia
- Nitrogen-based liquid fertilizer
- Industrial ammonia



# High Tech and Diverse Fleet

904 Active Tank Barges





# Fleet Size and Diversity...

## *Better Asset Utilization*

- **Better Asset Utilization**
  - More backhaul opportunities
  - Faster barge turnarounds
  - More efficient use of horsepower
  - Barges positioned closer to cargos
- **Lower Incremental Costs**
  - Enhanced purchasing power
  - Minimal incremental G&A from fleet additions
  - Less cleaning due to more barges with compatible prior cargos

The Kirby logo is a green diamond shape with the word "KIRBY" in white capital letters inside.

KIRBY

# Kirby Outpaces the Competition

## Tank Barge Owners By Number of Tank Barges

Shipper Owned Independent	Tank Barges Operated	Dry Cargo Barges Operated	Shipper Owned Independent	Tank Barges Operated	Dry Cargo Barges Operated
Kirby Corporation	904	-	Dynegy Midstream Services	16	-
American Commercial Lines LLC	371	2,803	Dupont	16	-
Marathon Oil Corporation	170	-	Waxler Towing Company, Inc.	15	-
Canal Barge Company, Inc.	169	273	Horizon Maritime	15	-
Ingram Barge Company	165	3,716	Highland Towing	13	-
Florida Marine	91	-	Devall Towing	12	-
Blessey Enterprises	86	-	Chem Carriers, Inc.	12	-
American River Transportation Co	82	2,076	Plaquemine Towing Corp.	11	-
Higman Barge Lines, Inc.	80	-	Golding Barge Lines, Inc.	9	-
Cenac Towing Company, Inc.	72	-	Grifco	8	-
PPG Industries, Inc.	59	-	Westlake/GA&O Corporation	8	-
Southern Towing Company	53	-	Merichem Company	7	-
Martin Midstream Partners	52	-	Apex Towing	7	-
Settoon Towing, LLC	49	-	Republic of Texas	6	-
Magnolia Marine Transport Co	45	-	Hines Barge Line	6	-
LeBeouf Brothers Towing Co	44	-	American Milling	5	11
Olin Corporation	29	-	Mon River Towing, Inc.	4	142
John W. Stone Oil	28	-	Reilly Industries	4	-
Buffalo Marine Service, Inc.	24	-	Memphis Barge Lines	4	-
Rhodia, Inc.	20	-	Barge Management, Inc.	3	-
ConocoPhillips Company	20	-	Cytec Industries	2	-
River City Towing Services	19	-	Jantran, Inc.	1	-
Houston Marine Services, Inc.	18	-	Other dry cargo carriers	-	8,768
Lyondell Chemical Company	17	-	<b>TOTAL</b>	<b>2,850</b>	<b>17,789</b>

Informa Economics, Barge Fleet Profile, March 2006 - Adjusted

# End Uses of Products...

## Demand Drivers

Revenue Distribution	Products Moved	Products	Drivers
67%	Petrochemicals and Chemicals	Benzene, Styrene, Methanol, Acrylonitrile, Xylene, Caustic Soda, Butadiene, Propylene	Housing, Consumer Goods, Autos, Clothing
20%	Black Oil Products	Residual Fuel, No. 6 Fuel Oil, Coker Feedstock, Vacuum Gas Oil, Asphalt	Road Construction, Feed Stock for Refineries and Fuel for Power Plants and Ships
10%	Refined Products	Gasoline, Jet Fuel, Diesel Fuel, Naphtha	Vehicle Usage, Air Travel, Weather
3%	Agricultural Chemicals	Anhydrous Ammonia, Nitrogen-based Liquid Fertilizer, Industrial Ammonia	Corn, Cotton and Wheat Production



# Strong Emphasis on Safety...

*Safety Is Our Franchise To Operate*



- Committed to dedicating adequate resources to achieve safety objectives
  - Extensive company-owned and operated training facility
  - Seamen's Church Institute (Towboat Simulator)
- Industry leader
  - First winner of Benkert Award, highest award given by Department of Transportation for safety and environmental protection

# Blue Chip Customers





# Diesel Engine Services

## Medium-Speed and High-Speed Diesel Engines

### Markets

- **Marine**
  - Inland Waterway Carriers – Dry and Liquid
  - Offshore Towing – Dry and Liquid
  - Offshore Drilling Rigs & Supply Boats
  - Harbor Towing
  - Dredging
  - Great Lakes Ore Carriers
- **Power Generation, Nuclear and Industrial**
  - Standby Power Generation
  - Pumping Stations
  - Industrial Reduction Gears
  - Land Drilling Rigs – Expansion Opportunity
- **Railroad**
  - Passenger (Transit Systems)
  - Class II
  - Shortline and Industrial

### Engines and Transmissions/ Reduction Gears

- **Medium-Speed**
  - Electro-Motive Diesel (EMD)
  - Alco
  - Ingersoll-Rand
- **High-Speed**
  - Caterpillar
  - Cummins
  - Detroit Diesel
  - John Deere
- **Transmissions/Reduction  
Gears**
  - Allison
  - Falk
  - Twin-Disc



# Services

## Replacement Parts

Genuine OEM new parts  
Kirby remanufactured parts  
Nuclear dedication services

## Engine Repair

Overhauls  
Component repair  
Block welding  
Line boring  
Remanufacture engines  
Troubleshooting

## Reduction Gear Repair

Bearing and element replacement  
Case welding and machining  
Line boring  
Alignment





# Acquisitions and Internal Growth

Acquisitions	
<b>1987</b>	National Marine
<b>1991</b>	Ewing Diesel
<b>1995</b>	Percle Enterprises
<b>1996</b>	MKW Power Systems
<b>1997</b>	Crowley (Power Assembly Shop)
<b>2000</b>	West Kentucky Machine Shop
<b>2000</b>	Powerway
<b>2004</b>	Walker Paducah Corp.
<b>2005</b>	TECO (Diesel Services Division)
<b>2006</b>	Global Power Holding Company
<b>2006</b>	Marine Engine Specialists

Internal Growth	
<b>1989</b>	Midwest
<b>1992</b>	Seattle
<b>1993</b>	Shortline & Industrial Rails
<b>2000</b>	Cooper Nuclear
<b>2001</b>	Transit & Class II Rails



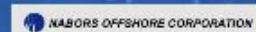
# Key Customers

## Medium – Speed Engines

AMTRAK  
AEP/Memco  
Diamond Offshore  
Florida Power & Light  
Moran Towing  
NJ Transit  
TECO Transport  
Tidewater  
TODCO

## High-Speed Engines

Cal Dive International  
Halliburton  
Horizon Offshore  
Nabors Offshore  
Pride Offshore  
Schlumberger  
Seacor Holdings  
Superior Energy Services  
Tidewater



# Market Conditions



# Market Conditions

## 2006 Year

- Record revenues, net earnings, earnings per share and EBITDA
- Petrochemical, black oil and refined products markets remained strong
- Favorable weather conditions positively impacted financial results, with delay days down 17% when compared with 2005 year
- Contract rates up 6% to 8%. Spot market rates higher than contract and up over 25% compared with 2005 year
- Diesel engine services – accretive earnings from Global and Marine Engine Specialist acquisitions, as well as continued strong service and direct parts sales in the majority of its markets



KIRBY

# 2007 First Quarter and Year Outlook

- 2007 first quarter earnings per share guidance of \$.40 to \$.45, compared with \$.43 for 2006 first quarter
- Guidance based on:
  - Marine transportation operating fundamentals remain strong
  - Diesel engine services operating fundamentals remain strong
- 2007 year earnings per share guidance of \$1.95 to \$2.10, compared with \$1.79 for 2006



# Future Growth Opportunities

- **Acquire inland tank barge operations**
  - Kirby operates more efficiently due to size and distribution system
  - Competitors face fleet replacement decisions
  - Outsourcing by shippers provides growth opportunities
  - Customers seek to single source their requirements
- **Expand services related to marine operations**
  - Purchased two-thirds interest in Osprey Line, a provider of container on barge feeder service
  - Purchased remaining 65% interest in four offshore dry-bulk barge/tug units in March 2006
  - Manage or acquire marine facilities
- **Expand diesel engine service operations**
  - Purchased Global Power Holding Company and Marine Engine Specialists, Gulf Coast high-speed diesel engine services providers
  - Existing geographic foot print presents opportunities for expansion
  - Continue to develop exclusive parts distribution relationships



# Osprey Line, LLC

- Purchased one-third interest in April 2004
- Increased ownership to two-thirds in January 2006
- Transports containers on barge on U.S. inland waterway system
- Future growth opportunity as U.S. contends with congestion problems
- Provides attractive alternative to rail and truck
- Very complementary to Kirby's existing distribution system and customer base



# Financial Highlights





# For Year Ended December 31, 2006

Income Statement	2006	2005	Change From 2005	
			\$	%
<b>Revenues:</b>				
Marine Transportation	\$807.2M	\$686.0M	\$121.2M	18%
Diesel Engine Services	<u>177.0</u>	<u>109.7</u>	<u>67.3</u>	<u>61%</u>
<b>Total</b>	<b><u>\$984.2</u></b>	<b><u>\$795.7</u></b>	<b><u>\$188.5</u></b>	<b><u>24%</u></b>
<b>Operating Income:</b>				
Marine Transportation	\$153.2	\$119.3	\$ 33.9	28%
Diesel Engine Services	26.4	12.9	13.5	105%
Corporate Expenses	<u>(11.7)</u>	<u>(10.0)</u>	<u>(1.7)</u>	<u>(17)%</u>
	167.9	122.2	45.7	37%
Other Income	1.5	1.7	(.2)	(12)%
Interest Expense	<u>(15.2)</u>	<u>(12.8)</u>	<u>(2.4)</u>	<u>(19)%</u>
Pre-tax Earnings	154.2	111.1	43.1	39%
Taxes	<u>(58.7)</u>	<u>(42.3)</u>	<u>(16.4)</u>	<u>(39)%</u>
Net Earnings	<b><u>\$ 95.5</u></b>	<b><u>\$ 68.8</u></b>	<b><u>\$ 26.7</u></b>	<b><u>39%</u></b>
<b>Earnings Per Share</b>	<b>\$ 1.79</b>	<b>\$ 1.33</b>	<b>\$ .46</b>	<b>35%</b>



# Operating Margins



# EBITDA Per Share Growth



See Appendix for reconciliation of GAAP net earnings to Non-GAAP EBITDA



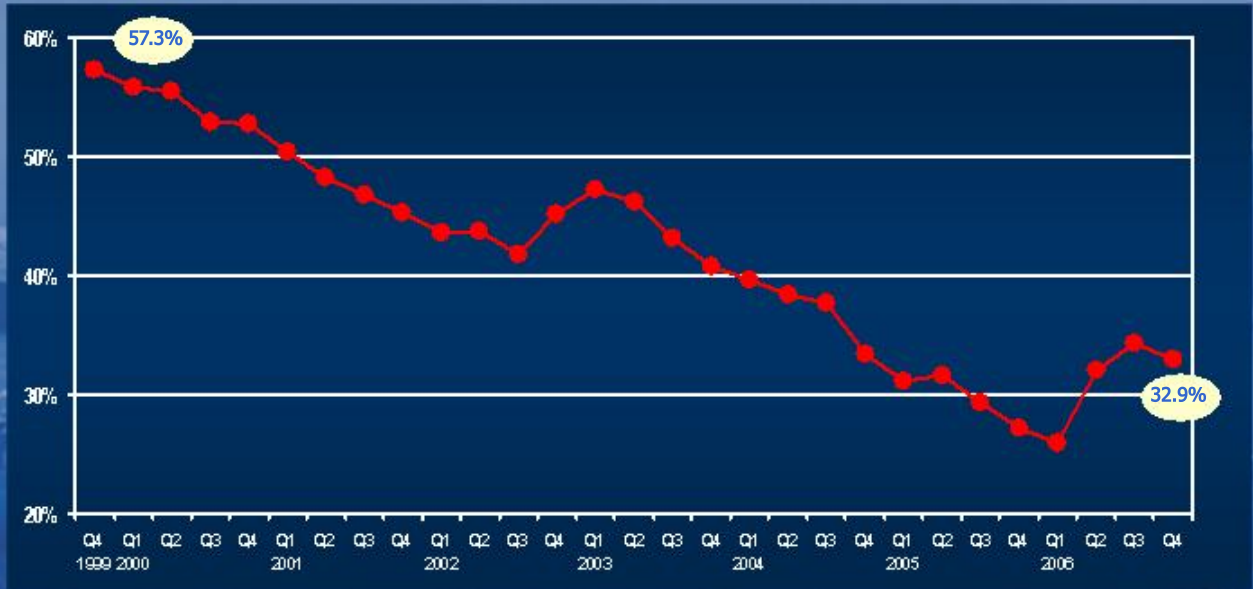
# Cash Flows



\* Excluding acquisitions

Cap. Ex.  
Guidance

# Debt/Capitalization



# Balance Sheet

	12/31/06	12/31/05	Change
<b>Assets</b>			
Current Assets	\$ 250M	\$ 186M	\$ 64M
Property & Equipment	767	642	125
Goodwill	223	161	62
Other Assets	<u>31</u>	<u>37</u>	<u>(6)</u>
<b>Total Assets</b>	<b><u>\$1,271M</u></b>	<b><u>\$1,026M</u></b>	<b><u>\$245M</u></b>
<b>Liabilities &amp; Equity</b>			
Current Liabilities	\$ 166M	\$ 140M	\$ 26M
Total Debt	310	200	110
Other Liabilities	163	148	15
Stockholders' Equity	<u>632</u>	<u>538</u>	<u>94</u>
<b>Total Liabilities &amp; Equity</b>	<b><u>\$1,271M</u></b>	<b><u>\$1,026M</u></b>	<b><u>\$245M</u></b>
<b>Debt to Capitalization</b>	<b>32.9%</b>	<b>27.1%</b>	



# Financial Strength

- **Investment grade public debt**
  - Standard & Poor's – BBB+
  - Moody's – Baa3
- **8-year unsecured Private Placement due 2013**
  - \$200 million outstanding
  - Floating rate of LIBOR +0.5%
  - No required principal payments until maturity
- **\$250 Million Revolving Credit Facility**
  - Accordion feature allows maximum amount to increase to \$325 million without amendment
- **Protection against interest rate increases**
  - \$200 million of interest rate swaps and a collar



# Why Invest In Kirby?





# Why Invest in Kirby?

- Consistent long-term record of success in our two core businesses
- Excellent business fundamentals
- Strong free cash flow for growth
- Internal and external growth opportunities in core businesses
- Strong operating leverage with every 1% increase in marine transportation segment margin adds \$.08 per share to earnings; for diesel segment, adds \$.02 per share to earnings
- Fleet expansions will improve asset utilization, operating efficiencies and reduce costs





**Kirby Corporation**  
*Putting America's  
Waterways to Work*



**KIRBY**

**Thank You For Listening to Our Story**



# Appendix



# Petrochemical Plant Inputs and Products

## Feedstock

Natural Gas



## Products

- è Ethylene 80%
  - è Propylene 3%
  - è Butylene 2%
  - è Others 15%
- } 20%

## Feedstock

Naptha



## Products

- è Ethylene 23%
  - è Propylene 13%
  - è Butylene 15%
  - è Others 49%
- } 77%

Source: Petrochemicals by Burdick & Leffer

