## 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): November 2, 2006

## **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)

77**00**7 (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:

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

#### Item 7.01. Regulation FD Disclosure.

On November 2, 2006, Joseph H. Pyne, Kirby Corporation's President and Chief Executive Officer will present at the Stephens Inc. Logistics & Transportation Services Conference in New York. The presentation will be at 4:10 p.m. eastern time. A live webcast of the presentation will be available to the public and replays will be available afterwards. The webcast can be accessed by visiting Kirby's Web site at <a href="http://www.kirbycorp.com/">http://www.kirbycorp.com/</a>.

A copy of the slide presentation that will be used by Kirby, 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 <a href="http://www.kirbycorp.com/">http://www.kirbycorp.com/</a> on the opening page.

### Item 9.01. <u>Financial Statements and Exhibits</u>.

- (c) Exhibits
  - 99.1 Kirby Corporation slide presentation dated November 2006

#### **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: November 2, 2006

Exhibit 99.1 Kirby Corporation slide presentation dated November 2006



## 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 acceptedaccounting 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.





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# NYSE: K E X Current Price (October 27, 2006) Number of Shares O/S Market Capitalization Debt (September 30, 2006) Enterprise Value Employees Substitute \$2,198M Employees

## Kirby Facts

- Largest inland tank barge operator
- Operates 903 barges and 242 towingvessels
- 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 contractand 30% in the spot market
- Successful integration of 25 marineacquisitions



# Acquisitions in Core Business

Shipper Owned (Blue) Independent (Red)

	No. of	
	Tank	
Date	Barges	Description
1986	5	Alliance Marine
1989	35	Alamo Inland Marine Co.
1989	53	Brent Towing Company
1991	3	International Barge Lines, Inc.
1992	38	Sabine Towing & Transportation
1992	26	Ole Man River Towing, Inc.
1992	29	Scott Chotin, Inc.
1992	*	South Texas Towing
1993	72	TPT, Division of Ashland
1993	*	Guidry Enterprises
1993	53	Chotin Transportation Company
1994	96	Dow Chemical (transportation

assets)

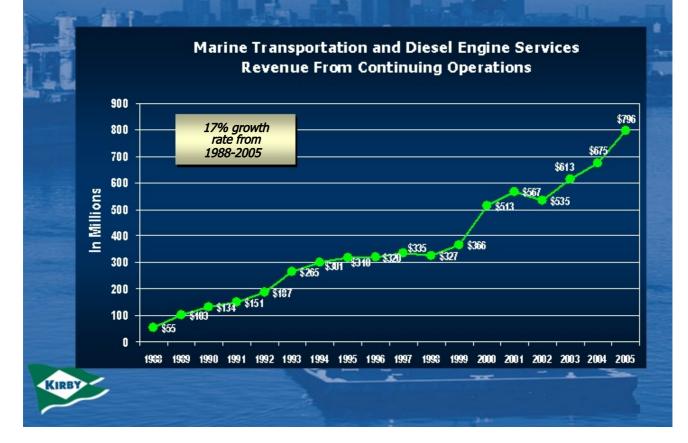
Date 1999	No. of Tank Barges 270	Description  Hollywood Marine, Inc Stellman - Alamo Barge Lines - Ellis Towing - Arthur Smith - Koch Ellis - Mapco
2002	15	Cargo Carriers
2002	64	Coastal Towing, Inc. (barge management agreement for 54 harges)
2002	94	Dow/Union Carbide (transportation
		assets)
2003	64	SeaRiver Maritime (ExxonMobil)
2005	10	American Commercial Lines
		(black



\* Towboats Only

Capital Towing

## **Revenue... Business Operations**







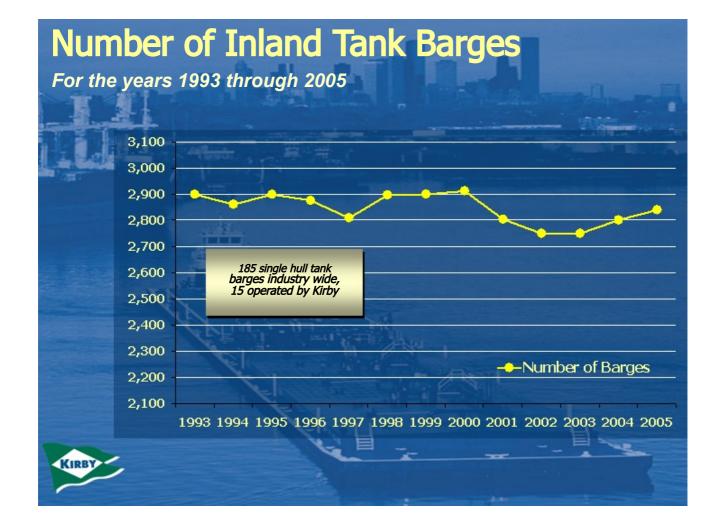
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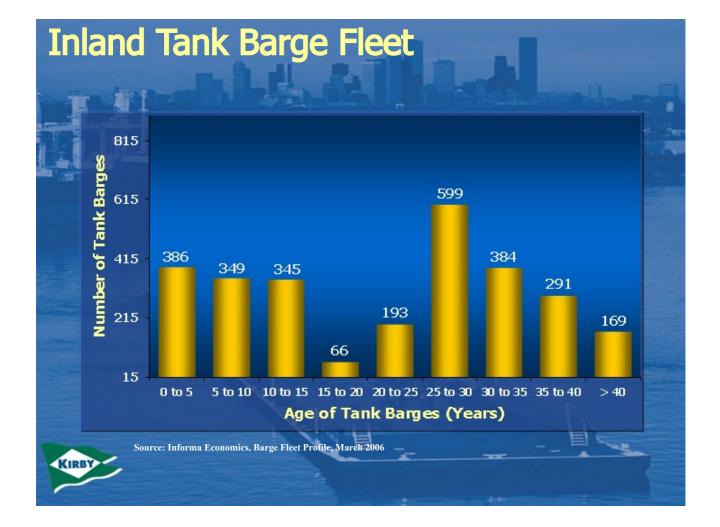
## **Industry Facts**

- Approximately 17,800 dry cargo barges, 2,800 liquid tank barges. Kirby is principally in the liquid cargo business.
- No competition from foreign companies due to a U.S. lawknown 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, andservice different geographic markets
- Inland waterway system plays a vital role in the U.S.economy
- Inland waterway system is an environmentally friendlymode of transportation

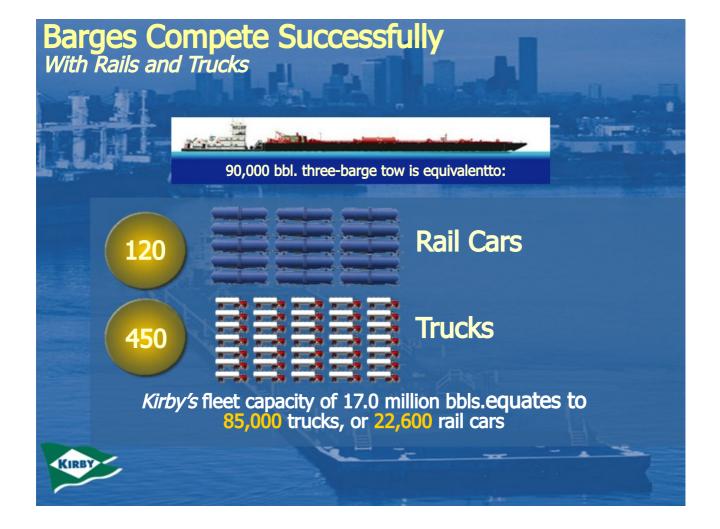


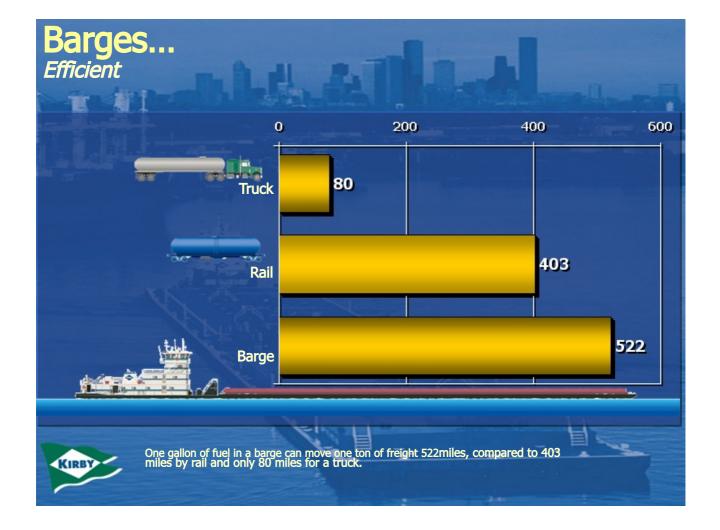
## Differences Between Liquid Tank Barges and Dry Cargo Barges 17,800 Barges **2,800 Barges** Liquid **Dry Cargo** Petrochemicals, Black oil products, Cargoes Grain, Coal, Aggregate, Steel Refined products Value of Cargo High Generally much lower Added value-safety, service and **Pricing Drivers** Availability availability **Volatility of Volumes** Low High Licensed Pilothouse, Licensed Crews Pilot house only Tankerman 195x35/1500 tons barge -**Cost of Barges** 195x35/1500 tons barge -\$450,000 \$1,300,000 Regulatory U.S. Coast Guard Inspected Not Inspected Requirements

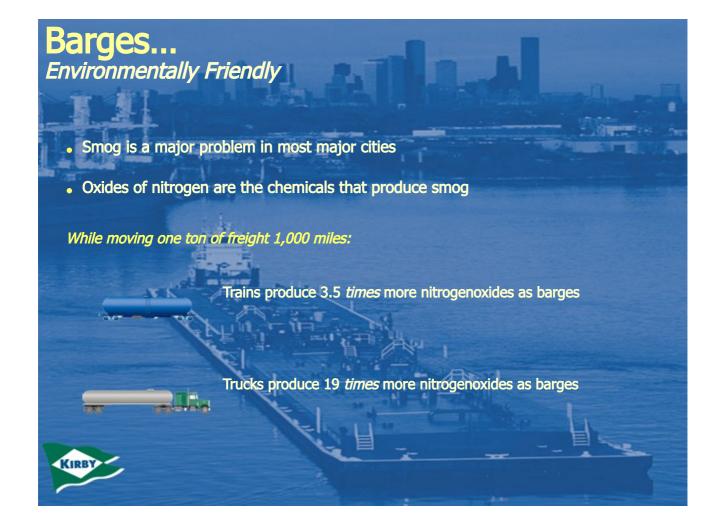


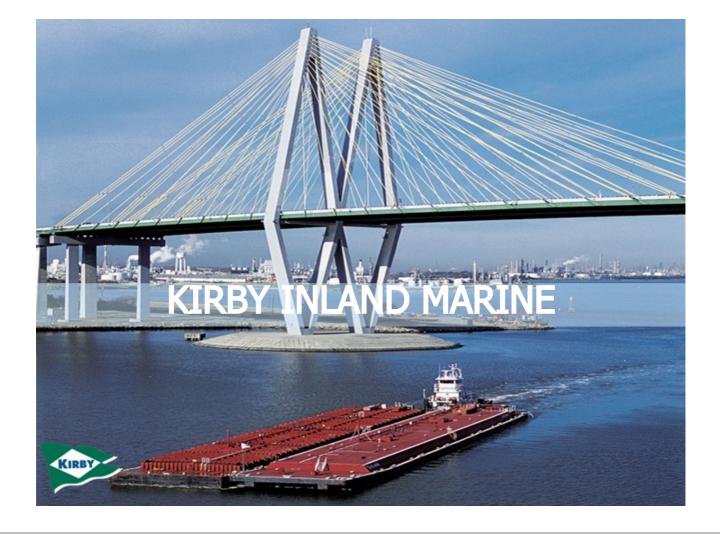




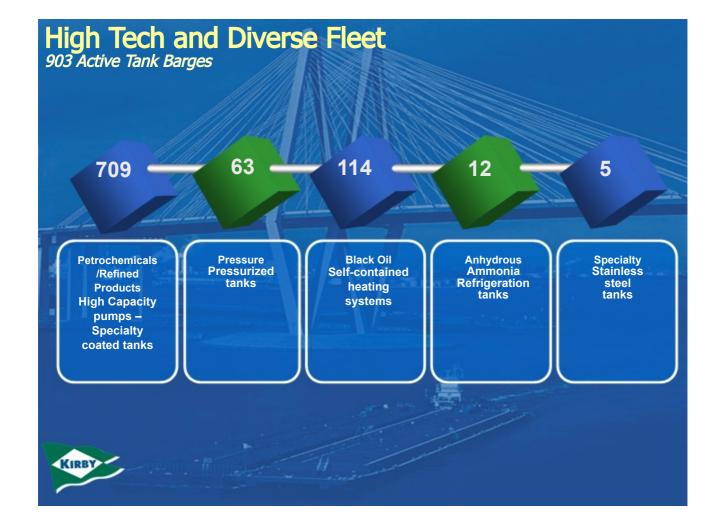












# Fleet Size and Diversity... Better Asset Utilization

- 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



# Kirby Outpaces the Competition Tank Barge Owners By Number of Tank Barges

		/// II V V VO
Shipper Owned	Tank Barges	Dry Cargo
Independent	Operated	Barges
Kirby Corporation	903	Operated
American Commercial Lines LLC	371	2,8
Marathon Oil Corporation	170	2,0
Canal Barge Company, Inc.	169	2
Ingram Barge Company	165	3,7
Florida Marine	91	3,,
Blessey Enterprises	86	
American River Transportation Co	82	2,0
Higman Barge Lines, Inc.	80	-/-
Cenac Towing Company, Inc.	72	
PPG Industries, Inc.	59	
Southern Towing Company	53	
Martin Midstream Partners	52	
Settoon Towing, LLC	49	
Magnolia Marine Transport Co	45	
LeBeouf Brothers Towing Co	44	
Olin Corporation	29	
John W. Stone Oil	28	
Buffalo Marine Service, Inc.	24	
Rhodia, Inc.	20	
ConocoPhillips Company	20	
River City Towing Services	19	
Houston Marine Services, Inc.	18	
Lyondell Chemical Company	17	

Shipper Owned	Tank Barges	Dry Cargo
Independent	Operated	Barges
		Operated
Dynegy Midstream Services	16	-
Dupont	16	-
Waxler Towing Company, Inc.	15	-
Horizon Maritime	15	-
Highland Towing	13	-
Devall Towing	12	-
Chem Carriers, Inc.	12	-
Plaquemine Towing Corp.	11	-
Golding Barge Lines, Inc.	9	-
Grifco	8	-
Westlake/GA&O Corporation	8	-
Merichem Company	7	-
Apex Towing	7	-
Republic of Texas	6	-
Hines Barge Line	6	
American Milling	5	11
Mon River Towing, Inc.	4	142
Reilly Industries	4	-
Memphis Barge Lines	4	-
Barge Management, Inc.	3	-
Cytec Industries	2	-
Jantran, Inc.	1	_
Other dry cargo carriers	-	8,768
TOTAL	2,850	17,789
	•	•

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
1	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	



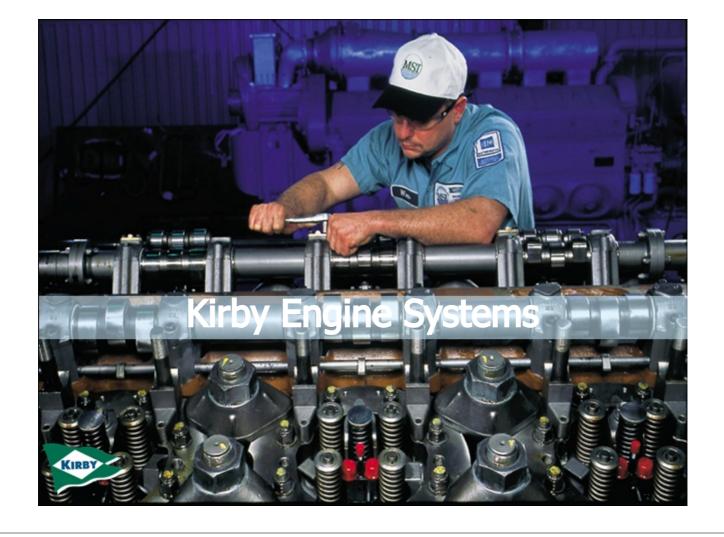
# Strong Emphasis on Safety... Safety Is Our Franchise To Operate



- **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







# 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)

  - Ingersoll-Rand
- **High-Speed** 
  - Caterpillar
  - Cummins
  - Detroit Diesel
  - John Deere
- **Transmissions/Reduction Gears** 
  - Allison
  - Falk
  - Twin-Disc



# Acquisitions and Internal Growth

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

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







# Market Conditions 2005 Year

- Record revenues, net earnings, earnings per share and EBITDA
- Petrochemical and black oil products markets remained strong
- Winter weather conditions in January and February. Favorable conditions in March, second quarter and fourth quarter
- Hurricanes Katrina and Rita negatively impacted the third quarter by an estimated \$.05 per share
- Contract rates up 4% to 6%. Spot market rates higher than contract and up 20% to 25% over 2004
- Diesel engine services strong service and direct parts sales, coupled with increased prices for both service and parts

## Market Conditions 2006 First Nine Months

- 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 29% when compared with 2005 first nine months
- Contract rates up 6% to 8%. Spot market rates higher than contract and up over 25% compared with 2005 first nine months
- 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

# 2006 Fourth Quarter and Year Outlook

- 2006 fourth quarter earnings per share guidance of \$.40 to \$.45, compared with \$.38 for 2005 fourth quarter
- Guidance based on:
  - Marine transportation operating fundamentals remain strong
  - Diesel engine services operating fundamentals remain strong
- 2006 year earnings per share guidance of \$1.74 to \$1.79, compared with \$1.33 for 2005

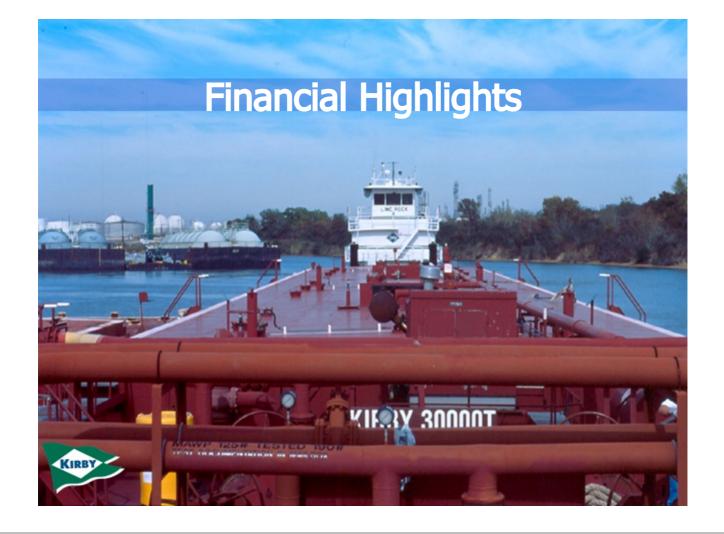


### **Future Growth Opportunities**

- 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 highspeed diesel engine services providers
  - Existing geographic foot print presents opportunities for expansion
  - Continue to develop exclusive parts distribution relationships





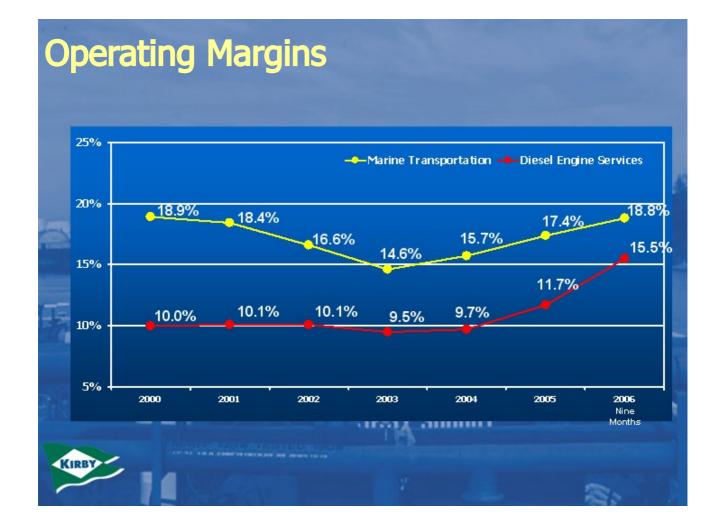


## For Year Ended December 31, 2005

1			Change From 2004		
Income Statement	2005	2004	\$	%	
Revenues: Marine Transportation	\$686.0M	\$588.8M	\$97.2M	17%	
Diesel Engine Services	109.7	86.5	23.2	27%	
Total Operating Income:	<u>\$795.7</u>	<u>\$675.3</u>	<u>\$120.4</u>	<u>18%</u>	
Marine Transportation Diesel Engine Services	\$119.3 12.9	\$ 92.5 8.4	\$ 26.8 4.5	29% 54%	
Corporate Expenses	(10.0) 122.2	(7.6) 93.3	(2.4) 28.9	<u>(32)%</u> 31%	
Other Income (Expense)	1.7	(.1)	1.8	1800%	
Interest Expense	<u>(12.8)</u>	<u>(13.3)</u>	<u>5</u>	<u>4%</u>	
Pre-tax Earnings	111.1	79.9	31.2	39%	
Taxes Net Earnings	<u>(42.3)</u> <u>\$ 68.8</u>	<u>(30.4)</u> <u>\$ 49.5</u>	<u>(11.9)</u> <u>\$ 19.3</u>	<u>(39)%</u> <u>39%</u>	
Earnings Per Share	\$ 1.33	\$ .98	\$ .35	36%	

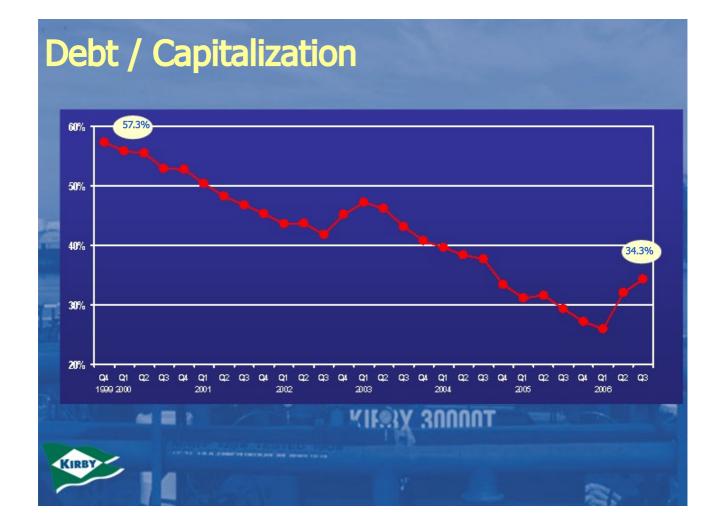
## For First Nine Months Ended September 30, 2006

	PARKET.	000 886	Change From 2005		
Income Statement	2006	2005	\$	%	
Revenues:	195	28	30%		
Marine Transportation	\$604.5M	\$500.2M	\$104.3M	21%	
Diesel Engine Services	128.3	82.2	46.1	<u>56%</u>	
Total	<u>\$732.8</u>	<u>\$582.4</u>	<u>\$150.4</u>	<u>26%</u>	
Operating Income:					
Marine Transportation	\$ 113.9	\$ 83.3	\$ 30.6	37%	
Diesel Engine Services	19.8	10.1	9.7	96%	
Corporate Expenses	<u>(9.0)</u>	<u>(6.2)</u>	<u>(2.8)</u>	<u>(45)%</u>	
	124.7	87.2	37.5	43%	
Other Income	1.3	1.1	.2	18%	
Interest Expense	<u>(10.5)</u>	<u>(9.3)</u>	_(1.2)	<u>(13)%</u>	
Pre-tax Earnings	115.5	79.0	36.5	46%	
Taxes	<u>(44.0)</u>	<u>(30.0)</u>	(14.0)	<u>(47)%</u>	
Net Earnings	<u>\$ 71.5</u>	<u>\$ 49.0</u>	<u>\$ 22.5</u>	46%	
Earnings Per Share	\$ 1.34	\$ .95	\$ .39	41%	



#### **EBITDA Per Share Growth** EBITDA Per Share From Continuing Operations Before Adjustments \$4.00 \$3.52 11.9% growth rate from 1994 - 2005 \$3,50 \$2,95 \$2,53 <sup>\$2,73</sup> \$3.00 \$2.65 \$2.50 \$2.00 \$1.47 \$1.59 \$1.70 \$2.00 \$1.50 \$1.26 \$1.00 \$0.50 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 See Appendix for reconciliation of GAAP net earnings to Non-GAAP EBITDA





## **Balance Sheet**

	09/30/06	12/31/05	Change
Assets			
Current Assets	\$ 249M	\$ 186M	\$ 63M
Property & Equipment	749	642	107
Goodwill	223	161	62
Other Assets	<u>48</u>	_37	11
Total Assets	<u>\$1,269M</u>	<u>\$1,026</u> M	<u>\$243</u> M
Liabilities & Equity			
Current Liabilities	\$ 156M	\$ 140M	\$ 16M
Total Debt	327	200	127
Other Liabilities	159	148	11
Stockholders' Equity	<u>627</u>	<u>538</u>	<u>89</u>
Total Liabilities & Equity	\$1,269M	<u>\$1,026</u> M	<u>\$243</u> M
Debt to Capitalization	34.3%	27.1%	

## **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
  - \$150 million of interest rate swaps





## 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







