# 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): September 8, 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)

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))

#### Item 7.01. Regulation FD Disclosure.

On September 8, 2006, Joseph H. Pyne, Kirby Corporation's President and Chief Executive Officer will present at the Morgan Keegan Equity Conference in Memphis, Tennessee. The presentation will be at 10:40 a.m. central time. A live 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 <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. Financial Statements and Exhibits.

#### (c) Exhibits

99.1 Kirby Corporation slide presentation dated September 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: September 8, 2006

Exhibit 99.1 Kirby Corporation slide presentation dated September 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 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.





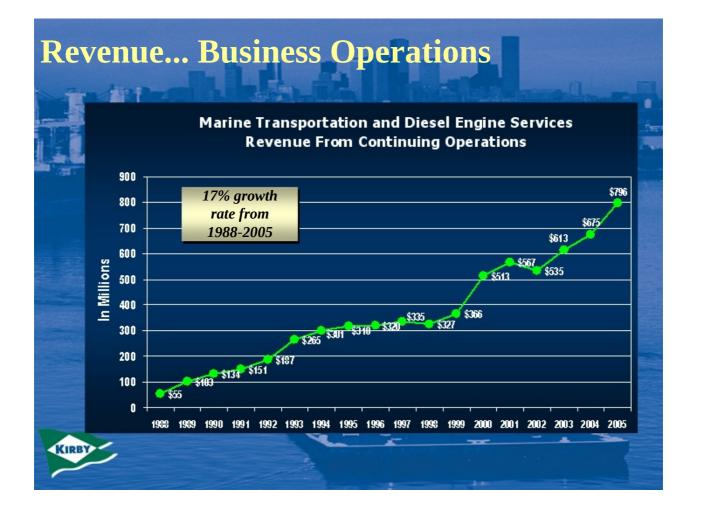
# NYSE: KEX Current Price (September 1, 2006) \$29.57 Number of Shares O/S 53.0M Market Capitalization \$1,567M Debt (June 30, 2006) \$285M Enterprise Value \$1,852M Employees 2,900

## **Kirby Facts**

- Largest inland tank barge operator
- Operates 897 barges and 240 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) No. of No. of **Tank** Tank Barges Date Description Date Barges Description 1999 Hollywood Marine, Inc. 1986 Alliance Marine 5 - Stellman 35 Alamo Inland Marine Co. 1989 - Alamo Barge Lines 1989 - Ellis Towing 53 **Brent Towing Company** - Arthur Smith 1991 International Barge Lines, Inc. 3 - Koch Ellis 1992 Sabine Towing & Transportation Co Mapco 2002 15 Cargo Carriers 1992 Ole Man River Towing, Inc. 2002 Coastal Towing, Inc. (barge 1992 Scott Chotin, Inc. management agreement for 54 South Texas Towing 2002 94 Dow/Union Carbide (transportation , Division of Ashland assets) 2003 64 SeaRiver Maritime (ExxonMobil) American Commercial Lines (black oil fleet) Capital Towing 2006 \* Towboats Only





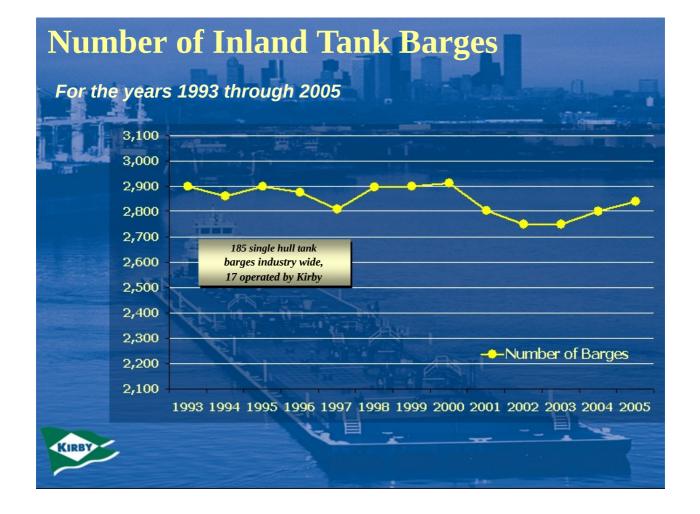


## **Industry Facts**

- 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. law known as the Jones Act
- Always a market to move product by barge on inland waterways
- 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

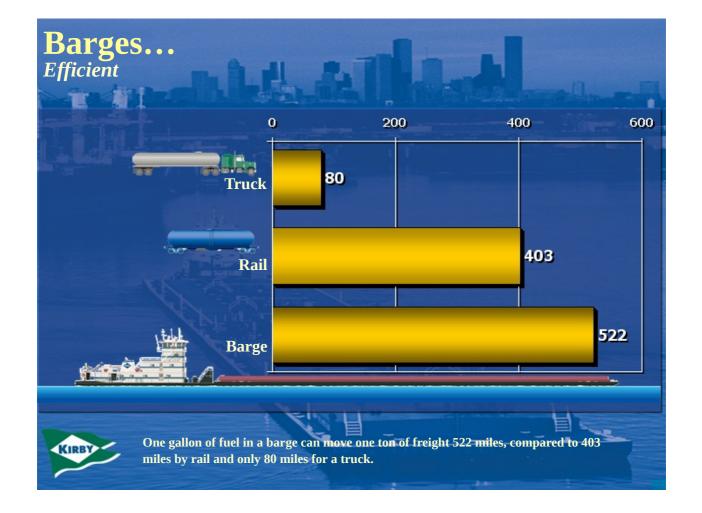


#### Differences Between Liquid Tank Barges and Dry Cargo Barges **2,800 Barges** 17,800 Barges **Dry Cargo** Liquid Petrochemicals, Black oil products, **Cargoes** Grain, Coal, Aggregate, Steel Refined products Generally much lower **Value of Cargo** High Added value-safety, service and **Pricing Drivers**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

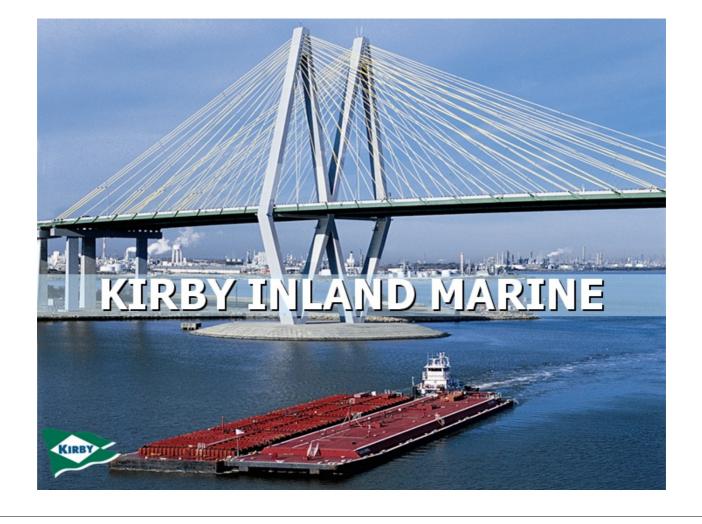
















# Fleet Size and Diversity... Better Asset Utilization

- 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

Shipper Owned Independent	Tank Barges Operated	Dry Cargo Barges Operated	-
Kirby Corporation	897	-	3
American Commercial Lines LLC	371	2,803	
Marathon Oil Corporation	170	_	÷
Canal Barge Company, Inc.	169	273	
Ingram Barge Company	165	3,716	
Florida Marine	91	-	
Blessey Enterprises	86	-	
American River Transportation	82	2,076	
Co			
Higman Barge Lines, Inc.	80	-	
Cenac Towing Company, Inc.	72	-	
PPG Industries, Inc.	<b>59</b>	-	7
Southern Towing Company	53	_	1
Martin Midstream Partners	52	-	
Settoon Towing, LLC	49	_	13
Magnolia Marine Transport Co	45	-	具
LeBeouf Brothers Towing Co	44	-	
Olin Corporation	29	-	÷
John W. Stone Oil	28	-	
Buffalo Marine Service, Inc.	24	-	
Rhodia, Inc.	20	-	
ConocoPhillips Company	20	-	1
River City Towing Services	19	-	E
Houston Marine Services, Inc.	18	-	-
Lyondell Chemical Company	17		

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Shipper Owned	Tank Barges	Dry Cargo
Independent	Operated	Barges
		Operated
Dynegy Midstream Services	16	- 11
Dupont	16	- (%)
Waxler Towing Company,	15	-
Inc.		18
Horizon Maritime	15	- 10
Highland Towing	13	- 48
Devall Towing	12	-
Chem Carriers, Inc.	12	-
Plaquemine Towing Corp.	11	- 1
Golding Barge Lines, Inc.	9	-
Grifco	8	-
Westlake/GA&O	8	-
Corporation		
Merichem Company	7	-
Apex Towing	7	- 1
Republic of Texas	6	-
Hines Barge Line	6	19
American Milling	5	11
Mon River Towing, Inc.	4	142
Reilly Industries	4	- 10
Memphis Barge Lines	4	-
Barge Management, Inc.	3	-
Cytec Industries	2	-
Jantran, Inc.	1	-
Other dry cargo carriers	_	8,768
TOTAL	2,844	17,789
		Total Control of the

#### End Uses of Products... Demand Drivers Revenue Distribution **Products Moved Products Drivers** 68% Petrochemicals and Benzene, Styrene, Housing, Consumer Goods, **Chemicals** Methanol, Acrylonitrile, Xylene, **Autos, Clothing** Caustic Soda, Butadiene, Propylene 20% **Black Oil Products** Residual Fuel, No. 6 Fuel Oil, **Road Construction, Feed** Coker Feedstock, Vacuum Gas Oil, Stock for Refineries and Fuel **Asphalt** for Power Plants and Ships **Refined Products** Gasoline, Jet Fuel, Diesel Fuel, Vehicle Usage, Air Travel, Naphtha Weather Agricultural Anhydrous Ammonia, Nitrogen-Corn, Cotton and Chemicals based Liquid Fertilizer, Industrial **Wheat Production Ammonia**







# Medium-Speed Diesel Engine Services Market



- Marine (60%)
  - \_ Inland River Carriers Dry and Liquid
  - Offshore Towing Dry and Liquid
  - Offshore Oilfield Services Drilling Rigs & Supply Boats
  - Harbor Towing
  - \_ Dredging
  - **Great Lakes Ore Carriers**
- Power Generation, Nuclear and Industrial (25%)
  - Standby Power Generation
  - Pumping Stations
  - \_ Industrial Reduction Gears
- . Railroad (15%)
  - \_ Passenger (Transit Systems)
  - \_ Class II
  - Shortline and Industrial

# Expansion into High-Speed Diesel Engine Services Market

- Acquisition of Global Power Holding Company and Marine Engine Specialists
- High-Speed Diesel Engine Services Market Focus
  - Offshore oil services companies
  - Inland waterway carriers
  - Offshore towing companies
- Full Service Marine Dealerships for
  - \_ Caterpillar
  - \_ Cummins
  - Detroit Diesel
  - John Deere

- Allison transmissions
- Twin-Disc transmissions

Oil and gas drilling companies

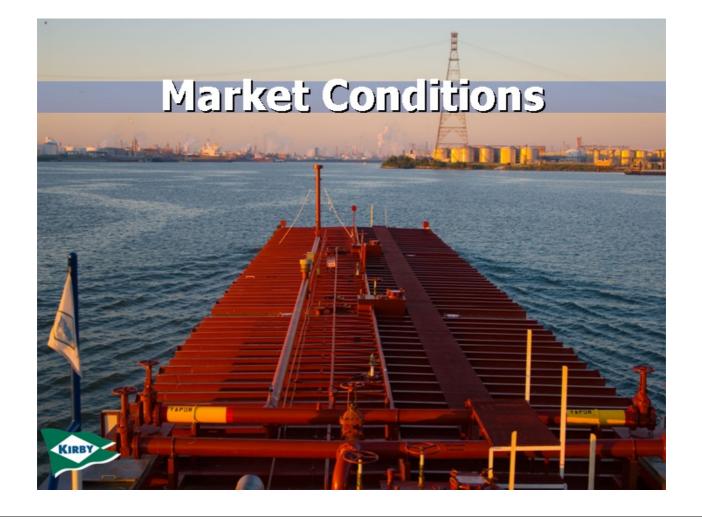
Land drilling – expansion opportunity

- Gardner Denver pumps
- High-Speed Diesel Engine Services Market
  - - Power for generators and pumps









## 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 Six Months

- Record revenues, net earnings, earnings per share and EBITDA
- Petrochemical and black oil products markets remained strong
- Favorable weather conditions positively impacted financial results, with delay days down 24% when compared with 2005 first six months
- Contract rates up 5% to 7%. Spot market rates higher than contract and up over 25% compared with 2005 first six months
- Diesel engine services strong service and direct parts sales in the majority of its markets



## 2006 Third Quarter and Year Outlook

- 2006 third quarter earnings per share guidance of \$.42 to \$.47, compared with \$.34 for 2005 third quarter, which included an estimated \$.05 per share negative impact for Hurricanes Katrina and Rita
- Guidance based on:
  - Marine transportation operating fundamentals remain strong
  - Diesel engine services operating fundamentals remain strong, with some seasonal summer slowdown anticipated
- 2006 year earnings per share guidance of \$1.69 to \$1.79, compared with \$1.33 for 2005. Guidance includes \$.02 to \$.04 per share from Global acquisition



#### **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







### For Year Ended December 31, 2005

$\mathbb{N}_{+}$	en egener	1010	Change From 2004		
Income Statement	2005	2004	\$	%	
Revenues: Marine Transportation Diesel Engine Services Total Operating Income: Marine Transportation Diesel Engine Services Corporate Expenses	\$686.0M 109.7 \$795.7 \$119.3 12.9 (10.0) 122.2	\$588.8M <u>86.5</u> \$675.3 \$ 92.5 8.4 <u>(7.6)</u> 93.3	\$97.2M <u>23.2</u> \$120.4 \$ 26.8 4.5 <u>(2.4)</u> 28.9	17% 27% 18% 29% 54% (32)% 31%	
Other Income (Expense) Interest Expense Pre-tax Earnings Taxes Net Earnings	1.7 <u>(12.8)</u> 111.1 <u>(42.3)</u> <u>\$ 68.8</u>	(.1) <u>(13.3)</u> 79.9 <u>(30.4)</u> <u>\$ 49.5</u>	1.8 5 31.2 (11.9) \$_19.3	1800% <u>4%</u> 39% (39)% <u>39%</u>	
Earnings Per Share	\$ 1.33	\$ .98	\$ .35	36%	



# For First Six Months Ended June 30, 2006

			Change F	rom 2005
Income Statement	2006	2005	\$	%
Revenues: Marine Transportation Diesel Engine Services	\$393.5M _74.7	\$328.0M 55.7	\$ 65.5M 19.0	20% 34%
Total  Operating Income:	\$468.2	\$383.7	\$ 84.5	22%
Marine Transportation Diesel Engine Services Corporate Expenses	\$ 72.9 11.6 _(5.8) 78.7	\$ 54.6 6.9 <u>(4.2)</u> 57.3	\$ 18.3 4.7 <u>(1.6)</u> 21.4	34% 68% <u>(38)%</u> 37%
Other Income	1.5	.2	1.3	650%
Interest Expense Pre-tax Earnings	<u>(6.0)</u> 74.2	<u>(6.3)</u> 51.2	<u>.3</u> 23.0	<u>5%</u> 45%
Taxes Net Earnings	<u>(28.3)</u> \$ 45.9	<u>(19.5)</u> \$ 31.7	<u>(8.8)</u> \$ 14.2	<u>(45)%</u> <u>45%</u>
Earnings Per Share	\$ .86	\$ .62	\$ .24	39%









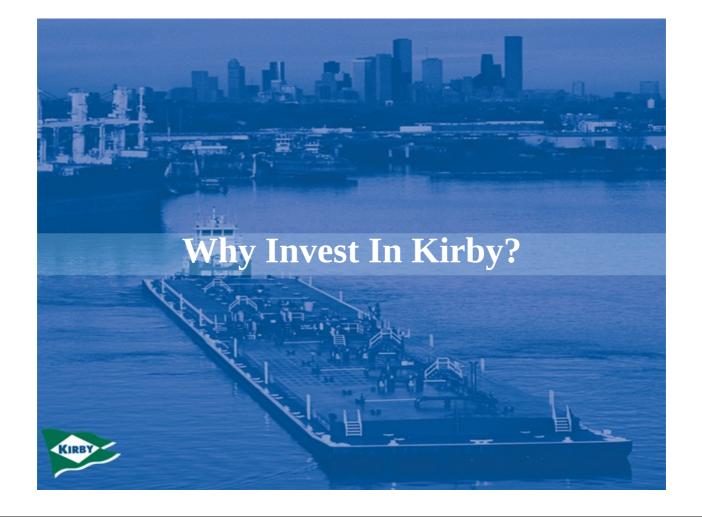
## **Balance Sheet**

	06/30/06	12/31/05	Change
Assets			
Current Assets	\$ 237M	\$ 186M	\$ 51M
Property & Equipment	704	642	62
Goodwill	221	161	60
Other Assets	<u>46</u>	_37	9
Total Assets	<u>\$1,208M</u>	<u>\$1,026</u> M	<u>\$182</u> M
Liabilities & Equity			
Current Liabilities	\$ 155M	\$ 140M	\$ 15M
Total Debt	285	200	85
Other Liabilities	162	148	14
Stockholders' Equity	<u>606</u>	<u>538</u>	<u>68</u>
Total Liabilities & Equity	\$1,208M	<u>\$1,026</u> M	<u>\$182</u> M
Debt to Capitalization	32.0%	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

