

## KIRBY CORPORATION

### MARINE TRANSPORTATION PERFORMANCE MEASUREMENTS

	2004	2005	2006	2007	2008	2009	2010				2011					
	<u>Year</u>	<u>Year</u>	<u>Year</u>	<u>Year</u>	<u>Year</u>	<u>Year</u>	<u>1<sup>st</sup> Q</u>	<u>2<sup>nd</sup> Q</u>	<u>3<sup>rd</sup> Q</u>	<u>4<sup>th</sup> Q</u>	<u>Year</u>	<u>1<sup>st</sup> Q</u>	<u>2<sup>nd</sup> Q</u>	<u>3<sup>rd</sup> Q</u>	<u>4<sup>th</sup> Q</u>	<u>Year</u>
<b>Inland Performance Measurements:</b>																
Ton miles (in millions) <sup>(1)</sup>	16,232	16,141	15,649	16,716	14,267	11,977	3,058	3,336	3,246	3,317	12,957	3,229	3,241	3,552	3,392	13,414
Revenues/Ton mile (cents/tm) <sup>(2)</sup>	3.6	4.3	4.9	5.3	7.3	7.1	7.0	6.7	6.9	6.7	6.8	7.2	7.9	7.6	7.7	7.6
Towboats operated <sup>(3)</sup>	235	242	241	253	256	220	224	221	217	220	221	230	247	244	239	240
Delays days <sup>(4)</sup>	8,392	9,022	7,489	8,157	8,267	5,201	1,822	1,446	1,006	1,498	5,772	1,981	1,964	1,111	1,721	6,777

<sup>(1)</sup> Ton miles indicate fleet productivity by measuring the distance (in miles) a loaded inland tank barge is moved. Example: A typical 30,000 barrel inland tank barge loaded with 3,300 tons of liquid cargo is moved 100 miles, thus generating 330,000 ton miles.

<sup>(2)</sup> Inland marine transportation revenues divided by ton miles. Example: 4<sup>th</sup> quarter 2011 inland marine revenues of \$261,029,000 divided by 3,392,000,000 ton miles = 7.7 cents.

<sup>(3)</sup> Towboats operated is the average number of owned and chartered inland towboats operated during the period.

<sup>(4)</sup> Delay days measures the lost time incurred by an inland tow (inland towboat and one or more inland tank barges) during transit. The measure includes transit delays caused by weather, lock congestion and other navigational factors.