

## KIRBY CORPORATION

### MARINE TRANSPORTATION PERFORMANCE MEASUREMENTS

	2002	2003	2004	2005				2006				2007						
	<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>	<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>
Ton miles (in millions) <sup>(1)</sup>	13,377	15,582	16,232	3,738	4,135	4,027	4,241	16,141	3,795	4,096	4,045	3,713	15,649	3,777	4,380	4,353	4,206	16,716
Revenues/Ton mile (cents/tm) <sup>(2)</sup>	3.4	3.4	3.6	4.2	4.1	4.3	4.4	4.3	5.0	4.7	5.0	5.2	4.9	5.3	5.0	5.3	5.7	5.3
Towboats operated <sup>(3)</sup>	201	225	235	239	241	243	242	242	239	241	242	243	241	248	252	255	258	253
Delays days <sup>(4)</sup>	5,974	6,462	8,392	3,289	1,790	2,080	1,863	9,022	2,471	1,378	1,200	2,440	7,489	2,600	1,802	1,444	2,311	8,157

<sup>(1)</sup> Ton miles indicate fleet productivity by measuring the distance (in miles) a loaded tank barge is moved. Example: A typical 30,000 barrel 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 2007 inland marine revenues of \$239,880,000 divided by 4,206,000,000 ton miles = 5.7 cents.

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

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