Core-Mark Holding Company, Inc. Form DEF 14A April 28, 2008

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# UNITED STATES

# SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

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Schedule 14A Information				
	Proxy Statement Pursuant to Section 14(a) of the Securities Exchange Act of 193			
File	ed by the Registrant x			
File	ed by a party other than the Registrant "			
Che	eck the appropriate box:			
  x 	Preliminary Proxy Statement Confidential, for Use of the Commission Only (as permitted by Rule 14a-6(e)(2)) Definitive Proxy Statement Definitive Additional Materials Soliciting Material Pursuant to Section 240.14a-11(c) or Section 240.14a-12			
	Core-Mark Holding Company, Inc.			
	(Name of Registrant as Specified In Its Charter)			
	(Name of Person(s) Filing Proxy Statement, if other than the Registrant)			
Pay	ment of Filing Fee (Check the appropriate box):			
X	No fee required			
	Fee computed on table below per Exchange Act Rules 14a-6(i)(1) and 0-11			
	(1) Title of each class of securities to which transaction applies:			

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(2)	Aggregate number of securities to which transaction applies:
(3)	Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (set forth the amount on whi
(3)	the filing fee is calculated and state how it was determined):
(4)	Proposed maximum aggregate value of transaction:
(5)	Total fee paid:
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Fee j	paid previously with preliminary materials.
Cheo was	ck box if any part of the fee is offset as provided by Exchange Act Rule 0-11(a)(2) and identify the filing for which the offsetting fee paid previously. Identify the previous filing by registration statement number, or the Form or Schedule and the date of its filing.
(1)	Amount Previously Paid:
(2)	Form, Schedule or Registration Statement No.
(-)	,
(3)	Filing Party:

(4)	Date Filed:			

## Core-Mark Holding Company, Inc.

395 Oyster Point Blvd., Suite 415

South San Francisco, California 94080

www.core-mark.com

April 28, 2008

## Dear Fellow Stockholders:

You are cordially invited to attend the 2008 Annual Meeting of Stockholders of Core-Mark Holding Company, Inc. (Core-Mark) to be held at 2:00 p.m. PDT on Tuesday, June 3, 2008 at the Hyatt Regency San Francisco Airport Hotel, 1333 Bayshore Highway, Burlingame, California 94010. You will find directions to the meeting on the back cover of the accompanying Proxy Statement.

The notice of meeting and Proxy Statement describe the matters to be acted upon at the meeting. We will also report on matters of interest to Core-Mark stockholders.

Your vote is important. Whether or not you plan to attend the Annual Meeting in person, we encourage you to vote so that your shares will be represented and voted at the meeting. You may vote by proxy by completing and mailing the enclosed proxy card in the return envelope provided. If you do not vote by mail, you still may attend the Annual Meeting and vote in person.

Thank you for your continued support of Core-Mark.

Sincerely,

/s/ Randolph I. Thornton Randolph I. Thornton Director and Chairman of the Board /s/ J. Michael Walsh J. Michael Walsh President and Chief Executive Officer

#### NOTICE OF ANNUAL MEETING OF STOCKHOLDERS

Core-Mark Holding Company, Inc.

395 Oyster Point Blvd., Suite 415

South San Francisco, California 94080

April 28, 2008

The 2008 Annual Meeting of Stockholders of Core-Mark Holding Company, Inc. (Core-Mark) will be held as follows:

DATE: Tuesday, June 3, 2008

TIME: 2:00 p.m. PDT

LOCATION: Hyatt Regency San Francisco Airport Hotel

1333 Bayshore Highway

Burlingame, CA 94010

PURPOSE: To consider and act upon the following proposals:

- 1. The election of directors;
- 2. The ratification of the selection of the independent registered public accounting firm; and
- 3. Such other business as may properly come before the meeting.

Shares represented by properly executed proxies that are hereby solicited by the Board of Directors of Core-Mark will be voted in accordance with the instructions specified therein. Shares represented by proxies that are not limited to the contrary will be voted in favor of the election as directors of the persons nominated in the accompanying Proxy Statement and in favor of Proposal 2.

Stockholders of record at the close of business on April 7, 2008 will be entitled to vote at the meeting.

By order of the Board of Directors,

/s/ Gregory Antholzner

Gregory Antholzner

Vice President Finance, Treasurer and Assistant Secretary

It is important that your shares be represented and voted,

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whether or not you plan to attend the meeting.

# YOU CAN VOTE BY PROXY:

# 1. **BY MAIL**:

Promptly return your signed and dated proxy/voting instruction card in the enclosed envelope.

# 2. <u>IN PERSON</u>:

You may attend the Annual Meeting and vote in person.

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#### PROXY STATEMENT

#### 2008 ANNUAL MEETING OF STOCKHOLDERS

Tuesday, June 3, 2008

## CORE-MARK HOLDING COMPANY, INC.

395 Oyster Point Blvd., Suite 415

South San Francisco, California 94080

#### **GENERAL INFORMATION**

#### **Proxy Solicitation**

These proxy materials are being mailed or otherwise sent to stockholders of Core-Mark Holding Company, Inc. (Core-Mark or the Company) on or about April 28, 2008 in connection with the solicitation of proxies by the Board of Directors for Core-Mark s Annual Meeting of Stockholders to be held at 2:00 p.m. PDT on Tuesday, June 3, 2008 at the Hyatt Regency San Francisco Airport Hotel, 1333 Bayshore Highway, Burlingame, California 94010. Directors, officers and other Core-Mark employees also may solicit proxies by telephone or otherwise. Brokers and other nominees will be requested to solicit proxies or authorizations from beneficial owners and will be reimbursed by Core-Mark for their reasonable expenses.

## Stockholders Entitled to Vote

Stockholders of record at the close of business on April 7, 2008 are entitled to notice of and to vote at the meeting. As of such date, there were 10,535,767 shares of Core-Mark common stock outstanding, each entitled to one vote.

#### How to Vote

Shareowners of record described below may cast their votes by proxy by:

- (1) signing, completing and returning the enclosed proxy card in the enclosed postage-paid envelope; or
- (2) attending the Annual Meeting and voting in person.

#### **Revocation of Proxies**

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A proxy may be revoked at any time before it is voted by delivering written notice of revocation to the Director of Investor Relations of Core-Mark at the address set forth above, by delivering a proxy bearing a later date or by voting in person at the meeting.

# **Quorum-Required Vote**

The holders of a majority of the shares entitled to vote at the meeting must be present in person or represented by proxy to constitute a quorum. Abstentions and shares that brokers do not have the discretionary authority to vote on a matter in the absence of timely instructions from the beneficial owners (broker non-votes) are treated as present for the purposes of determining a quorum.

Directors are elected by a plurality of the votes of shares present in person or represented by proxy at the meeting and entitled to vote. Abstentions and broker non-votes will not be counted as votes cast and, accordingly, will have no effect on the outcome of the vote.

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Ratification of the selection of our independent registered public accounting firm (Proposal 2) requires the affirmative vote of a majority of the shares present in person or represented by proxy at the meeting and entitled to vote. Under Delaware law, in determining whether Proposal 2 has received the requisite number of affirmative votes, abstentions are treated as shares present or represented and entitled to vote, so abstaining has the same effect as a negative vote. Broker non-votes on Proposal 2 are not counted or deemed present or represented for purposes of determining whether stockholders have approved that proposal.

## **Other Matters**

The Board of Directors is not aware of any matters to be presented at the meeting other than those set forth in the accompanying notice. If any other matters properly come before the meeting, the persons named in the proxy will vote on such matters in accordance with their best judgment.

#### **Additional Information**

Additional information regarding the Company appears in our Annual Report on Form 10-K for the year ended December 31, 2007, which accompanies this Proxy Statement.

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#### OWNERSHIP OF CORE-MARK COMMON STOCK

## Securities Owned by Certain Beneficial Owners

The following table sets forth certain information as of April 7, 2008 regarding the beneficial ownership of shares of our common stock by: (i) each person or entity known to us to be the beneficial owner of more than 5% of our common stock; (ii) each of our named executive officers; (iii) each member of our board of directors; and (iv) all members of our board of directors and executive officers as a group.

Except as otherwise noted below, each of the following individual s address of record is c/o Core-Mark Holding Company, Inc., 395 Oyster Point Boulevard, Suite #415, South San Francisco, California 94080.

Beneficial ownership is determined in accordance with the rules of the U.S. Securities and Exchange Commission (SEC). In computing the number of shares beneficially owned by a person and the percentage ownership of that person, shares of common stock issuable upon the exercise of stock options or warrants or the conversion of other securities held by that person that are currently exercisable or convertible, or are exercisable or convertible within 60 days of April 7, 2008, are deemed to be issued and outstanding. These shares, however, are not deemed outstanding for the purposes of computing percentage ownership of each other stockholder.

	Securities Beneficially Owned		
	Shares of Common	Percentage of Common	
Name and Address of Beneficial Owner	Stock Beneficially Owned	Stock Outstanding	
Principal Securityholders:			
Third Point, LLC <sup>[1]</sup>	1,064,200	10.1%	
Giovine Capital Group, LLC <sup>[2]</sup>	910,171	8.6%	
Loeb Partners Corp. <sup>[3]</sup>	775,944	7.4%	
Wynnefield Capital Management, LLC <sup>[4]</sup>	761,972	7.2%	
Post Confirmation Trust of Fleming Companies, Inc. <sup>[5]</sup>	618,626	5.9%	
Barclays Global Investors, N.A. <sup>[6]</sup>	562,243	5.3%	
Directors and Named Executive Officers:			
J. Michael Walsh <sup>[7]</sup>	134,898	1.3%	
Stacy Loretz-Congdon <sup>[7]</sup>	16,628	*	
Basil P. Prokop <sup>[7]</sup>	93,891	*	
Christopher Walsh <sup>[7]</sup>	79,167	*	
Thomas B. Perkins <sup>[7]</sup>	61,111	*	
Robert A. Allen <sup>[8]</sup>	7,500	*	
Stuart W. Booth <sup>[8]</sup>	6,874	*	
Gary F. Colter <sup>[8]</sup>	7,500	*	
L. William Krause <sup>[8]</sup>	6,874	*	
Harvey L. Tepner <sup>[8]</sup>	7,500	*	
Randolph I. Thornton <sup>[8]</sup>	7,500	*	
All directors and executive officers as a group (15 persons)	508,821	4.6%	

<sup>\*</sup> Represents beneficial ownership of less than 1%.

<sup>[1]</sup> The address of Third Point LLC is 390 Park Avenue, 18th Floor, New York, New York 10022. Shares represent the shared voting and disposition power of Third Point LLC, Third Point Offshore Fund, Ltd. and Mr. Daniel Loeb. Share amounts listed are derived from Third Point LLC s Schedule 13G/A filing with the SEC on February 13, 2008.

<sup>[2]</sup> The address of Giovine Capital Group, LLC is 1333 2nd Street, Suite 650, Santa Monica, California 90401. Giovine Capital Group LLC serves as investment adviser and management company to several investment funds and managed accounts with respect to shares directly owned by the funds and possesses shared voting and disposition power. Mr. Thomas A. Giovine serves as managing member of Giovine Capital Group and may be deemed to beneficially own the shares. Share amounts listed are derived from Giovine Capital Group, LLC s Schedule 13F filing with the SEC on February 14, 2008.

<sup>[3]</sup> The address of Loeb Partners Corporation is 61 Broadway, New York, New York. 10006. Shares represent those held by Loeb Partners Corporation, Loeb Arbitrage Fund, Loeb Offshore Fund Ltd., Loeb Marathon Fund LP, Loeb Marathon Offshore Fund, Ltd., Loeb Arbitrage B Fund LP and Loeb Offshore B Fund Ltd. Share amounts listed are derived from Loeb Partners Corporation s Schedule 13D filing with the SEC on March 11, 2008.

- [4] The address of Wynnefield Capital Management, LLC is 450 Seventh Avenue, Suite 509, New York, New York 10123. Shares represent those owned by Wynnefield Partners Small Cap Value, L.P., Wynnefield Small Cap Value Offshore Fund, Ltd., Wynnefield Partners Small Cap Value, L.P. I, Wynnefield Capital, Inc. Profit Sharing Plan, Wynnefield Capital Management, LLC and Wynnefield Capital, Inc., Mr. Nelson Obus and Mr. Joshua Landes exercise voting and investment control over such shares and may be deemed to beneficially own the shares. Share amounts listed are derived from Wynnefield Partners Small Cap Value, L.P. s Schedule 13D/A filing with the SEC on March 26, 2008.
- [5] The address of Post Confirmation Trust of Fleming Companies, Inc. (the PCT) is P.O Box 1297, Oklahoma City, OK. 73101. Pursuant to Core-Mark s emergence from bankruptcy in August 2004, the company issued an aggregate of 9,800,000 shares of its common stock to the PCT in exchange for the stock of Core-Mark International, Inc. and its subsidiaries. According to the Company s stock records, the PCT has distributed 9,181,374 shares of our common stock to certain of Fleming Companies, Inc. creditors and continues to hold 618,626 shares that are subject to future distribution to Fleming s creditors as claims are resolved.
- [6] The address of Barclays Global Investors, N.A. is 45 Fremont Street, San Francisco, California 94105. Shares represent those held by Barclays Global Investors, N.A. and Barclays Global Fund Advisors. Share amounts listed are derived from Barclays Global Investors, N.A. s Schedule 13G filed with the SEC on February 5, 2008.
- [7] Includes beneficial ownership of aggregate options and restricted stock units held by such individual and exercisable within 60 days of April 7, 2008 into the following amount of shares: Mr. J.M. Walsh 100,000, Ms. Loretz-Congdon 11,737, Mr. Prokop 91,667, Mr. C. Walsh 79,167, Mr. Perkins 61,111.
- [8] Share amounts represent beneficial ownership of aggregate options held by such individual and exercisable within 60 days of April 7, 2008.

#### Section 16(a) Beneficial Ownership Reporting Compliance

Section 16(a) of the Securities Exchange Act of 1934 requires Core-Mark s directors, executive officers and beneficial owners of more than 10% of Core-Mark s equity securities (10% Owners) to file initial reports of their ownership of Core-Mark s equity securities and reports of changes in such ownership with the SEC. Directors, executive officers and 10% Owners are required by SEC regulations to furnish Core-Mark with copies of all Section 16(a) forms they file. Based solely on a review of copies of such forms and written representations from Core-Mark s directors, executive officers and 10% Owners, Core-Mark believes that for fiscal year 2007, all of its directors, executive officers and 10% Owners were in compliance with the disclosure requirements of Section 16(a), except that Core-Mark believes that the PCT is currently out of compliance because it is aware of 1,647,838 additional shares having been distributed since the PCT s most recent filing of a Form 4 with the SEC on January 11, 2006. Based on reports from its transfer agent, as of April 7, 2008 Core-Mark believes the PCT holds approximately 618,626 shares of Core-Mark common stock.

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#### PROPOSAL 1. ELECTION OF DIRECTORS

The current Board of Directors is made up of seven directors, each of whose term expires at the 2008 Annual Meeting. The following directors have been nominated for re-election to serve for a term of one year until the 2009 Annual Meeting and until their successors have been duly elected and qualified:

Robert A. Allen

Stuart W. Booth

Gary F. Colter

L. William Krause

Harvey L. Tepner

Randolph I. Thornton

J. Michael Walsh

All of the nominees for election have consented to being named in this Proxy Statement and to serve if elected. Presented below is biographical information for each of the nominees.

The Board of Directors recommends that stockholders vote FOR the election of Messrs. Allen, Booth, Colter, Krause, Tepner, Thornton and Walsh.

## NOMINEES FOR DIRECTOR

Robert A. Allen, 58, has served as a Director of Core-Mark since August 2004. Mr. Allen was Acting Chief Operating Officer of the Fleming Companies, Inc. from March 2003 to April 2003. From 1998 to 2003, Mr. Allen served as the President and Chief Executive Officer of Core-Mark International, Inc. and President and Chief Operating Officer of Core-Mark International, Inc. from 1996 to 1998. Mr. Allen received a Bachelor of Arts degree from the University of California at Berkeley.

Stuart W. Booth, 57, has served as a Director of Core-Mark since August 2005. Mr. Booth has been employed by Central Garden & Pet Company, a publicly-traded marketer and producer of pet and lawn and garden supplies, since 2002, and is currently its Executive Vice President, Chief Financial Officer and Secretary. During 2001, Mr. Booth served as the Chief Financial Officer of RespondTV, Inc., an interactive television infrastructure and services company. From 1998 to 2000, Mr. Booth was Principal Vice President and Treasurer of Bechtel Group, Inc., an engineering, construction and project management firm. From 1975 to 1998, Mr. Booth served in various financial positions at Pacific Gas & Electric Company and related entities, including as principal financial officer for financial operations, acquisitions and divestitures at PG&E Enterprises. Mr. Booth received a Bachelor of Arts degree in economics from California State University, Chico, and a Masters of Business Administration degree from California State University, San Francisco.

Gary F. Colter, 62, has served as a Director of Core-Mark since August 2004. Mr. Colter has been employed principally by CRS Inc., a corporate restructuring and strategy management consulting company since 2002 and currently serves as its President. Prior to that time, Mr. Colter was employed by KPMG, serving as: Vice Chairman of KPMG Canada from 2001 to 2002; Managing Partner Global Financial Advisory Services and Member International Executive Team of KPMG International from 1998 to 2000; Vice Chairman Financial Advisory Services, Chairman and Chief Executive Officer of KPMG Inc. and on the Management Committee of KPMG Canada from 1989 to 1998; and Partner of KPMG Canada and its predecessor, Peat Marwick, from 1975 to 2002. Mr. Colter is a member of the board of directors of Canadian Imperial Bank of Commerce and Owens-Illinois, Inc., and is a Director of PSPIB Destiny, Inc., successor to Retirement Residences Real Estate Investment Trust, which ceased to be a public company in 2007. In addition, Mr. Colter serves as the chair of the audit committee and is a member of the governance committees for all three companies. Mr. Colter received a Bachelor of Arts degree in business administration from the Ivey Business School of the University of Western Ontario. Mr. Colter is a fellow chartered accountant (FCA).

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L. William Krause, 65, has served as a Director of Core-Mark since August 2005. Mr. Krause presently serves as President of LWK Ventures, a private investment firm, a position he has held since 1991. Mr. Krause served as Chairman of the Board of Caspian Networks, Inc., a high performance networking systems provider, from April 2002 to September 2006 and as CEO from April 2002 until June 2004. From September 2001 to February 2002, Mr. Krause was Chairman and Chief Executive Officer of Exodus Communications, Inc., which he guided through Chapter 11 Bankruptcy to a sale of assets. He also served as President and Chief Executive Officer of 3Com Corporation, a global data networking company, from 1981 to 1990, and as its Chairman from 1987 to 1993 when he retired. Presently, Mr. Krause serves on the board of directors of Brocade Communications Systems, Inc., Packeteer, Inc., Sybase, Inc., and TriZetto Group. Mr. Krause received a Bachelor of Science degree in electrical engineering from The Citadel.

Harvey L. Tepner, 51, has served as a Director of Core-Mark since August 2004 and is on the board of the Post Confirmation Trust of the Fleming Companies. Mr. Tepner is a Principal of WL Ross & Co. LLC, a private equity and alternative investment fund manager, having joined WL Ross in February 2008. From 2002 to 2008, Mr. Tepner was a Partner at Compass Advisers, LLP in charge of its investment banking restructuring practice. Prior to that time, Mr. Tepner was a Managing Director of Loeb Partners Corporation from 1995 to 2002, and prior to Loeb, Mr. Tepner worked as an officer in the corporate finance departments of Dillon, Read & Co. Inc. and Rothschild Inc. Mr. Tepner is a Chartered Accountant (Canada) and previously worked for Price Waterhouse in Canada. Mr. Tepner received a Bachelor of Arts degree from Carleton University and a Masters of Business Administration degree from Cornell University.

Randolph I. Thornton, 62, has served as a Director and Chairman of the Board of Directors of Core-Mark since August 2004 and also serves as a member of the board of directors of the Post Confirmation Trust of the Fleming Companies. Mr. Thornton has served as the President and Chief Executive Officer of Comdisco Holding Company, Inc. since August 2004. From May 1970 to February 2004, Mr. Thornton was employed by Citigroup, Inc., most recently serving as a managing director until his retirement from Citigroup, Inc. in February 2004. Mr. Thornton is a member of the board of directors of Comdisco Holding Company, Inc. In addition, Mr. Thornton was a member of the board of directors of Edison Brothers Stores, Inc. from 1997 to 2000 and served as the chair of its audit committee during that time. Mr. Thornton received a Bachelor of Arts degree in history from Lafayette College and a Master of Business Administration degree from Columbia Business School.

J. Michael Walsh, 60, has served as our President and Chief Executive Officer since March 2003 and as a Director since August 2004. From October 1999 to March 2003, Mr. Walsh served as our Executive Vice President Sales. From April 1991 to January 1996, Mr. Walsh was a Senior Vice President Operations and was Senior Vice President U.S. Distribution from January 1996 to October 1999. Before joining Core-Mark, Mr. Walsh served as the Senior Vice President Operations of Food Services of America. Mr. Walsh received a Bachelor of Science degree in industrial engineering from Texas Tech University and a Master of Business Administration degree from Texas A&M at West Texas.

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#### BOARD OF DIRECTORS

#### **Board of Directors**

Our bylaws provide that the size of the board of directors shall be determined from time to time by our board of directors. Our board of directors currently consists of seven members. Each of our executive officers and directors, other than non-employee directors, devotes his or her full time to our affairs. Our non-employee directors devote the amount of time to our affairs as necessary to discharge their duties. Robert A. Allen, Stuart Booth, Gary F. Colter, L. William Krause and Randolph I. Thornton are each independent within the meaning of the rules of the NASDAQ Global Market and collectively constitute a majority of our board of directors.

#### **Committees of the Board of Directors**

Pursuant to our bylaws, our board of directors is permitted to establish committees from time to time as it deems appropriate. To facilitate independent director review and to make the most effective use of our directors—time and capabilities, our board of directors has established the following committees: the Audit Committee, the Compensation Committee, the Nominating and Corporate Governance Committee and the Finance and Investment Committee. The charters of the Audit Committee, the Compensation Committee and the Nominating and Corporate Governance Committee are available on our website at <a href="http://www.core-mark.com/investorrelations/corpgov.html">http://www.core-mark.com/investorrelations/corpgov.html</a>. Printed copies of these charters may be obtained, without charge, by contacting the Director of Investor Relations, Core-Mark Holding Company, Inc., 395 Oyster Point Blvd., Suite 415, South San Francisco, California 94080, telephone 650-589-9445. The membership and function of each committee are described below.

## Audit Committee

The audit committee provides assistance to the board of directors in fulfilling its legal and fiduciary obligations in matters involving our accounting, auditing, financial reporting, internal control and legal compliance functions. The audit committee reviews our financial results, our filings with the Securities and Exchange Commission and the effectiveness of our internal control functions. In addition, it approves the services performed by our independent accountants and reviews their reports regarding our accounting practices and systems of internal accounting controls. The audit committee also oversees the audit efforts of our independent accountants and takes those actions as it deems necessary to satisfy itself that the accountants are independent of management. The audit committee was established in accordance with Section 3(a)(58)(A) of the Exchange Act and currently consists of Stuart W. Booth, Gary F. Colter and Randolph I. Thornton, each of whom is a non-employee member of our board of directors and is independent within the meaning of the rules of the NASDAQ Global Market and relevant federal securities laws and regulations. Mr. Booth is the Chairman of the audit committee, and he and Mr. Colter qualify as audit committee financial experts as defined under Securities and Exchange Commission rules. We believe the composition of our audit committee meets the criteria for independence under, and the functioning of our audit committee complies with the applicable requirements of the Sarbanes-Oxley Act of 2002 and the current rules of the NASDAQ Global Market.

## Compensation Committee

The compensation committee reviews and approves our general compensation policies and recommends to our board of directors the compensation provided to our directors and executive officers. The compensation committee also reviews and determines bonuses for our officers and other employees. In addition, the compensation committee administers our stock option plans and reviews and determines equity-based compensation for our directors, officers, employees and consultants. Under its charter the compensation committee may delegate any such responsibilities to one or more subcommittees of the compensation committee to the extent permitted by applicable law and the applicable rules of the NASDAQ Global Market. The current members of the compensation committee are Gary F. Colter, L. William Krause, Robert A. Allen, and Randolph I. Thornton, each of whom is a non-employee member of our board of directors and independent

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within the meaning of the rules of the NASDAQ Global Market. Mr. Colter is the Chairman of the compensation committee. We believe that the composition of our compensation committee meets the criteria for independence under, and the functioning of our compensation committee complies with the applicable requirements of, the rules of the NASDAQ Global Market.

Nominating and Corporate Governance Committee

The nominating and corporate governance committee is responsible for making recommendations to the board of directors regarding candidates for directorships and the size and composition of the board of directors. In addition, the nominating and corporate governance committee is responsible for overseeing our corporate governance guidelines and reporting and making recommendations to the board of directors concerning corporate governance matters. The members of the nominating and governance committee are Robert A. Allen, Gary F. Colter, L. William Krause and Randolph I. Thornton and are each independent within the meaning of the rules of the NASDAQ Global Market. Mr. Allen is the Chairman of the nominating and corporate governance committee. We believe that the composition of our nominating and governance committee meets the criteria for independence under, and the functioning of our nominating and corporate governance committee complies with the applicable requirements of, the rules of the NASDAQ Global Market.

#### Finance and Investment Committee

The finance and investment committee, which was formed in 2006, provides assistance to the board of directors in reviewing and evaluating potential acquisition, divestiture, investment and other strategic opportunities and in sourcing and negotiating such strategic or financial opportunities. In addition, the finance and investment committee is responsible for assisting management and the board of directors in reviewing and evaluating our capital structure, including the appropriate mix of debt and equity and the issuance of dividends, and reporting and making recommendations to the board of directors concerning such capital structure matters. The members of the finance and investment committee are Robert A. Allen, Harvey L. Tepner, Randolph I. Thornton and J. Michael Walsh. Mr. Tepner is the Chairman of the finance and investment committee.

#### **Board, Committee and Annual Meeting Attendance**

For the fiscal year ended December 31, 2007, the Board and its Committees held the following aggregate number of regular and special meetings:

Board of Directors	8
Audit Committee	9
Compensation Committee	7
Nominating and Corporate Governance Committee	4
Finance and Investment Committee	8

Each of our directors attended 75% or more of the total number of the meetings of the Board and of the Committees on which he served during the year.

The Board has adopted a policy pursuant to which directors are expected to attend the Annual Meeting of Shareholders in the absence of a scheduling conflict or other valid reason. All of our directors attended the 2007 Annual Meeting.

#### **Director Compensation**

We reimburse the members of our board of directors for reasonable expenses in connection with their attendance at board and committee meetings. In addition, non-employee directors receive an annual fee of \$30,000 and a fee of \$1,500 for each board and committee meeting attended. In addition, the Chairman of the

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board of directors receives an annual fee of \$50,000 as consideration for acting as the Chairman of the board of directors. For 2007, the Chairman of the audit committee, compensation committee, nominating and corporate governance committee and finance and investment committee received an annual fee of \$20,000, \$7,500, \$7,500 and \$7,500, respectively, in consideration for acting as the Chairman of the respective committee. The annual fee is paid in equal quarterly installments. Each non-employee director also receives an annual grant of options and an annual grant of restricted stock units under our 2007 Long-Term Incentive Plan (the 2007 Plan). Each grant has an estimated fair value of \$15,000 on the date such award was approved by our board of directors. During fiscal 2007, each non-employee director received a grant of 406 restricted stock units and a grant of an option to purchase 1,284 shares of our common stock under our 2007 Plan. The exercise price of the stock options granted to our non-employee directors is based on the closing price our common stock on the date such award was approved by our board of directors. Such options will vest on July 2, 2008, the first anniversary of their date of grant.

The following table shows the compensation paid to our non-employee directors in 2007:

### **Director Compensation Table**

Name	0	es Earned r Paid in Cash (\$)	k Awards (\$) <sup>[9]</sup>	Opti	on Awards (\$)	Non-Equity Incentive Plan Compensation (\$)	All Other Compensation (\$)	Total (\$)
Robert A. Allen	\$	$78,000_{[1]}$	\$ 7,480	\$	14,571[2][10]			\$ 100,051
Stuart W. Booth	\$	$75,500_{[3]}$	\$ 7,480	\$	27,954[4][11]			\$ 110,934
Gary F. Colter	\$	$79,500_{[5]}$	\$ 7,480	\$	14,571[2][10]			\$ 101,551
L. William Krause	\$	58,500[6]	\$ 7,480	\$	27,954[4][11]			\$ 93,934
Harvey L. Tepner	\$	$61,500_{[7]}$	\$ 7,480	\$	14,571[2][10]			\$ 83,551
Randolph I. Thornton	\$	134,000[8]	\$ 7,480	\$	14,571[2][10]			\$ 156,051

- [1] Consists of: \$30,000 Board retainer, \$7,500 Committee Chair retainer (Nominating and Corporate Governance Committee), and attendance at 27 meetings (at \$1,500 per meeting).
- [2] Director held 7,500 vested and 1,284 unvested options, and 406 unvested restricted stock units as of December 31, 2007.
- [3] Consists of: \$30,000 Board retainer, \$20,000 Committee Chair retainer (Audit Committee), and attendance at 17 meetings (at \$1,500 per meeting).
- [4] Director held 5,624 vested and 3,160 unvested options, and 406 unvested restricted stock units as of December 31, 2007.
- [5] Consists of: \$30,000 Board retainer, \$7,500 Committee Chair retainer (Compensation Committee), and attendance at 28 meetings (at \$1,500 per meeting).
- [6] Consists of: \$30,000 Board retainer and attendance at 19 meetings (at \$1,500 per meeting).
- [7] Consists of: \$30,000 Board retainer, \$7,500 Committee Chair retainer (Finance and Investment Committee), and attendance at 16 meetings (at \$1,500 per meeting).
- [8] Consists of: \$30,000 Board retainer, \$50,000 Board Chair retainer, and attendance at 36 meetings (at \$1,500 per meeting).
- [9] Director granted 406 restricted stock units on July 2, 2007 at an aggregate fair value at date of grant of \$15,002. The \$7,480 represents stock compensation expense recognized in 2007 under FAS 123(R).
- [10] Director granted 7,500 options on August 23, 2004 at an aggregate fair value at date of grant of \$32,937, and 1,284 options on July 2, 2007 at an aggregate fair value at date of grant of \$14,971. The \$14,571 represents stock compensation expense recognized in 2007 under FAS 123(R).
- [11] Director granted 7,500 options on August 12, 2005 at an aggregate fair value at date of grant of \$61,466 and 1,284 options on July 2, 2007 at an aggregate fair value at date of grant of \$14,971. The \$27,954 represents stock compensation expense recognized in 2007 under FAS 123(R).

# **Certain Relationships and Related Transactions**

Transactions with Directors and Management

Under our Code of Business Conduct and Ethics, all transactions involving a conflict of interest (including transactions between the Company and an entity in which an officer, director employee or family member has more than a 1% interest) must be disclosed to and discussed with the applicable Division President or our Chief Financial Officer. Our Audit Committee Charter provides that the Audit Committee shall review, discuss and approve any transactions or courses of dealing with related parties that are significant in size or involve terms or other aspects that differ from those that would likely be negotiated with independent parties.

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Compensation Committee Interlocks and Insider Participation

Mr. Robert A. Allen, one of our directors and a member of the compensation committee, previously served as the Acting Chief Operating Officer of the Fleming Companies, Inc. (a predecessor entity) from March 2003 to April 2003. From 1998 to 2003, Mr. Allen served as the President and Chief Executive Officer of Core-Mark International, Inc. (subsidiary and predecessor entity) and President and Chief Operating Officer of Core-Mark International, Inc. from 1996 to 1998. Mr. Allen ended his employment with the Company in 2003 and the board of directors has determined Mr. Allen to be a non-employee director and independent within the meaning of the rules of the NASDAQ Global Market and relevant federal securities laws and regulations.

#### **Indemnification Agreements**

We have entered into indemnification agreements with each of our directors and executive officers. We believe that these agreements are necessary to attract and retain qualified persons as directors and executive officers. These agreements require us to indemnify these individuals to the fullest extent permitted under Delaware law against liabilities that may arise by reason of their service to us, and to advance expenses incurred as a result of any proceeding against them as to which they could be indemnified. We also intend to enter into indemnification agreements with our future directors and executive officers.

# **Family Relationships**

The only family relationship between any of the executive officers or directors is between J. Michael Walsh who is Christopher L. Walsh s uncle.

#### **Corporate Governance**

The Committee s Role and Responsibilities

Primary responsibility for Core-Mark s corporate governance practices rests with the Nominating and Corporate Governance Committee (the Governance Committee). The Governance Committee is responsible for, among other things, (i) identifying, screening and reviewing individuals qualified to serve as directors and recommending candidates for nomination for election or to fill vacancies; (ii) overseeing the Company s policies and procedures for the receipt of stockholder suggestions regarding Board composition and recommendations of candidates or nomination of candidates by the Board; (iii) developing, recommending and overseeing implementation of the Company s corporate governance guidelines and principles; and (iv) reviewing on a regular basis the overall corporate governance of the Company and recommending improvements when necessary. Described below are some of the significant corporate governance practices that have been instituted by the Core-Mark Board of Directors at the recommendation of the Governance Committee.

#### Director Independence

The Governance Committee reviews the independence of all directors annually and reports its findings to the full Board. The Governance Committee has determined that the following directors are independent within the meaning of the rules of the NASDAQ Global Market and relevant federal securities laws and regulations: Robert A. Allen, Stuart W. Booth, Gary F. Colter, L. William Krause and Randolph I. Thornton.

# Board Evaluation

The Board of Directors has adopted a policy whereby the Governance Committee will assist the Board and its committees in evaluating their performance and effectiveness on an annual basis. As part of this evaluation, the Governance Committee assesses the progress in the areas targeted for improvement a year earlier and develops recommendations to enhance the respective Board or committee effectiveness over the next year.

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**Director Nomination Process** 

The Governance Committee reviews the skills, characteristics and experience of potential candidates for election to the Board of Directors and recommends nominees for director to the full Board for approval. In addition the Governance Committee assesses the overall composition of the Board of Directors regarding factors such as size, composition, diversity, skills, significant experience and time commitment to Core-Mark.

It is the Governance Committee spolicy to utilize a variety of means to identify prospective nominees for the Board, and it considers referrals from other Board members, management, stockholders and other external sources such as retained executive search firms. The Governance Committee utilizes the same criteria for evaluating candidates irrespective of their source.

The Governance Committee believes that any nominee must meet the following minimum qualifications:

Candidates should be persons of high integrity who possess independence, forthrightness, inquisitiveness, good judgment and strong analytical skills.

Candidates should demonstrate a commitment to devote the time required for Board duties including, but not limited to, attendance at meetings.

Candidates should possess a team-oriented ethic consistent with Core-Mark s core values, and be committed to the interests of all stockholders as opposed to those of any particular constituency.

When considering director candidates, the Governance Committee will seek individuals with backgrounds and qualities that, when combined with those of Core-Mark s other directors, provide a blend of skills and experience that will further enhance the Board s effectiveness. The Governance Committee has previously retained an executive search firm to assist it in its efforts to identify and evaluate potential director candidates

To recommend a candidate for consideration, a stockholder should submit a written statement of the qualifications of the proposed nominee, including full name and address, to the Nominating and Corporate Governance Committee Chairman, c/o Core-Mark Holding Company, Inc., 395 Oyster Point Blvd., Suite 415, South San Francisco, CA 94080.

Business Conduct and Compliance

Core-Mark maintains a Code of Business Conduct and Ethics (the Code) that is applicable to all directors, officers and employees of the Company. It sets forth Core-Mark s policies and expectations on a number of topics, including conflicts of interest, protection and proper use of company assets, relationships with customers and vendors (business ethics), accounting practice, and compliance with laws, rules and regulations. A copy of the Code is available on the Company s website at <a href="http://www.core-mark.com/investorrelations/corpgov.html">http://www.core-mark.com/investorrelations/corpgov.html</a>.

Core-Mark also maintains policies regarding insider trading and communications with the public (Insider Trading Policy) and procedures for the Audit Committee regarding complaints about accounting matters (Whistleblower Policy). The Insider Trading Policy sets forth the Company's limitations regarding trading in Company securities and the handling of non-public material information. The policy is applicable to directors, officers and employees of Core-Mark and is designed to help ensure compliance with federal securities laws. The Whistleblower Policy was established to set forth the Audit Committee's procedures to receive, retain, investigate and act on complaints and concerns of employees and stockholders regarding accounting, internal accounting controls and auditing matters, including complaints regarding attempted or actual circumvention of internal accounting controls. Accounting complaints may be made directly to the Chairman of the Audit Committee in writing as follows: Audit Committee Chairman, c/o Core-Mark Holding Company, Inc., 395 Oyster Point Blvd., Suite 415, South San Francisco, CA 94080. Accounting complaints may also be made anonymously to the Core-Mark Financial Compliance Line at (888) 587-3571. A copy of the Audit Committee's Whistleblower Policy and procedures can be found on Core-Mark's website at <a href="http://www.core-mark.com/investorrelations/corpgov.html">http://www.core-mark.com/investorrelations/corpgov.html</a>.

#### **Communication with Directors**

Stockholders or other interested parties wishing to communicate with the Board, the non-management directors or any individual director may do so by contacting the Chairman of the Board by mail, addressed to Chairman of the Board, Core-Mark Holding Company, Inc., 395 Oyster Point Blvd., Suite 415, South San Francisco, California 94080.

All communications to the Board will remain unopened and be promptly forwarded to Chairman of the Board, who shall in turn forward them promptly to the appropriate director(s). Such items as are unrelated to a director—s duties and responsibilities as a Board member may be excluded by the Chairman of the Board, including, without limitation, solicitations and advertisements; junk mail; product-related communications; job referral materials such as resumes; surveys; and material that is determined to be illegal or otherwise inappropriate. The director(s) to whom such information is addressed is informed that the information has been removed, and that it will be made available to such director(s) upon request.

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#### **OUR EXECUTIVE OFFICERS**

The following table sets forth names, ages and positions of the persons who are our executive officers as of April 28, 2008:

Name	Age	Position
J. Michael Walsh	60	President, Chief Executive Officer and Director
Stacy Loretz-Congdon	48	Senior Vice President and Chief Financial Officer
Basil P. Prokop	64	President Canada Distribution
Scott E. McPherson	38	Senior Vice President U.S. Distribution (East)
Christopher M. Murray	42	Senior Vice President Marketing and Vendor Consolidation
Thomas B. Perkins	49	Senior Vice President Resources
Christopher L. Walsh	43	Senior Vice President U.S. Distribution (West)
Henry J. Hautau	66	Vice President Employee and Corporate Services
Christopher M. Miller	47	Vice President and Chief Accounting Officer

J. Michael Walsh has served as our President and Chief Executive Officer since March 2003 and as a Director since August 2004. From October 1999 to March 2003, Mr. Walsh served as our Executive Vice President Sales. From April 1991 to January 1996, Mr. Walsh was Senior Vice President Operations and was Senior Vice President U.S. Distribution from January 1996 to October 1999. Before joining Core-Mark, Mr. Walsh served as the Senior Vice President Operations of Food Services of America. Mr. Walsh received a Bachelor of Science degree in industrial engineering from Texas Tech University and a Master of Business Administration degree from Texas A&M at West Texas.

Stacy Loretz-Congdon has served as our Senior Vice President and Chief Financial Officer since December 2006. From January 2003 to December 2006, Ms. Loretz-Congdon served as the Company's Vice President of Finance and Treasurer and from November 1999 to January 2003 served as our Corporate Treasurer. Ms. Loretz-Congdon joined Core-Mark in May 1990 and has served various functions in accounting and finance since that time. Prior to joining Core-Mark, Ms. Loretz-Congdon was an auditor for Coopers & Lybrand. She received her Bachelor of Science degree in accounting from San Francisco State University.

*Basil P. Prokop* has served as President of Canada Distribution since 1992. From 1987 to 1992, Mr. Prokop served as the Vice President and Director of Core-Mark Canada, and from 1986 to 1987 he served as Senior Vice President of Sales of Core-Mark Canada. Mr. Prokop joined Core-Mark in 1984 as a result of our acquisition of Western Smallwares, where he had been employed in various positions, including as a partner and senior officer, from 1960 to 1984.

Scott E. McPherson has served as our Senior Vice President U.S. Distribution (East) since June 2007. From January 2003 to June 2007 Mr. McPherson served as Vice President U.S. Divisions and from June 2001 to January 2003, he served as President of our Fort Worth distribution center. From June 2000 to June 2001, Mr. McPherson served as our Director of Corporate Marketing and from September 1992 to June 2000 he served as General/Area Sales Manager of our Portland distribution center. Mr. McPherson received a Bachelor of Science degree in business administration from Lewis & Clark College and a Master of Business of Administration degree from the University of Portland.

Christopher M. Murray has served as our Senior Vice President Marketing and Vendor Consolidation since June 2007. From June 2004 to June 2007, Mr. Murray served as our Vice President of Marketing. Prior to joining Core-Mark, Mr. Murray served as Manager of Retail Strategy at Shell Oil Products and as a Sales Manager for Motiva Enterprises. Mr. Murray received a Bachelor of Science degree from the University of Puget Sound and a Master of Business of Administration from Portland State University.

Thomas B. Perkins has served as our Senior Vice President Resources since June 2007. From September 2003 to June 2007, Mr. Perkins served as Vice President U.S. Divisions and from January 2001 to August 2003, he served as the President of the Arizona distribution center. From September 1996 to December 2000, Mr. Perkins served as the President of our Spokane distribution center and from August 1993 to August 1996 served as Controller of our Los Angeles distribution center. Prior to joining Core-Mark, Mr. Perkins was a controller with Pepsi-Cola Company. Mr. Perkins received a Bachelor of Science degree from Northern Arizona University.

Christopher L. Walsh has served as our Senior Vice President U.S. Distribution (West) since June 2007. Mr. Walsh joined Core-Mark in 1995 as Director of Foodservice. He was promoted to Vice President Merchandising in 1997, Vice President Marketing in 1999 and Senior Vice President Sales and Marketing in 2003. Prior to joining Core-Mark, Mr. Walsh served in marketing management positions at Nestle, Tyson Foods and Taco Bell. Mr. Walsh received a Bachelor of Arts degree in economics and English from the University of Puget Sound and a Master of Business Administration degree from the Kellogg Graduate School of Management at Northwestern University.

*Henry J. Hautau* has served as our Vice President Employee and Corporate Services since 1992. Prior to joining Core-Mark, Mr. Hautau served in human resource management positions with SOHIO Petroleum Company (British Petroleum North America), Alesa Alusuisse, and Schlumberger Limited. Mr. Hautau received a Bachelor of Arts degree from Saint Francis College in Loretto, Pennsylvania.

Christopher M. Miller has served as our Vice President and Chief Accounting Officer since January 2007. Prior to joining Core-Mark, Mr. Miller was employed by Cost Plus World Market, a specialty retailer, where he served as Vice President and Controller since 2002. Prior to his time with Cost Plus, Mr. Miller served as Chief Financial Officer of Echo Outsourcing, a provider of business process outsourcing, from 2000 to 2002 and in various financial roles at Levi Strauss & Co. from 1996 to 2000. Mr. Miller received a Bachelors of Business Administration degree in accounting from Dowling College and is a Certified Public Accountant.

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#### COMPENSATION DISCUSSION AND ANALYSIS

The following discussion provides an overview and analysis of our compensation programs and policies and the major factors that shape the creation and implementation of those policies. In this discussion and analysis, and in the more detailed tables and narrative that follow, we will discuss compensation and compensation decisions relating to the following persons, whom we refer to as our named executive officers:

J. Michael Walsh, our President and Chief Executive Officer (CEO);

Stacy Loretz-Congdon, our Senior Vice-President and Chief Financial Officer (CFO);

Basil P. Prokop, our President Canada;

Christopher L. Walsh, our Senior Vice President U.S. Distribution (West); and

Thomas B. Perkins, our Senior Vice President Resources.

# **Objectives of Our Compensation Programs**

Our compensation program for executive officers is structured to achieve the following objectives:

<u>Attract and retain</u> talented professionals, while emphasizing the challenges and rewards associated with a fast paced, stimulating, entrepreneurial environment.

<u>Align</u> individual and organization <u>goals</u> with that of our <u>stakeholders and customers</u>. We believe that it is primarily the dedication, creativity, competence and experience of our entire workforce that enables us to compete, given the realities of the industry in which we operate. History has shown that our business is not easily nor quickly mastered by people attempting to migrate from other industries. We attempt to retain our experienced, long-term employees, avoid employee turnover, create a cadre of dedicated professionals focused on increasing stockholder value, align the interests of our employees and stockholders and foster an ownership mentality in our executives by giving our employees a meaningful stake in our success through our equity incentive and cash bonus programs.

<u>Achieve meaningful results and add value</u> to our Company through a results oriented reward structure. Since we operate on low margins we cannot afford to over-pay, and for this reason we attempt to link compensation closely to results by structuring a significant portion of executive compensation as a results-based bonus.

<u>Tailor individual incentives</u> within different segments of the organization depending on the priorities and needs existing at the time. This facilitates individual focus to capitalize on opportunities and to correct weaknesses in a particular segment of the organization. We view our Divisions as stand-alone businesses that require empowered, capable, local management expertise to operate effectively. We attempt to encourage an entrepreneurial approach in our division-level executives by using bonus targets tied to divisional or regional results and other, individually tailored, objectives.

<u>Integrate strategic goals</u> and objectives throughout all facets of the organization. This enables quicker, more effective execution of strategic corporate objectives. Our ability to modify and tailor the components of our cash bonus program allows us to revise these components from year to year and executive to executive as our strategic goals evolve.

<u>Make proportionality and common sense</u> the rule. We do not believe in a formulaic approach based to compensation on job classification. This means that compensation should be proportionate to the impact that an executive can have on the organization,

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that equal contributors should be treated equally, that we respect the low margin nature of our business by linking pay to performance, and that we avoid excessive disparity between CEO or other senior level compensation and the compensation of the balance of our management team.

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#### **Elements of Executive Compensation**

Total compensation for our executive officers consists of the following elements of pay:

Base salary.

Annual cash incentive bonus dependent on our financial performance and achievement of individual objectives.

Long-term incentive compensation through grants of equity-based awards. Awards consist of restricted stock units, performance shares and stock options.

An Executive Severance Plan providing for severance payments upon involuntary termination of an executive other than for cause.

Participation in retirement benefits available to U.S. employees through a 401(k) Savings Plan and to employees in Canada through a Registered Retirement Savings Plan (RRSP). We do not offer other types of retirement or pension plans to our executive officers.

Health and welfare benefits that are available to substantially all our employees. We share the expense of such health and welfare benefits with our employees, the cost depending on the level of benefits coverage an employee elects to receive.

Group Life, Accidental Death & Dismemberment and Short and Long Term Disability insurances are also provided to both our executive officers and non-executive employees. However, executive officers and other senior officers and managers are also provided with additional group life insurance, determined as a percentage of base salary, subject to a cap.

What We Reward, Why We Pay Each Element of Compensation and How Each Element Relates to Our Compensation Objectives

Our base salaries and our base benefits such as 401(k), RRSP, severance, group health and group life insurance are designed to attract and retain qualified and dedicated professionals by providing a base standard that is competitive in the markets in which we operate, and are intended to compensate for performing the basic functions of an executive position. Base salaries are not intended to provide the total compensation potential for an executive who has the capacity and opportunity to move our business forward. The higher up the organizational ladder an executive is, the lower that base salary as a percentage of total potential compensation becomes. That is, the more impact an executive can have on the organization, the more that executive will have to rely on performance based compensation and the larger performance based compensation will become as a percentage of the executive s total compensation.

Through our incentive bonus program, we attempt to tailor performance goals to each individual executive officer and to our current priorities and needs. Accordingly, the results we attempt to reward may vary from executive to executive and from year to year. In general, however, we seek to reward our executives based on the Company or relevant region meeting a pre-determined level of adjusted FIFO pre-tax net profit (which we define as net income plus income tax expense, plus LIFO expense or less LIFO income, as applicable, less cigarette manufacturers price increase holding profits), on the Company or region meeting a pre-determined level of revenue, and on the executives meeting various individual goals. A more detailed discussion of factors used in 2007 in determining compensation appears below.

Through our equity incentive plans we attempt to align the interests of our executive officers with those of our stockholders by rewarding our executives based on increases in our stock price over time. Awards consist of restricted stock units, performance shares and stock options.

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#### How We Determine the Amounts We Pay

Base Salary

In setting, reviewing and adjusting base salaries and the levels and scope of our benefits programs we consider a number of factors, including both external factors such as market conditions as well as other factors that are not readily measured by performance goals. Such factors include: the specific expertise, capabilities and potential of the individual; our perception of market wage conditions and the amounts required to attract and retain capable executives; and our experience in attracting and keeping managers with similar responsibilities. While we from time to time review publicly available salary data from companies we consider similar to Core-Mark, we did not rely on external salary data in setting base salaries for 2007.

We do not ascribe to rigid, formulaic, mandated salary brackets. Our Chief Executive Officer recommends base salaries for our executive management team (including our named executive officers) based on the CEO s subjective evaluation of each executive s general level of performance and contribution to the Company over the prior year. These recommendations are then evaluated, discussed, modified as appropriate and ultimately approved by the Compensation Committee of our Board of Directors. The Compensation Committee s review and approval occurs at the regularly scheduled meeting of the committee held in January of each year.

At a meeting held in January 2008, the Compensation Committee approved new base salaries for 2008. Base salaries of our named executive officers for 2007 and 2008 are disclosed in the table below.

Officer	2007 Base	2008 Base	Percentage Increase
J. Michael Walsh	\$ 456,750	\$ 470,452	3%
Stacy Loretz-Congdon	\$ 260,858	\$ 268,683	3%
Basil Prokop <sup>[1]</sup>	\$ 329,224	\$ 339,100	3%
Christopher L.Walsh	\$ 233,400	\$ 240,402	3%
Thomas B. Perkins	\$ 201,570	\$ 240,000	19%

#### [1] Amounts in Canadian dollars

The increase in Mr. Perkins base salary reflects his increased responsibilities due to his promotion to Senior Vice President Resources in June 2007. Mr. Perkins previously served as a Vice President of US Divisions.

#### Annual Incentive Bonus Program

We have established an annual bonus program that is designed around the Company s or relevant region s achievement of identified financial goals supplemented by a Management-By-Objectives format. This means that an executive s bonus potential is based on the Company s or region s actual performance against specified financial goals and on the executive achieving certain individual objectives that are above and beyond the basic functions of the job or that complement the Company s overall business objectives. Bonus payments are at risk and depend on both the results of the Company or region and the executive s department and/or division as well as to the executive s own, specific contribution to reaching such objectives. Overall Company-wide bonus levels are designed to provide an appropriate level of results-based incentives to our executive team while bearing in mind that the Company is a low margin business and must control costs.

Annual bonus objectives for our executive officers (other than the CEO) are developed through discussions between our CEO and the affected executives in conjunction with the annual business planning process. The proposed objectives for our named executive officers resulting from these discussions are then reviewed, adjusted if necessary and ultimately approved by our Compensation Committee after discussion with our CEO. Bonus objectives for our CEO are established through discussions between the CEO and the Compensation Committee. The applicable bonus criteria change to some degree each year to fit the current needs of the Company and/or region. The level of an executive s total maximum bonus opportunity is structured as a percentage of base salary.

In 2007, total maximum bonus opportunities for our named executive officers were 125% of base salary for our CEO and 80% of base salary for our named executive officers. For 2008, the total maximum bonus opportunities for our named executive officers will be 150% of base salary for our CEO and 80% of base salary for our other named executive officers. The total maximum bonus for each executive is allocated among several bonus components, with a specified percentage of the maximum allocated to each component.

Our bonus objectives include a threshold requirement that the Company realize a certain percentage of its planned adjusted FIFO pre-tax net profit on a Company-wide basis (for corporate level executives) or an appropriate financial metric for a particular region. Satisfaction of the applicable requirement is a precondition to the payment of any bonuses. For 2007, the percentage threshold requirement was 80% and for 2008 it is 75%. For executives whose responsibilities are considered to be Company-wide (including our Chief Executive Officer and Chief Financial Officer) this threshold is based on overall Company results. For executives whose responsibilities relate primarily to a particular region, including Mr. Prokop (Canada), Mr. Perkins (previously U.S. Distribution-West) and Mr. C. Walsh (U.S. Distribution-West), this threshold is based on regional results. In 2007 this requirement was not satisfied on a Company-wide basis, as well as in the U.S. Distribution-East region or in the Canadian region. The Company achieved 78.8% of its planned adjusted FIFO pre-tax net profit on a Company-wide basis. In determining the Company-wide achievement of adjusted FIFO pre-tax net profit for the annual incentive bonus, it was deemed appropriate to exclude a refund of \$13.3 million received in 2007 from the State of Washington, which related to the overpayment of taxes for prior years. Additionally, the Company did not exclude from the calculation of the annual incentive bonus approximately \$5.9 million of bad debt expenses recognized in 2007 related primarily to two customers that filed for bankruptcy protection during 2007 (see the Company s 2007 Annual Report on Form 10K filed with the Securities and Exchange Commission (SEC) on March 14, 2008). Inclusion of the benefit of the tax refund from the State of Washington and/or excluding the bad debt expense would have resulted in achievement of the Company-wide threshold of 80% of the 2007 planned adjusted FIFO pre-tax net profit.

For the U.S. Distribution-West region two separate sets of thresholds were developed due to a reorganization of the region in 2007. Initial fiscal year thresholds were set at the beginning of the year during which time Mr. Perkins had oversight responsibility for U.S. Distribution-West. During 2007, the U.S. Distribution-West region was reorganized by adding two distribution centers to the region. Following this reorganization, Mr. C. Walsh assumed oversight responsibilities for the region and a second set of fiscal year thresholds were established. At the end of 2007, certain thresholds were achieved by both Mr. Perkins and Mr. C. Walsh, as discussed in the following sections. Accordingly Mr. Perkins and Mr. C. Walsh earned pro-rated portions of bonuses for 2007.

In addition to this threshold requirement, each executive was given a set of individual objectives, each of which was assigned a weight, or percentage of the maximum available bonus. Specific objectives and relative weights for each named executive officer are discussed below. In general, for each executive these consisted of a component based on revenues (ranging from 10% to 25% of total bonus in 2007), a component based on adjusted FIFO pre-tax net profit (PTNP) (ranging from 25% to 55% of total bonus in 2007), and other components tailored to the responsibilities of that executive.

Our bonus plans provide for three levels of possible bonus for each component. Performance at the Maximum level for any component entitles an executive to the maximum amount allocated to that component, Performance at the Target level for any component entitles the executive to two-thirds of the maximum amount allocated to that component, and performance at the Threshold level for any component entitles the executive to one-third of the amount allocated to that component.

In general, for bonus targets the middle, or Target level represents the approved operating plan for the Company or the relevant region, the lowest, or Threshold level reflects the minimal level of performance deemed worthy of a bonus, and the highest, or Maximum level represents outstanding achievement well in excess of plan. However, the CEO has the authority, with the approval of the Compensation Committee, to

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establish different target levels based on his subjective evaluation of a region or the Company s operating plan. For example, if the CEO views a component of a plan as exceptionally aggressive or challenging, that plan, or amounts close to that plan, may be set as the Maximum performance level for that component of the bonus, and the Target and Threshold levels adjusted accordingly. Bonus payments are generally conditioned on an executive s continued employment as of December 31 of the relevant year, although this requirement may be waived by the Compensation Committee.

Our Company-wide bonus criteria for 2007 were as follows<sup>[1]</sup>:

Company-Wide Measure	Threshold	Target	Maximum
Revenue	5,580	5,899	6,200
Adjusted FIFO PTNP	38.8	44.9	49.0

#### [1] Dollars in millions.

As discussed above, no bonuses were paid for 2007 based on Company-wide criteria.

Our initial bonus criteria for U.S. Distribution (West) established during Mr. Perkins oversight were as follows!

U.S. Distribution (West) Measure Initial Criteria	Threshold	Target	Maximum
Revenue	2,341	2,430	2,533
Adjusted FIFO PTNP	21.0	21.6	22.9
RONA	14.00%	14.40%	15.25%

#### [1] Dollars in millions.

At the end of fiscal 2007, Return on Net Assets (RONA) under the initial criteria in U.S. Distribution-West region reached the Maximum level, resulting in a bonus for Mr. Perkins (as discussed below). Revenue and adjusted FIFO PTNP under the initial criteria in U.S. Distribution-West region did not reach the Threshold level and thus no bonus was paid to Mr. Perkins with regard to these two criteria.

Our revised bonus criteria for U.S. Distribution (West) established during Mr. C. Walsh s oversight were as follows!

U.S. Distribution (West) Measure Revised Criteria	Threshold	Target	Maximum
Revenue	2,794	2,900	3,023
Adjusted FIFO PTNP	23.8	24.5	26.0
RONA	14.00%	14.40%	15.25%

#### [1] Dollars in millions.

At the end of fiscal 2007, the U.S. Distribution-West region revenue reached the Threshold level, adjusted FIFO PTNP reached the Target level and RONA reach the Maximum level, each under the revised criteria. The achievement of these criteria levels resulted in a bonus for Mr. C. Walsh (see page 22).

All elements of our bonus program are subject to review and, where appropriate, waiver and adjustment in the discretion of our Compensation Committee, and the Compensation Committee has waived certain requirements when in its judgment such a waiver was appropriate and in the best interests of the Company. No waiver or adjustment was requested or approved for 2007.

Equity Incentive Program

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We believe that the best way of assuring that management s decision-making is in alignment with the interests of our stockholders is to provide sufficiently meaningful stock ownership opportunities to management. To provide such opportunities we have previously made grants of stock options, restricted stock and restricted

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stock units to executives under our 2004 Long-Term Incentive Plan and 2005 Long-Term Incentive Plan. Allocation of grants has been based on an executive s level of responsibility, potential, and ability to affect the strategic interests of the Company. All such grants have been subject to a vesting period, generally over three years.

In May 2007, our stockholders approved the adoption of our 2007 Long-Term Incentive Plan. Following the approval the 2007 Plan, each of our named executive officers received identical grants of options, restricted stock units and performance shares under such plan. These awards were approved on July 2, 2007, and are discussed below with respect to each named executive officer. One-third of the options and restricted stock units granted vest on the first anniversary of the date of grant, with the remaining two-thirds vesting in equal quarterly installments over the following two years. Vesting of the performance shares was based upon the Company s achievement of certain financial goals related to revenues, new business generated and return on net assets during the second half of fiscal 2007. Each award specified a percentage of the performance shares that would vest upon the achievement of threshold, outstanding or exceptional goals in these measures.

The following table shows the metrics used for the award of performance shares for the second half of 2007<sup>[1]</sup>:

	Percentage of			
Factor	Total Shares	Threshold	Outstanding	Exceptional
Revenues	15%	2,846	2,908	3,041
New Business	15%	100	300	600
RONA	70%	8.4%	10.3%	12.2%

#### [1] Dollars in millions.

The Revenues factor was based on our Company-wide revenues during the second half of 2007 (excluding revenues attributable to acquisition and to unplanned excise tax increases). The New Business factor was based on the annualized revenues from new business from large accounts (those generating more than \$30 million in revenues each) awarded in the second half of 2007. The RONA factor was based on our Company-wide return on net assets for the second half of 2007.

At the Threshold level for any factor one-third of the performance shares allocable to that factor would be awarded, at the Outstanding level two-thirds would be awarded and at the Exceptional level all performance shares applicable to such factor would be awarded. In the case of performance falling between two levels, the percentage of shares awarded would be determined by linear interpolation between the two levels.

For the second half of 2007, revenues were \$2,850.8 million, slightly in excess of the Threshold level. This resulted in an award of 5.40% of the performance shares (slightly more than one-third of the 15% allocated to this factor). Qualifying new business was \$351 million, slightly above the Outstanding level. This resulted in an award of 10.85% of the performance shares (slightly more than two-thirds of the 15% allocated to this factor). RONA was 9.26%, approximately mid-way between the Threshold and Outstanding levels. This resulted in the award of 33.89% of the performance shares (slightly less than one-half of the 70% allocated to this factor). The total award of performance shares was the sum of the three awards or 50.14% of the potential performance share awards.

## Executive Severance Plan

Under the terms of our Executive Severance Policy, corporate officers and vice presidents as well as division presidents are entitled to severance upon their involuntary termination for reasons other than cause, gross misconduct or an insured long term disability. Severance payments for U.S. based executives are based upon years of service and range from 2 months base salary for less than 2 years of service, up to 18 months of base salary for over 20 years of service. In addition, U.S. executives are entitled to a pro-rata bonus for the year terminated and would receive

COBRA cost reimbursements during the severance period. Canada based executives receive severance in accordance with provincial law, which can range up to 2 years of base salary, bonus and benefits. To receive any benefits under the Executive Severance Policy, an executive must sign a release of liability for the benefit of the company. See the discussion under Potential Post-Employment Payments to Named Executive Officers below for a quantification of the amounts that would have been payable to our named executive officers upon a board approved retirement or upon a change of control as of December 31, 2007.

#### Perquisites

We generally do not provide automobile allowances, club memberships or other perquisites to our executives. However, in accordance with custom and practice in Canada, Mr. Prokop receives an annual automobile allowance of approximately Canadian \$11,400.

#### Other Benefits

All of our executive officers are eligible to participate in our Group Life, Accidental Death & Dismemberment and Short and Long Term Disability insurance programs, which are also available to our non-executive employees. In addition, our named executive officers and other senior officers and managers are provided with additional group life insurance, at a rate of one and one-half times base salary up to a maximum of \$300,000.

Our named executive officers are also entitled to participate in our 401(k) plan for United States employees and in our RRSP for Canadian employees on the same terms as our other employees. Under the 401(k) plan, the Company matches 100% of United States employee contributions up to 2% of base salary, and matches 25% of employee contributions from 2% to 6% of base salary. Company contributions for United States employees vest when paid in January of the year following the year for which they are made. Under the RRSP plan, the Company matches 50% of Canadian employee contributions up to 6% of base salary. Company contributions for Canadian employees vest on a biweekly basis throughout the year for which they are made.

#### Compensation of the Named Executive Officers for Fiscal Year Ended December 31, 2007

#### J. Michael Walsh Chief Executive Officer

Mr. Walsh s base salary for 2007 was \$456,750. His maximum annual incentive bonus for 2007 was \$570,938 (125% of base salary). Mr. Walsh s bonus opportunity was divided among components based on (i) total Company revenues (25%); (ii) Company adjusted FIFO pre-tax net profit (40%); (iii) Company asset management measures based on RONA relative to plan (15%); and (iv) various individual non-financial objectives (20%). Because the Company operations did not achieve at least 80% of its planned adjusted FIFO pre-tax net profit, Mr. Walsh was not eligible for and did not receive a bonus for 2007.

On July 2, 2007, we granted Mr. Walsh a total of 4,438 restricted stock units and 4,436 option shares under the 2007 Plan. One-third of the options and restricted stock units granted vest on the first anniversary of the date of grant, with the remaining two-thirds vesting in equal quarterly installments over the following two years. In addition, we granted Mr. Walsh the opportunity to earn a total of 4,436 performance shares under the 2007 Plan, subject to the Company meeting certain financial goals related to revenues, new business generated and return on net assets during the second half of fiscal 2007. Each award specified a percentage of the performance shares that would vest upon the achievement of threshold, outstanding or exceptional goals in these measures. Based upon the Company's performance with respect to these goals during the second half of fiscal 2007, Mr. Walsh earned a total of 2,224 performance shares (50.14% of his maximum potential award) which he received on March 3, 2008, as described above.

Stacy Loretz-Congdon Chief Financial Officer

Ms. Loretz-Congdon s base salary for 2007 was \$260,858. Her maximum aggregate bonus for 2007 was \$208,686 (80% of her base salary). Ms. Loretz-Congdon s bonus opportunity was divided among components based on (i) total Company revenues (10%); (ii) Company adjusted FIFO pre-tax net profit (25%); (iii) Company

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asset management measures based on RONA relative to plan (30%); and (iv) various individual non-financial objectives (35%). Because the Company operations did not achieve at least 80% of its planned adjusted FIFO pre-tax net profit, Ms. Loretz-Congdon was not eligible for and did not receive a bonus for 2007.

On July 2, 2007, we granted Ms. Loretz-Congdon a total of 4,438 restricted stock units and 4,436 option shares under the 2007 Plan. One-third of the options and restricted stock units granted vest on the first anniversary of the date of grant, with the remaining two-thirds vesting in equal quarterly installments over the following two years. In addition, we granted Ms. Loretz-Congdon the opportunity to earn a total of 4,436 performance shares under the 2007 Plan, subject to the Company meeting certain financial goals related to revenues, new business generated and return on net assets during the second half of fiscal 2007. Each award specified a percentage of the performance shares that would vest upon the achievement of threshold, outstanding or exceptional goals in these measures. Based upon the Company s performance with respect to these goals during the second half of fiscal 2007, Ms. Loretz-Congdon earned a total of 2,224 performance shares (50.14% of her maximum potential award) which she received on March 3, 2008, as described above.

#### Basil P. Prokop President Canada

Mr. Prokop is based in Canada and paid in Canadian dollars. The amounts given below have been translated to United States Dollars at the average 2007 exchange rate of \$1.0735 Canadian per one U.S. Dollar. For 2007, Mr. Prokop s base salary was \$306,683 and his maximum aggregate bonus was \$245,346 (80% of his base salary). The bonus measures for Mr. Prokop consisted of components based on (i) total revenues for Canada (25%); (ii) adjusted FIFO pre-tax net profit in Canada (55%); and (iii) individual non-financial objectives (20%). Because the Company s Canadian operations did not achieve at least 80% of planned adjusted FIFO pre-tax net profit, Mr. Prokop was not eligible for and did not receive a bonus for 2007.

On July 2, 2007, we granted Mr. Prokop a total of 4,438 restricted stock units and 4,436 option shares under the 2007 Plan. One-third of the options and restricted stock units granted vest on the first anniversary of the date of grant, with the remaining two-thirds vesting in equal quarterly installments over the following two years. In addition, we granted Mr. Prokop the opportunity to earn a total of 4,436 performance shares under the 2007 Plan, subject to the Company meeting certain financial goals related to revenues, new business generated and return on net assets during the second half of fiscal 2007. Each award specified a percentage of the performance shares that would vest upon the achievement of threshold, outstanding or exceptional goals in these measures. Based upon the Company s performance with respect to these goals during the second half of fiscal 2007, Mr. Prokop earned a total of 2,224 performance shares (50.14% of his maximum potential award) which he received on March 3, 2008, as described above.

Christopher L. Walsh Senior Vice President U.S. Distribution (West)

Mr. Walsh s base salary for 2007 was \$233,400. His maximum annual incentive bonus for 2007 was \$186,720 (80% of base salary). Mr. Walsh s bonus opportunity was divided among components based on (i) total revenues in U.S. Distribution West (15%); (ii) adjusted FIFO pre-tax net profit in U.S. Distribution-West (25%); (iii) asset management measures based on RONA relative to U.S. Distribution-West s plan (10%); and (iv) individual non-financial objectives (50%). Based on performance relative to these targets, the Compensation Committee approved a bonus of \$46,685.

On July 2, 2007, we granted Mr. Walsh a total of 4,438 restricted stock units and 4,436 option shares under the 2007 Plan. One-third of the options and restricted stock units granted vest on the first anniversary of the date of grant, with the remaining two-thirds vesting in equal quarterly installments over the following two years. In addition, we granted Mr. Walsh the opportunity to earn a total of 4,436 performance shares under the 2007 Plan, subject to the Company meeting certain financial goals related to revenues, new business generated and return on net assets during the second half of fiscal 2007. Each award specified a percentage of the performance shares that would vest upon the achievement of threshold, outstanding or exceptional goals in these measures. Based

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upon the Company s performance with respect to these goals during the second half of fiscal 2007, Mr. Walsh earned a total of 2,224 performance shares (50.14% of his maximum potential award) which he received on March 3, 2008, as described above.

Thomas B. Perkins Senior Vice President Resources

Mr. Perkins base salary for 2007 was \$201,570. His maximum annual incentive bonus for 2007 was \$161,256 (80% of base salary). Mr. Perkins bonus opportunity was divided among components based on (i) total revenues of U.S. Distribution-West (25%); (ii) adjusted FIFO pre-tax net profit of U.S. Distribution-West (40%), (iii) asset management measures based on RONA to U.S. Distribution-West s plan (15%), and (iv) various individual non-financial objectives (20%). Based on performance relative to these targets, the Compensation Committee approved a bonus of \$12,094.

On July 2, 2007, we granted Mr. Perkins a total of 4,438 restricted stock units and 4,436 option shares under the 2007 Plan. One-third of the options and restricted stock units granted vest on the first anniversary of the date of grant, with the remaining two-thirds vesting in equal quarterly installments over the following two years. In addition, we granted Mr. Perkins the opportunity to earn a total of 4,436 performance shares under the 2007 Plan, subject to the Company meeting certain financial goals related to revenues, new business generated and return on net assets during the second half of fiscal 2007. Each award specified a percentage of the performance shares that would vest upon the achievement of threshold, outstanding or exceptional goals in these measures. Based upon the Company s performance with respect to these goals during the second half of fiscal 2007, Mr. Perkins earned a total of 2,224 performance shares (50.14% of his maximum potential award) which he received on March 3, 2008, as described above.

#### **Change of Control Matters**

None of our named executive officers have employment agreements, and all are employees at will. However, certain of our plans do provide for benefits that could be triggered by a change of control. Under our 2004 and 2005 Long-Term Incentive Plans (and related grant agreements), all options become fully exercisable and vested upon a change of control, and all restrictions on restricted stock units (and all deferral periods on deferred restricted stock units) lapse upon a change of control, including shares underlying such restricted stock units (or securities received with such grants). Under our 2007 Long-Term Incentive Plan (and related grant agreements), all options become fully exercisable and vested, all restrictions on restricted stock units (and all deferral periods on deferred restricted stock units) lapse and all performance shares vest at the target level upon a change of control, including shares underlying the grants (or securities to be received with respect to such grants)(See Change of Control section for further discussion). Refer to the discussion under Potential Post-Employment Payments to Named Executive Officers below for quantification of the amounts that would have been payable to our named executive officers upon a board approved retirement or upon a change of control as of December 31, 2007.

#### **Tax and Accounting Considerations**

Tax Considerations. Section 162(m) of the Internal Revenue Code of 1986, as amended places a limit of \$1,000,000 on the amount of compensation that we may deduct in any one year with respect to our Chief Executive Officer and each of the next four most highly compensated executive officers. The Compensation Committee considers the anticipated tax treatment of Core-Mark and its executive officers when reviewing the executive compensation programs. However, the Compensation Committee will not necessarily seek to limit executive compensation to amounts deductible under Section 162(m), as the Compensation Committee wishes to maintain flexibility to structure our executive compensation programs in ways that best promote the interests of the Company and its stockholders.

Accounting Considerations. With the adoption of FAS 123R, Share-Based Payment, we do not expect accounting treatment of differing forms of equity awards to have a material effect on the selection of forms of compensation.

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#### **Other Considerations**

The Compensation Committee has sole authority to engage and terminate outside advisors or consultants to assist in carrying out its responsibilities. Consultants are selected by the Compensation Committee and report directly to the Chair of the Compensation Committee. For 2007, the Compensation Committee retained the services of Towers Perrin HR Service as its independent compensation consultant. Towers Perrin conducted a review of all elements of compensation for executive officers considering compensation provided by peer companies to executives exercising similar responsibilities. Based upon this review, Towers Perrin provided recommendations and assistance in the preparation of the 2007 Long-Term Incentive Plan and recommendations and assistance with respect to total compensation of executive officers.

We have not adopted polices and procedures designed to reclaim or claw back incentive awards made on the basis of financial results that are later restated. However, our three Long-Term Incentive Plans (LTIP) do contain provisions providing for the recovery of all gains made by any executive from the exercise of options within one year prior to the executive s termination for Cause, as defined in the plans.

Our Board of Directors has also adopted a Statement of Policy providing that we will not engage in the re-pricing of stock options granted under our 2007 Long-Term Incentive Plan, and that shares awarded under that plan that are forfeited by grantees will not be available for re-grant.

There are currently no stock ownership requirements applicable to our executive officers and directors. Our Nominating and Governance Committee has considered such requirements in 2007 and expects to consider this issue again in 2008.

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#### COMPENSATION COMMITTEE REPORT

The Compensation Committee (the Committee ) administers Core-Mark s compensation program for executive officers. The Committee s role is to oversee Core-Mark s compensation plans and policies, annually review and approve all such executive officers compensation, approve annual bonus awards, and administer Core-Mark s long-term incentive plans (including reviewing and approving grants to Core-Mark s executive officers).

The Committee s charter reflects these various responsibilities, and the Committee and the Board of Directors periodically review and revise the charter. The Board of Directors determines the Committee s membership, which currently consists of four non-employee directors. All of the Committee s members are independent under the rules of the NASDAQ Stock Market. The Committee meets at scheduled times during the year and it also considers and takes action by written consent. The Committee Chairman, Gary F. Colter, reports any Committee actions or recommendations to the full Board of Directors.

The Committee has reviewed and discussed with management the Compensation Discussion and Analysis included in this Proxy Statement. Based on that review and those discussions, the Committee has recommended to the Board of Directors that the Compensation Discussion and Analysis be included in this Proxy Statement.

The Committee is pleased to submit this report to Core-Mark s stockholders.

#### **COMPENSATION COMMITTEE**

Gary F. Colter, Chairman

L. William Krause

Robert A. Allen

**Randolph Thornton** 

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#### COMPENSATION OF NAMED EXECUTIVES

The following table summarizes all compensation paid to our principal executive officer, our principal financial officer and to our three other most highly compensated executive officers whose total annual salary and bonus exceeded \$100,000 for services rendered in all capacities to us during the years ended December 31, 2006 and December 31, 2007. We will refer to these executive officers as the named executive officers.

## **Summary Compensation Table**

									lon-Equity Incentive				
									Plan	A	All Other		
					Stock		Option	Co	mpensation	Cor	npensation		
Name & Principal Position	Year	Sa	lary (\$) <sup>[17]</sup>	Αv	vards (\$) <sup>[1]</sup>	Αv	vards (\$) <sup>[2]</sup>		(\$)[3]		(\$)	- 7	Fotal (\$)
J. Michael Walsh	2007	\$	457,204	\$	326,968	\$	103,030	\$		\$	$9,245^{[4]}$	\$	896,447
President & Chief Executive	2006	\$	435,000	\$	250,866	\$	146,372	\$	206,400	\$	8,289 <sup>[5]</sup>	\$ 1	1,046,927
Officer													
Stacy Loretz-Congdon	2007	\$	261,275	\$	299,443	\$	55,815	\$		\$	$7,298^{[7]}$	\$	623,831
Sr. VP & Chief Financial	2006	\$	187,731	\$	132,334	\$	73,186	\$	100,070	\$	6,625 <sup>[8]</sup>	\$	499,946
Officer <sup>[6]</sup>													
Basil P. Prokop	2007	\$	306,015 <sup>[9]</sup>	\$	308,839	\$	95,164	\$		\$	20,726 <sup>[11]</sup>	\$	730,744
President Canada	2006	\$	258,661 <sup>[10]</sup>	\$	229,946	\$	134,177	\$		\$	18,664 <sup>[12]</sup>	\$	641,448
Christopher L. Walsh Sr. VP U.S. Distribution	2007	\$	233,439	\$	281,662	\$	83,360	\$	46,685	\$	7,249 <sup>[13]</sup>	\$	652,395