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January/February 2018 • Volume 31 • Number 1

The magazine for Costco members

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Lorelle Gilpin is Vice President of Marketing, Costco Wholesale Canada.

FROM THE ASSOCIATE EDITOR'S DESK

TO KICK OFF the new year, we are celebrating some of the regional vendors who provide locally sourced and locally grown food products to our warehouses. Costco buyers in both eastern and western Canada are constantly searching out local favourites to meet the needs and tastes of our members. More often than not, local finds, such as Kawartha Dairy ice cream from Bobcaygeon, Ontario, become member favourites and are rolled out to many Costco locations in Canada. In fact, when I first started with Costco, in 1985, I was visiting businesses to explain the Costco concept and I came across a large bakery that produced amazing cake doughnuts. I brought a bag back to our buying office and as a result, Costco carried those doughnuts for a number of years.

If I sound a little nostalgic, it is because this is my last column. I am retiring at the end of January after almost 33 years with Costco. It's been a deeply rewarding career, spanning Costco's incredible growth in Canada from the first warehouse to approaching 100 today.

One of my most enjoyable projects has been to work on *The Costco Connection*. The first few issues were long on heart but short on staff and resources. However, over the years, with an in-house Canadian and U.S. publishing team made up of writers, editors, coordinators, graphic artists and translators, *The Connection* grew from a newspaper focused on our Business members to a magazine with themes that appeal to Business, Gold Star and Executive members alike.

It's been gratifying to use *The Connection* to tell the Costco story. Our buyers work hard to find the best products to offer in our warehouses and online at Costco.ca, our warehouse operators make sure it all works perfectly on the ground and all other departments in the company do their part to deliver value to members. We try to use these *Connection* pages to capture what Costco is all about and fulfill our mission to make your membership worthwhile.

I will miss our members and my Costco family, but I am looking forward to spending more time with my family in Vancouver. So, next time I see you in the warehouse or online at Costco.ca, it will be as a fellow member, enjoying Costco's great values. **C**



Tim Talevich is Editorial Director of The Costco Connection.

FROM THE EDITOR'S DESK

THE NEW YEAR means new goals and new starts. We all get a reset on January 1, and isn't it nice to have a reason to stop, breathe and take time to see if we should change course slightly—or set a new direction altogether?

We tend to think of food and exercise when making New Year's resolutions. Those are indeed important topics (and we have several stories in this issue to help you along the way). But another subject that gets less attention—yet is equally important—is financial health.

Our Financial Connection column on page 11 offers practical, sound tips for getting your financial affairs in order this year. These

doable steps can make a difference for you and your family. While reading these, the question in my mind was how Costco can help members reach their financial goals. The answer: in many ways!

We're known as the place where you can save money in the warehouses and at Costco.ca on the essentials in life: food, clothes, appliances, sundries and other everyday basics. Just look in the shopping carts around you during your next visit to your local Costco for the best proof of this.

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How else can we save you money? The short list includes products for your health, tires for your vehicles, gift cards and tickets to great events, travel packages and even, as our Buying Smart story explains on page 52, everything you need for a wedding. To see more options, take a good look in your local Costco during your next visit. And browse Costco.ca for even more.

Happy New Year! May it bring you health and happiness. **C**

THE COSTCO CONNECTION®

PUBLISHER

Sandy Torrey storrey@costco.com

ASSOCIATE EDITOR

Lorelle Gilpin, Ottawa 613-221-2009
Lorelle.Gilpin@costco.com

EDITORIAL DIRECTOR

Tim Talevich 425-313-6759
ttalevich@costco.com

EDITORS

Stephanie E. Ponder, CN 425-427-7134
sponder@costco.com

T. Foster Jones, US tod.jones@costco.com

Will Fifield, UK wfifield@costco.com

ONLINE EDITOR

David Wight david.wight@costco.com

REPORTERS

Steve Fisher steve.fisher@costco.com
Hana Medina hanamedina@costco.com
Christina Guerrero cguerrero2@costco.com

TRANSLATION, EDITING AND PROOFREADING FRENCH LANGUAGE EDITION

Anne Boudreault anne.boudreault@costco.com
Priscilla Bijou, Paule Bourbonnais, Nicholas Choquette,
Marie-Noël Cyr, Clovis Houet-Larouche

COPY EDITORS

Miriam Bulmer, Caroline Szpak

CONTRIBUTORS

Jennifer Babisak, Mark Cardwell, Wendy R. Carroll,
Sharon Chisvin, Erin Crotty, Joseph Hanna, Susan
Hirshorn, Gail Johnson, Kristin Kirkpatrick, Jessica Lamb,
Jane Langille, Allison Lawlor, Dilia Narduzzi, Chris Powell,
Dana Tye Rally, Ed Rempel, Owen Roberts, Marc Saltzman,
Ellen Schwartz, Andrea Tomkins, Gord Woodward

ART DIRECTOR

Doris Winters dwinters@costco.com

ASSOCIATE ART DIRECTOR

Lory Williams lwilliams@costco.com

GRAPHIC DESIGNERS

Ken Broman, Bill Carlson, Grant Collier, Steven Lait,
Chris Rusnak, David Schneider, Brenda Shecter

PRODUCTION MANAGER

Pam Sather, Seattle

ASSISTANT PRODUCTION MANAGER

Antolin Matsuda, Seattle

COLOUR SPECIALIST MaryAnne Robbers, Seattle

PUBLISHING PRODUCTION SPECIALIST

Élaine Émond, Ottawa

PUBLISHING PROJECT DIRECTOR

Shannon Ambrose, Ottawa

PUBLISHING PROJECT MANAGER

Julie Kinnear, Ottawa julie.kinnear@costco.com

SENIOR PROJECT COORDINATOR

Chantaline Rindorindo, Ottawa
chatelaine.rindorindo@costco.com

ADVERTISING COORDINATOR

Sonia Khober, Ottawa sonia.khober@costco.com

ADVERTISING COPYWRITER

Bill Urlevich

BUSINESS MANAGER

Jane Johnson

PUBLISHING ANALYST

Dorothy Strakele

COSTCO CANADA HEADQUARTERS (Faisant affaire au Québec sous le nom Les Entrepôts Costco)

415 West Hunt Club Road, Ottawa, ON K2E 1C5

EMAIL: service@contactcostco.ca

1-800-463-3783 Costco.ca

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DEBATE GOES ON

In response to the November/December debate, "Is it OK to discuss politics at the holiday table?"

NO In training for the Force, it was instilled in us the prohibition against discussing RRSPs in public: race, religion, sex and politics. This advice has served me well for the last 55 years.

—Gord Jared
Spruce Grove, Alberta

YES It's absolutely imperative to discuss politics at the table now.

—Whitney Kerr
from facebook.com/CostcoCanada

NO We should discuss our gratitude, count our wins, listen to each other, support each other, complement the chef, savour the meal and rejoice in the presence of our loved ones, not discuss politics. We have the rest of the year for that.

—Angie Deslauriers
from facebook.com/CostcoCanada

YES This has to be the year of all years to discuss politics at the dinner table. We will all have a good laugh to aid in our digestion.

—Lisa Dykhuizen
from facebook.com/CostcoCanada

NO Not unless you want certain family members to leave. Politics is a hot topic. Leave the debate for after the meal.

—Trudy Klassen
from facebook.com/CostcoCanada

YES Any topic is fair game as long as all involved want to discuss it. If it gets heated, then the topic should be dropped.

—Ingrid Holtz
from facebook.com/CostcoCanada

NO Make yourself sick and ruin a perfectly lovely meal? No thanks!

—Vicki Walker
from facebook.com/CostcoCanada

BLOGS & TWEETS



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GREAT STORY about inclusive hiring in @costco canada mag. <http://bit.ly/2ha3mTO> #diversity #InclusionMatters Thx NB stores 538, 1055, 1090



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@AbilityHub

EMPLOYERS and workers benefit from #inclusive #hiring <http://www.costcoconnection.ca/connectioncaeng/20171112?pg=21#pg21> ... @RWAworks #autism



Jordan Bullion

@BullionJordan

MOM SENT me this picture with Captain YO-YO in the Costco magazine!!! So happy and proud of you @yolanda_gampp.



Amy Bowen

@bowen_amy

EXCITED TO see @ColdSnapPear in this month's Costco Connection. #buylocal #pear-fection pic.twitter.com/2hg35z8lse



Jessica Woollard

@jrwoollard

THERE'S STILL a place for #handwritten notes in #business. I wrote for @costcocanada about the power of #snailmail. <http://www.costcoconnection.ca/connectioncaeng/20171112?pg=11#pg11> ...



TELL US YOUR STORY



DO YOU HAVE a favourite burger recipe? Is it beef, turkey, black bean, tofu or something else? What toppings do you use to turn a basic patty into a must-try meal? For a chance to be featured in a future issue of *The Connection*, please send your recipe to sponder@costco.com with "Best burger" in the subject line.

DIGITAL EDITIONS



IF YOU'D like to read *The Connection* on your desktop or laptop, check out the *Online Edition*. It has additional digital content, indicated by a mobile icon. You can find the *Online Edition* at Costco.ca—just click "The Costco Connection" at the bottom of the page.

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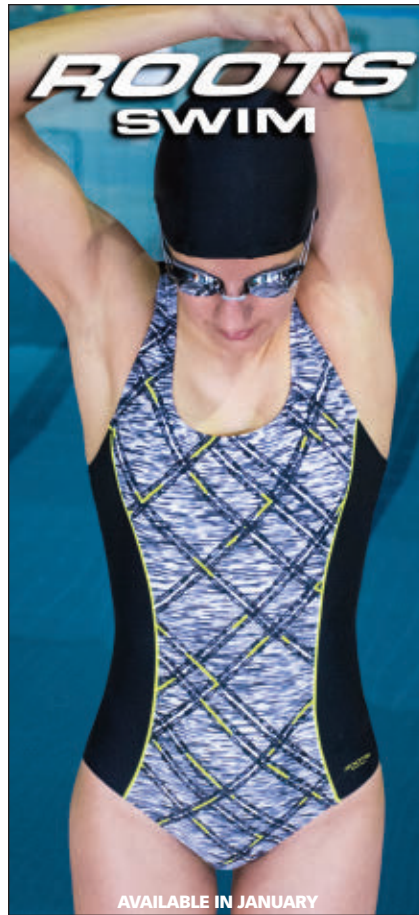


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The importance of soft skills

IMAGINE THE following scenario: You are a company producing solar panels. Your technology is leading-edge within your industry and your sales outrank your competitors'. However, as time passes, your competition is able to catch up and utilize the same technology. Suddenly, solar panels across the marketplace are all similar, and your profits are now suffering. While you recognize you may need to develop new technology to surpass your competition, you also realize that you need a new competitive edge. What is it?

"It" is developing the soft skills of each member of your team to differentiate yourself from the competition. Soft skills are personal attributes that enable someone to interact effectively and harmoniously with other people. Hard skills refer to technical expertise required to do one's job. Hard skills can be acquired with training, and they are necessary in order to operate in the workplace. Soft skills, on the other hand, make what you have to offer unique, and they enable you to gain a competitive edge within the business arena to ultimately stand apart from the competition.

Soft skills is also a synonym for people skills,

which include your character, personality and competence. Today, more than ever, your people skills will play a huge role in helping you reach your professional goals. Research conducted by Harvard University, the Carnegie Foundation and the Stanford Research Institute found that "Technical skills and knowledge account for 15 percent of the reason you get a job, keep a job, advance in a job. 85 percent of your job success is connected to your people skills."

Bottom line: No one will tell you explicitly, but it is important to know that you will be judged by how well you handle yourself, and others. Your people skills will determine if you are hired or not, let go or retained, passed over or promoted. They are the prime quality that keep you employable.

Like hard skills, soft skills require focus and a lot of practice to allow for success. Unlike hard skills, there is no standard test measuring how well you can do them. Your measure of success in developing your soft skills is how well you manage your relationships, including those with your superiors, co-workers, clients and network. **C**



ERIN CROTTY

Erin Crotty founded BloomStra Consulting (bloomstraconsulting.ca), which specializes in business etiquette, international protocol and image management.

MORE IN ARCHIVES

At costcoconnection.ca, search "Erin Crotty."



Creating an advisory board

BY GORD WOODWARD

WHEN IT COMES to increasing your sales, think beyond marketing and create an advisory board for your small business.

Here's why: A study by the Business Development Bank of Canada (BDC) shows that business owners who created an advisory board saw their sales grow 66.8 per cent in the next three years. And those same owners credit boards with having a significant impact on their success.

Deborah Bromley, CEO of Nanaimo, British Columbia-based ETHOS Career

Management Group, says her volunteer board brought a new perspective to her operations. "They were able to see from the outside looking in," she says. "They also offered invaluable advice on decisions we needed to make, and supported and promoted us in the community, as well as made referrals to others for us."

Advisory board members draw on their skills and experience to help business owners make better decisions. They work like a formal board of directors,

with a couple of important distinctions: Advisory boards don't have decision-making powers or any legal liability. Also, they generally work free.

Louisa Horne, with the BDC in Halifax, says entrepreneurs can benefit from "having someone who can ask the right questions and check their thinking." Nonetheless, only 6 per cent of small or medium-size businesses in Canada have an advisory board, the BDC study shows. Here's how to get started.

Decide on size. How big do you want your board to be? Aim for three to five people, with at least one who doesn't work in your industry.

Make a list of people you know. They may be good candidates or they may have networks you can tap. "We looked for a variety of people with skill sets and connections we did not have," says Bromley.

Don't settle for yes-men and -women. Choose people who will be honest with you. Ask them to challenge you, not pat you on the back.

Approach volunteers, and call a meeting. It's surprising how many people will help—when you ask them. Just keep their time commitment to a minimum. A quarterly meeting of your board will probably work for them, and you. **C**

Gord Woodward is a writer and business author in British Columbia.

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Money goals for 2018

Small steps to make a big difference



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BY ED REMPEL

DO YOU want to feel more financially secure in 2018? Here are five goals that can change your life forever. Pick one—or all—and make 2018 the year you prioritize your financial health.

Be proudly frugal and live within your means

There are two kinds of people: those who have \$1 million and those who spend \$1 million. Most millionaires became rich by being frugal.

I see people every day who try to look rich, with an expensive car, clothes, vacation property or fancy trips. These are the “wannabe rich.” Most millionaires are low-key about their money. They do not want it to separate them from their friends or family. The key is simply this: Spend less than you make.

Pay yourself first

Set aside 10 to 20 per cent of your before-tax income to invest every month. Set up an automatic monthly investment to make it easy. After all, if you wait until the end of the month to see what is left over, it will be nothing, right?

To maintain your current lifestyle after you retire, you probably need to invest at least 10 to 20 per cent. This may sound hard, but you get used to it quickly. Many people who start a monthly investment plan soon forget they are doing it. Figure out the most you can invest and just start.

Be an investor, not a saver

Long-term investing, not short-term saving, is how you become financially independent. Invest in stocks for the long run.

Investing can be intimidating, and choosing stocks can sound scary. You can do this; it is worth it. If you are not an expert, get advice from someone knowledgeable whom you trust on three or four good mutual funds or exchange-traded funds to own long-term. Tell your trusted adviser you want to own as much in stocks as you can possibly tolerate, and own them for many

years. Also, you want to pick mutual funds with top fund managers or broadly diversified exchange-traded funds.

To achieve your life goals, like retiring comfortably, you need your investments to grow. Stocks give you the highest long-term return. Stocks go up and down short-term, but have been remarkably consistent long-term. According to the S&P 500 index, the worst 25-year period for stocks in the last 70 years showed a return of nearly 8 per cent per year. That gives you nearly seven times your money! Stocks will go down sometimes. Stay confident. Be a long-term investor.

Pay off your credit cards every month

Carrying a balance on your credit cards is a trap that is difficult to escape. Paying them off slowly takes massive discipline and almost everyone gives up. You need to get free of this trap. Do whatever it takes. Apply for a low-interest credit line. Refinance your mortgage. Go on an extreme frugal-spending diet.

Pay off your credit cards quickly. Then pay them in full every month. Ask the credit card company to automatically take the full payment on the due date. Paying them off is a 20 per cent return on your investment after tax. That is the best guaranteed return you can get. You get a six-week interest-free grace period every month if you pay in full by the due date. Leave even one dollar unpaid and you are charged 20 per cent interest from the date of every purchase.

Get your professional financial plan

Financial independence does not happen on its own. It takes effort and planning. Find a fee-for-service financial planner and pay for your professional financial plan. Ask to see a sample plan first. It is a one-time cost with huge long-term benefits. A good financial plan will address the following: retirement, a registered retirement savings plan, a tax-free savings account, paying off your mortgage, funding your kids' education, creating an emergency fund, saving for a car and more. The plan should also instruct you on how to balance it all.

A plan more than pays for itself. A 2008 study by Michael Finke and Terrance Martin showed that people who worked with a financial planner who prepared a retirement plan for them saved 50 per cent more than those who didn't.

Regardless of your starting point, there's no time like the present to start planning for financial security. **C**

Ed Rempel (UnconventionalWisdom.ca) is a fee-for-service financial planner.



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Canadian MoneySaver magazine has provided Canadians with balanced insight into personal finance issues since 1981. Through an exclusive arrangement with The Costco Connection, Canadian MoneySaver's experts provide Costco members with answers to their questions about financial issues.

Selected questions are answered in this column. Costco members are offered a one-year (nine-issue) introductory online subscription for \$15.99 or a print subscription for \$19.95 plus tax. Go to canadianmoneysaver.ca and click on “Subscribe,” or call 519-772-7632. Online, use “CC” for the discount code at the bottom of the page. You can view a recent edition and free webinars online at canadianmoneysaver.ca.*

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EMAIL

moneysaverinfo@canadianmoneysaver.ca

MAIL

Canadian MoneySaver
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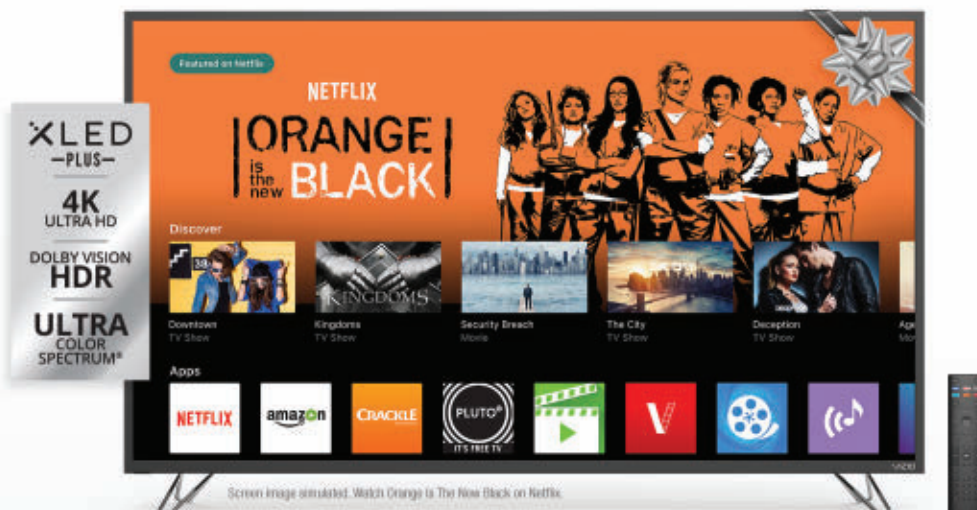
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"Smart" tech trends

Innovation in the new year

IT'S A NEW YEAR, and thus a fitting time to look ahead. And when it comes to technology, you can expect your devices to get a whole lot, well, smarter. So let's have a sneak peek at some of the smart tech you may want to invest in over the coming months. There are some interesting emerging trends.

Smartphones

If your smartphone is so old it has a rotary dial on it, then it's likely time for an upgrade. Many smartphones offer similar features worth considering: much larger screens with almost no border between the edges of the display and the side of the phone; exceptional cameras that can also shoot 4K video (to wirelessly play back on the latest TVs); secure ways to log into your device using your fingerprint, face or iris; much longer battery life (finally!); and water- and dust-proof designs.

You have plenty of choices in brands and prices. Of course, a phone today is much more than just a phone. Numerous accessories can make your phone a centre for business and entertainment. For example, a wireless keyboard makes it easy to type documents.

For great audio, consider adding wireless speakers, and playing songs from a streaming music app, or from your own music library. Likewise, noise-cancelling headphones and premium earbuds make it possible to hear high-quality audio on the go.

Also, as you launch into your New Year's resolutions, you can pair your activity tracker with your phone, and use apps to track your progress, analyze results, and so on.

Last, don't forget a protective (and perhaps fashionable) case to keep your smartphone safe and functioning.

Smartwatches

Conveniently buckled on your wrist, smartwatches perform many functions. While features vary depending on the model you go with, most let you customize the watch face to suit your taste (and clothing) with various analog and digital options.

You can glance at incoming text messages, emails, Facebook messages and tweets. You can see who's calling and perhaps answer the call, hands-free. Smartwatches can capture your fitness information and, in most cases, your heart rate too. Look down to see directions on a map. Change songs by tapping the screen. You can even find out what time it is!

Many smartwatches are waterproof, and a number of them support smart personal assistants you can talk to without needing to touch

the screen at all. The latest trend? Smartwatches that let you take a call or read texts, even when there's no phone nearby.

Smart homes

An exciting development today is the growing popularity of smart home devices—including Wi-Fi thermostats, app-controlled lights and cameras and video doorbells—and you can expect this trend to continue. Not only are smart home devices very convenient, but many can save you money on electricity or heating and cooling costs. You'll see a lot more choices this year (only on Costco.ca).

Smart TVs

Finally, your next TV will likely be better-looking (thanks to 4K resolution), bigger, thinner, more energy-efficient and smarter.

As you likely know, smart TVs let you access apps without requiring a special box connected to the television. Many of these new TVs can connect with popular video streaming services (such as Netflix, YouTube and Crackle), music services (Spotify, Google Play Music, etc.),



Smart TVs allow access to a variety of apps without the need for special boxes.

social media platforms (including Facebook and Twitter), numerous interactive games and sometimes a full web browser.

Just as with your smartphone, you can add or remove apps on your television to personalize the experience. Use your voice to ask what to watch, listen to or play.

Many smart TVs let you wirelessly connect a smartphone or tablet, so that photos and videos on your handheld device can be played on your big-screen TV with the tap of a button. Newer smart TVs also support Bluetooth, which means you may be able to pair your favourite wireless headphones for private listening. **C**



JOHN GOLDSTEIN

MARC SALTZMAN

Marc Saltzman, a leading high-tech reporter, contributes to more than three dozen prominent publications, appears on radio and TV, and is the author of more than 12 books. He's on Twitter at @marc_saltzman

Saltzman will answer selected questions in this column. He regrets that unpublished questions cannot be answered individually.

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Please include "Marc Saltzman Q&A" in the subject line.

MAIL

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The Costco Connection
415 West Hunt Club
Ottawa, ON K2E 1C5

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THE COSTCO CONNECTION

Costco carries a wide variety of smart devices in your local warehouse, with an expanded selection online at Costco.ca.

Should bosses and employees friend each other on Facebook?

BOSSES AND THEIR employees see each other every day at work and may even see each other as friends. But should they friend each other on Facebook as well? Some say yes, if you know how to set up some online restrictions. Others argue that it's inappropriate on Facebook because of the power imbalance, but OK to connect on professional networks such as LinkedIn.

What do you think?

FIND OUT MORE ABOUT THIS TOPIC.

On the internet, search:

- Should you be friends with your boss on Facebook?
- Sticky situation: Should you accept your boss's Facebook invitation?
- Five Facebook mistakes to avoid in the workplace.



READER COMMENTS

facebook.com/CostcoCanada

Good bosses and good employees have no problems being Facebook friends. The problems arise with poor supervisors and/or poor employees.

—Ronda Groom

It creates boundary issues. A boss should strive to keep work and private life separate.

—Courtney Kingsbury

I think you can have your boss as your friend on Facebook, especially if you are friends at work.

—Agnes Robinson Sheppard

No. Reasons are numerous, the main one being that being friends with your employees/employer on social media allows them access to your personal life. We all know that as much as we like to think that we are the same person at work as we are on our own time, we are not.

—Gerhard Theilman

I had a store manager tell me once that I wasn't to be friends with my staff. I didn't agree with it then, and I sure don't now. Your work family is an essential part of success.

—George Hillier

It depends what type of relationship the employee and employer have. Is it a purely work one, or is there some degree of real friendship? If the latter, it's a no-brainer. If the former, it's more tricky.

—Steve Baker

There needs to be a separation between boss and employee. That way others cannot say you are using your friendship to advance yourself.

—Nancy Green-Fortner

I applied for, interviewed and was accepted for my job, entirely on Facebook. I only saw my boss in person when I showed up to be issued a key to the building. We discuss work more on Facebook than we do face-to-face.

—Lucian Smith

YES FROM EXPERTS IN THE FIELD



Jessica Lamb is social media manager at BrainWorks Razor, a marketing agency based in Moncton, New Brunswick (brainworksmarket.ca).

IS IT SMART to include your colleagues, employees or even your boss on your social platforms? Yes! Social media is a great way for individuals to connect and find commonalities outside the office. Through the use of social media, individuals become better communicators, share in personal successes and build more positive community engagement. Adding your employees or boss on Facebook can help to humanize relationships, as you will have more insight into everyone's lives.

Beyond Facebook, adding your boss on LinkedIn can be a strategic move. It may give you an opportunity to share your aspirations and highlight your strengths, the way you give back to the community, skills they're unfamiliar with or ways in which you can leverage your connections. Following your boss's feed will also give you insight into his or her interests and provide you with conversation starters for your office interactions.

When you connect through social media you enhance your "brand" by sharing things that matter to you. Because of this, there's likely old personal information you may want to clean up before connecting. By taking the time to remove posts that are irrelevant now, you are likely to become more confident with your online presence. Going forward, if you don't want your boss seeing something, you shouldn't share it, but Facebook does have privacy functions that allow you to control what is visible to different audiences and who can see your individual posts. Check your privacy settings thoroughly and customize as needed. Remember: It's not just about your posts; check photos you're tagged in, old apps you may no longer use and old likes for groups or pages that may not be in alignment with your company's culture.

If you do add your boss on social media, engage with him or her. Toss your boss a like, a nice comment or even a share every now and then if you agree with something he or she posted or shared. This can keep you top of mind if you work in a larger organization where you don't get a lot of face time with your boss. **C**

NO FROM EXPERTS IN THE FIELD



Dr. Wendy R. Carroll is director of the Executive Master of Business Administration Program and associate professor in the Department of Management at the Sobey School of Business, Saint Mary's University, Halifax.

POPULAR ARTICLES from sources such as *Fast Company*, *Business Insider* and *Forbes* have cautioned employees and bosses about sending or accepting Facebook (FB) friend requests. This advice has typically highlighted the risks associated with loss of privacy and damage to reputation that could negatively affect and jeopardize an employee's employment relationship or a boss's objectivity in dealing with employee matters. These pieces offer sound advice, suggesting that employees and bosses should not friend each other, because (a) information available and viewed on FB may lead to claims of discrimination or harassment; (b) negative posts and comments written about another employee, boss or leader in the organization may lead to a dismissal; and (c) friending some but not all employees may raise concerns of favouritism.

Central to the friending consideration is our understanding of social relationships as social minefields online. For example, evidence from exploratory field experiments—as reported in *MIS Quarterly*—shows that physical social networks and our assumptions about how they work may not translate and transfer to online social networks, possibly resulting in lost trust between an employee and their boss. Another study, in the *Academy of Management Journal*, shows evidence that FB becomes an "emotional echo chamber" that amplifies negative emotions when an adverse or disruptive event happens in the workplace and can lead to a heightened escalation of reactions that destabilizes the organizational dynamic.

Although some may argue that friending your boss on FB may serve to advance your social and economic capital at work, the evidence reveals that the transference of physical social relationships is far more unpredictable online.

Perhaps the best advice for employees and bosses is to keep professional relationships professional—relying, if necessary, on professional rather than personal networking sites. **C**

WHAT DO YOU THINK?

Should bosses and employees friend each other on Facebook?



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Click here to email debate comments

See Member Comments for more Debate responses

NOVEMBER/DECEMBER DEBATE RESULTS

Is it OK to discuss politics at the holiday table?

**26% YES
74% NO**

Percentage reflects votes received by November 9, 2017.

Results may reflect Debate being picked up by blogs.

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Toast of the town

Toastmasters helps build self-confidence

BY STEVE FISHER

WHETHER YOU are an extrovert or introvert, speaking in public, for professional or personal reasons, is a daunting task. The key is being prepared. The trick is finding a place that provides a warm and supportive atmosphere in which to learn and practice. That place is Toastmasters International.

Toastmasters was started by Ralph C. Smedley, who was working for the YMCA in Bloomington, Illinois. He recognized a need for men to “learn how to speak, conduct meetings, plan programs and work on committees,” according to the Toastmasters website (toastmasters.org). (Women were officially admitted in 1973.) Since its founding in 1924, the organization has helped more than 4 million people become more confident in their speaking and leadership skills. Current membership exceeds 352,000, including more than 25,000 members in Canada, with more than 16,400 clubs in 141 countries. The oldest active club in Canada, the First Canadian Toastmasters Club in Victoria, British Columbia, is 82 years old.

Getting started

Toastmasters members join for a variety of reasons. Margaret Page (margaretpage.com), a Costco member in British Columbia, was running a successful business when she was asked to speak at a conference in Las Vegas, but she didn't feel up to the task. She was left with the feeling

she'd let her team down. She researched ways to enhance her speaking skills and found a Toastmasters chapter nearby.

START TALKING

MEMBERS PAY international dues of US\$45 every six months. (Some clubs may charge additional fees.) New members also pay a one-time US\$20 fee. You must be 18 or older to join. Go to toastmasters.org for more information, and use the Find a Club tool for a chapter near you.—SF

“It is a big step for many, many people to walk in the door of a Toastmasters club,” Page acknowledges. “It takes great courage. I found a tribe that was willing to support me in my growth.”

Her efforts with Toastmasters opened doors of opportunity, including hosting a radio program, moderating a federal debate and being a campaign manager in a federal election. It also led to speaking engagements in Europe and Japan. “That simply would not have happened had I not walked through the Toastmasters' doors,” she says.

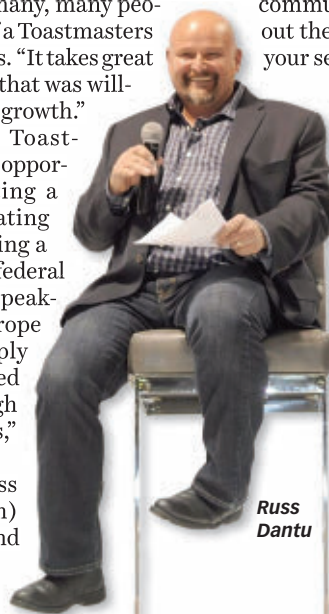
Costco member Russ Dantu (russdantu.com) owns Syner G Apparel and

Solutions in Calgary, which sells promotional products and corporate apparel.

“I was working in the trade show industry years ago, and I had a fairly good career in that,” he says. “My manager said to me, ‘You need to join a couple of associations so that you can learn how to talk to people better, learn how to network and get better at your sales.’ So I joined a business association and I joined Toastmasters back in May of 1997. I'm a 20-year Toastmaster now. I would say it is the most cost-effective program to increase your communication and leadership skills out there, and it definitely helps with your self-confidence.”

Dantu has also used the skills he has learned through Toastmasters to become a professional speaker. “I get paid handsomely to run my sessions on customer service and presentation skills, so it's been a fabulous development,” he says. “As a business owner, I have closed more deals because I am so much more confident when I'm presenting to customers.”

Costco member Monique Levesque-Pharoah of Winnipeg works in philanthropy. “I was asked to give a toast to the bride back in 1994,”



Russ Dantu



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she recalls, “and I realized I needed more than a glass of wine to settle my nerves. Speaking in small groups was not a problem. But when it came time to give a presentation in front of a larger group of people, that really made me nervous, and I knew that I needed to do something about it.”



OUR DIGITAL EDITIONS

Click here to watch a short video on Toastmasters International. (See page 7 for details.)

Rising to the occasion

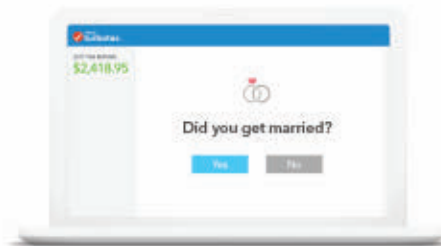
A lot of people have a paralyzing fear of speaking in public. “Trust me when I tell you my knees would knock, my belly would flutter,” Levesque-Pharoah says. “There was one speech I remember thinking, can your hands produce that much sweat? I think I grew new sweat glands.” She even recalls a time, in her early days in Toastmasters, when “I couldn’t speak, then I giggled and then I fainted.”

Everyone works at their own pace at Toastmasters meetings. What can be expected is an atmosphere of complete warmth and acceptance.

“The only requirement we do have,” says Levesque-Pharoah, “is [the] Toastmaster’s Promise. We just ask people to be prepared for meetings and attend regularly. Integrity, respect, excellence and service. Those are our core values.” **C**



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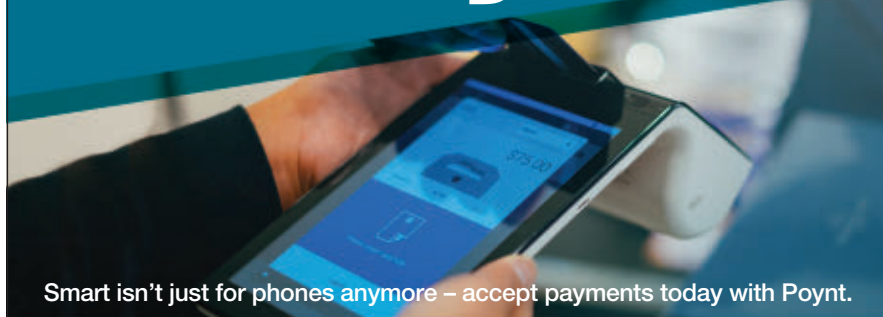
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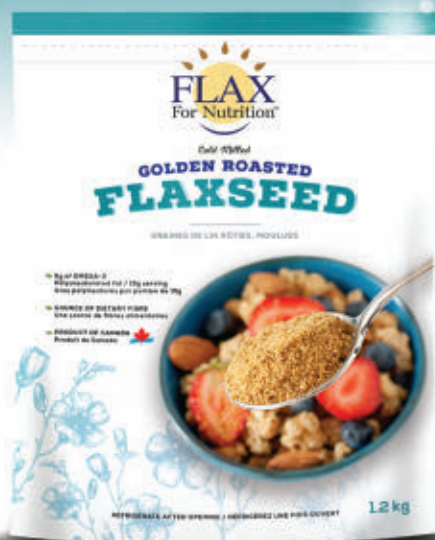


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| 5 mL (1 tsp) | baking powder |
| 2 mL (1/2 tsp) | cinnamon |
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| 15 mL (1 tbsp) | dried berries |

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Ground flaxseed helps to reduce cholesterol. *Health Canada*

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{ Think global } BUY LOCAL

Costco seeks out regional food suppliers

HERE'S A SECRET you may not have known about Costco: The warehouses don't carry all of the same products. For members who visit different warehouses on their vacations, though, this comes as no surprise.

While Costco is known for its selection of national brand-name products and the expanding line of exclusive private-label Kirkland Signature™ items, filling out the shelves and the deli and cooler cases are a number of locally sourced specialty items that are unique to given areas of the country.

These items allow Costco buyers to respond to local and regional tastes and preferences. The buyers also seek out specialty products that set Costco apart from its competition and give members one more treasure-hunt experience as they discover a terrific local bread or special ice cream that comes from their own backyard.

On the following pages, we'll introduce you to some of the suppliers who help give Costco warehouses across the country a local feel.—*Stephanie E. Ponder*

Ryan Albright,
president, Covered
Bridge Potato Chips.



MAG HOOD PHOTOGRAPHY

Kawartha Dairy

Bobcaygeon, Ontario

kawarthadairy.com

Product: Ice cream

Available: Ontario

ONTARIO'S RUGGED KAWARTHA Lakes district is picture-perfect cottage country. It's distinguished by endless forests, pristine lakes—and ice cream, from storied local manufacturer Kawartha Dairy.

For 80 years, family farms dotting the region's landscape have supplied Kawartha Dairy with fresh milk for its 45-plus ice cream flavours, including the company's showpiece, Moose Tracks—vanilla ice cream with peanut butter cups and fudge swirls.

Shaun Dunn, the company's director of sales and marketing, says taste and freshness are a big reason Kawartha Dairy ice cream is a perennial favourite with the region's many visitors. "When people get to cottage country, one of the first things they do is scoot into one of our stores for an ice cream cone," he says. "It's generational."

Dairy processor Jack Crowe, his wife, Ila, and a handful of employees started Kawartha Dairy in a three-room plant in Bobcaygeon. Ready access to a fresh source of local milk was a key driver in their decision to locate here.

Over the years, the company grew appreciably. It now employs 115 full-time staff, and recently opened a 5,500-square-metre (60,000-square-foot)



Covered Bridge Potato Chips

Waterville, New Brunswick

coveredbridgechips.com

Product: Potato chips

Available: New Brunswick, Newfoundland, Nova Scotia, Costco.ca

RYAN ALBRIGHT'S CHIPS have come in.

A fourth-generation potato farmer, Albright, 37, launched the Covered Bridge Potato Chip Company with his brother, Matt, in 2009. Their kettle chips have become a Canadian favourite, beloved for innovative flavours like limited-edition Donair and Loaded Hot Dog, as well as their seasonal Storm Chips.

In addition, the Covered Bridge factory is a regular stop for the approximately 100,000 tourists who come to nearby Hartland, New Brunswick, each year to see the covered bridge—the world's longest at 391 metres (1,282 feet)—that gave the company its name.

The brothers got the idea for a potato

chip company while operating Carleton County Spud Distributors, which resold potatoes to processors and potato chip manufacturers in Canada and the eastern U.S.

"When I started selling to potato chip companies in the U.S., I really developed a unique fascination for chips and the snack world in general," says Albright. "In Canada there wasn't as big a selection as there was in the U.S., especially for kettle chips."

Today, Covered Bridge chips are sold across Canada. It is the only North American manufacturer of potato chips made from dark russet potatoes (the type used in fast-food fries), and its traditional recipe was developed by the Albrights' Great Grammy Lela in the 1920s.

The company currently offers 20 products, including its new Pop It line of kettle corn, and continues to develop new items. "We're a very young, dynamic company, so we're constantly thinking outside the box in what we can do to make our products better or totally creative," says Albright.

Covered Bridge is perhaps best known for its Storm Chips, which it describes as a "flurry of flavours" in a 284-gram bag. "You reach in and you might get a dill pickle chip; the next time you might get barbecue or ketchup," says Albright.—*Chris Powell*

warehouse. But two things remain the same: Almost all of the company's milk is still produced on farms within one hour of the plant. And Kawartha Dairy remains family owned.

The company began its partnership with Costco in 2008. That's when Costco opened a warehouse in Peterborough—in the heart of the Kawartha region—and managers there strongly suggested the company carry Kawartha Dairy ice cream at that location. It

was intended to be a summer-only product in Peterborough. Now, Kawartha Dairy's Moose Tracks and vanilla flavours are available year-round in all Ontario warehouses.

That's quite a success story. But despite expanding, Dunn says Kawartha Dairy has not forgotten its rural roots. "We've always been local," he says. "We've grown tremendously, but we're still that little dairy up north."—*Owen Roberts*



Shaun Dunn (left), director of sales and marketing, and Blake Frazer, vice-president and general manager, Kawartha Dairy.

PHOTO BY KURTIS SUCHARYNA / SUCHARYNA.COM



David Lerson, founder, Premier Seafoods.

Premier Seafoods

Delta, British Columbia

premierseafoods.ca

Products: Cold-smoked sockeye lox, hot-smoked salmon nuggets, hot-smoked salmon candy strips

Available: Alberta, British Columbia, Manitoba, Saskatchewan

DAVID LERSON HAS dedicated his career to seafood, beginning in 1976, when he worked at a fish plant. He went on to open Premier Seafoods in Delta, British Columbia, in 1996 and has grown the company to be the largest salmon-smoking operation in the province.

"We make the best-quality smoked salmon for the best price anywhere in North America," Lerson says. "We have a very small staff, and we are able to directly buy top-quality products."

Sourcing its fish from the Northern Pacific, from Alaska to British Columbia, and working with a master smoker, the company makes several products, including moist and flaky hot-smoked salmon as well as addictive hot-smoked salmon nuggets, which make for a protein-packed on-the-go snack, and rich, silky cold-smoked salmon, which is made using traditional methods and a blend of hardwoods.

Just as important to the company as great-tasting fish is sustainability. The company works closely with Responsible Fisheries Management and the Marine Stewardship Council.

Premier Seafood has been working with Costco since 1996. Not only has the association helped Lerson grow his company, but he's also been actively involved in seafood Special Events and other in-warehouse initiatives over the years.

"Having Costco as a partner all these years is the best thing that could have happened to Premier," Lerson says. "It's been a very good partnership, and a win-win."

—*Gail Johnson*

CONTINUED ON PAGE 22

Scotian Gold

Coldbrook, Nova Scotia

scotianguard.com

Product: Apples

Available: New Brunswick, Newfoundland, Nova Scotia, Quebec and Ontario

IF GRAPES AND not apples were his specialty, David Parrish would be a sommelier.

"We call ourselves apple snobs here," says the CEO of Scotian Gold, a Nova Scotian co-operative that grows and packs more than 60 per cent of the province's apples. "We're always testing new varieties.

"It's quite a process to find an apple that you think consumers would like," he adds. "I couldn't count how many apples I eat in a week."

For more than 15 years, Scotian Gold has supplied Costco with fresh apples from 50 growers in Nova Scotia's Annapolis Valley. While hundreds of varieties grow in the valley's orchards, Scotian Gold sells only about 15 varieties. Every year, 19 million kilograms (42 million pounds) of apples enter their sorting and packing plant.

"Honeycrisp has really taken over. It is our No. 1 variety," he says. "We probably grow one of the best in the world here."

Parrish likes the story about how Scotian

Gold became one of the first growers in Canada to commercially plant Honeycrisp. A group of local apple growers were at a nursery in Washington state in the late 1990s, looking for new varieties, when they stumbled upon a delicious-tasting, crisp apple. They liked the apple so much, they bought all the nursery's trees and planted them in their Nova Scotian orchards. Four years later, when they were ready to harvest, Scotian Gold had a new apple for customers to try.

If he had to choose, SweetTango, a variety known for its sweet yet tart flavour and loud crunch, would be Parrish's personal favourite. SweetTango was developed in the United States; Scotian Gold has the exclusive licence to grow and market it in Canada.

Parrish is proud of Scotian Gold's deep roots, which date back to 1912, and is committed to continuing to keep apple lovers happy. He says, "We're always looking for the next new thing—the next variety." —Allison Lawlor



SCOTIAN GOLD

David Parrish,
CEO of Scotian Gold.

La Trappe à fromage

Gatineau, Quebec

trappeatfromage.com

Products: Cheese curds and fresh white and marbled cheddar

Available: Gatineau, Gloucester, Nepean, Kanata and Barrhaven warehouses

CHEESE CURDS are both a snack staple and a poutine-topping point of pride in Quebec. But for Mario Hébert and Gilles Joannis, owners of La Trappe à fromage, the squeaky pieces of cheddar are the lifeblood of their flourishing cheese business in Canada's Capital Region.

"We are in here every day making fresh cheese from fresh local milk," Hébert, a fourth-generation certified cheese maker, says from the company's processing plant and flagship store in downtown Gatineau. "People love our product."

According to Hébert, curds and blocks of fresh cheddar cheese have been the primary focus of the business since the doors opened in 1995. "They represent 95 per cent of our production and

roughly half of our sales," he says.

In addition to fresh curds, blocks and the handful of specialty cheddars it produces, all of which sport the funny mouse cartoon character that is the company's official mascot on packaging, the company sells some 400 top-quality cheeses from across Quebec and around the world at its five shops in Gatineau and a sixth in the nearby resort town of Val-des-Monts.

The stores also sell regional microbrewery beers and baked goods, specialty and deli foods items, ready-to-eat meals—even locally made dishware. "It's the quantity and quality of mostly Quebec-made specialty foods that makes us unique," says Hébert. "Some people drive long distances to shop in our stores."

The company supplies several Costco warehouses with its cheddar curds and blocks, which are made daily. Every morning at 5 a.m. its delivery trucks leave the plant to deliver to Costco, says Hébert.

He credits daily deliveries, plus a cheddar-making secret that he plans to pass on to his son, Kevin, who is working to become the family's fifth-generation certified cheese maker, as the key to making world-class curds. "We make them every day that our customers are open for business, which means every day," says Hébert. "Our lives revolve around making cheese."

—Mark Cardwell



SONIA BOUCHER

Left to right: Kevin Hébert, cheese maker; Mario Hébert, co-owner and cheese maker; Gilles Joannis, co-owner; and Alex Joannis, sales representative.

Natural Bakery

Winnipeg, Manitoba

naturalbakery.ca

Product: Canadian rye bread

Available: Alberta, British Columbia, Manitoba and Saskatchewan

IN 1957, Joseph Mikalauskas did not have any business experience. But the young Lithuanian immigrant was eager to become self-sufficient. When he noticed that a ramshackle corner store in Winnipeg's West End was up for sale, he decided to purchase it, and with the help and hard work of his wife, Jadvyga, and son-in-law, Alphonse, he turned that storefront into a successful bakery.

Six decades later, Natural Bakery is a Winnipeg institution, renowned for its variety of European-inspired breads. Its best-known and most beloved product is its Canadian rye.

Now located in an 1,800-square-metre (20,000-square-foot) facility, across the street from its original location, Natural Bakery is owned and operated by the Mikalauskases' grandson, Rennie Balciunas, who has been in the family business his entire life.

"I was free labour as a kid," Balciunas says good-humouredly, "and I had always worked there after school. I came on full-time when I was 17, in 1977."



IAN MCCASLAND

Rennie Balciunas, president, with Marica Angeleska, production manager, Natural Bakery.

Balciunas and his brother, Danny, who recently passed away, took over the helm of the business in 1998 and built the new facility in 2007. "At that point we had totally outgrown the old facility," Balciunas explains. "We had already added on to it a few times, and we needed more-modern equipment."

Yet, while the bakery's equipment, space and production capacity changed with the new building, its ingredients and baking methods remained unaltered. Balciunas still makes the same breads in the same way that his forebears did.

"My father started with a recipe for light rye that people liked, and we have carried forward with that recipe for 60 years," he says proudly.

That bread was first sold at Costco when the first Winnipeg warehouse opened in 1990. It's currently available at warehouses throughout western Canada.

"Costco has been a great customer and a great partner to do business with," Balciunas says. "We bake 24 hours a day, seven days a week, to keep up with demand."

—Sharon Chisvin

Inspired Greens

Head office: Saskatoon,

Saskatchewan

Greenhouse: Coaldale, Alberta

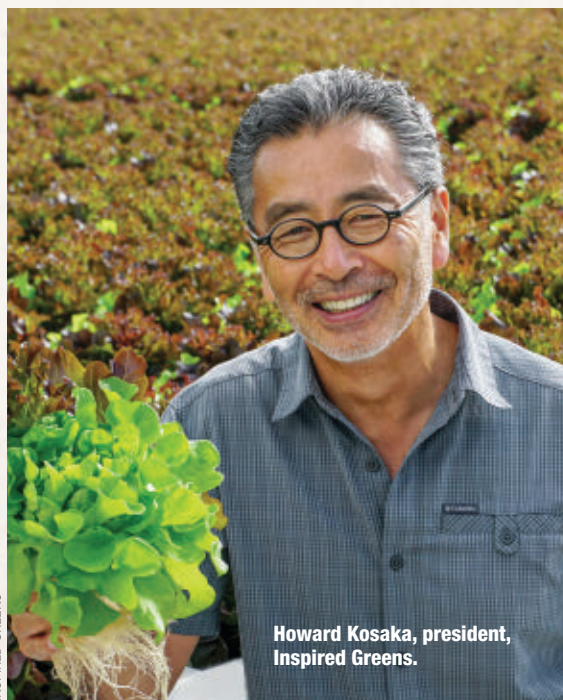
inspiredgreens.ca

Product: Multileaf Trio—three types of lettuce grown in one head

Available: Alberta, British Columbia, Manitoba and Saskatchewan

IT WAS MINUS 50 degrees Celsius in Saskatoon in the middle of January; David Karwacki, the co-founder and CEO of the Star Group, the umbrella organization for several boutique produce companies, and his family were having a barbecue. His daughters complained about the poor quality of the winter lettuce and asked why it was so bad. "I gave them an excuse about El Niño and all of the weather problems," says Karwacki, who was born and raised in Saskatchewan. "But I woke up the next morning and thought, 'We need to do better than that.'" That was the motivating force behind Inspired Greens.

Inspired Greens grows "living lettuce"—the roots are still on when you buy it. The lettuces are grown by expert grower Howard Kosaka, in a greenhouse "like no other" in



INSPIRED GREENS

Howard Kosaka, president, Inspired Greens.

Coaldale, Alberta, making the lettuce local to western Canada and available 365 days a year. The lettuce is pesticide-free and environmentally friendly. From lighting to glass technology, the greenhouse is cutting-edge.

A typical head of field-grown lettuce uses "anywhere from 80 to 150 litres of water," says Karwacki, while an Inspired Greens lettuce uses "just a litre and a half"; the greenhouse also sequesters carbon dioxide. Bugs can't get into the greenhouse, and while it is always good practice to wash your greens, you can practically just cut off the roots of Inspired Greens lettuce and eat it—it's that clean. This product is completely different from conventional lettuce, from seed to plate.

Other Star Group produce has been in Costco warehouses for almost 10 years, says Jarrett Little, vice-president of Whole Leaf, the company that Inspired Greens falls under, and Inspired Greens has been in western Costco locations since September 2017. Little

says, "We really enjoy working with Costco. Innovation is key to Costco's world, and Inspired Greens certainly fits the bill of something that's new and exciting in the produce world." —Dilia Narduzzi

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2 cans Canned chicken breast (approx. 12.5 oz/350 g each) or 2 cups (500 mL) of cooked chicken	2 cans
½ cup FRANK'S REDHOT® Original Cayenne Pepper Sauce	125 mL
½ cup Ranch or blue cheese salad dressing	125 mL
½ cup shredded mozzarella or crumbled blue cheese	125 mL

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MIX ingredients in deep baking dish until smooth.

BAKE at 350°F (180°C) for 20 min. until hot and bubbling.

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Fasting food

New thinking about what we eat

BY JENNIFER BABISAK

MELISSA HARTWIG wants dieters to re-think their relationship with food. “Completely abandon the traditional mentality of dieting,” the certified sports nutritionist says. In her new books, *The Whole30 Fast & Easy Cookbook* and *The Whole30 Day by Day*, she encourages readers to reject calorie counting, rebounding, guilt and shame. She also delves into the psychology of creating lasting changes in both the physical and emotional aspects of eating.



© JORDYN NELSON

Melissa Hartwig

The Whole30 Fast & Easy Cookbook and *The Whole30 Day by Day*, she encourages readers to reject calorie counting, rebounding, guilt and shame. She also delves into the psychology of creating lasting changes in both the physical and emotional aspects of eating.

Hartwig’s Whole30 program advocates a strict 30-day period of eating unprocessed meats, fruits and vegetables while eschewing grains, legumes, dairy, alcohol and all forms of added sugar. The program differs from the similar Paleo approach to eating, in that it does not allow baked goods made from grain substitutes like almond flour.

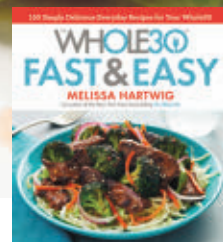
After 30 days of abstaining from the

banned food items, Hartwig, a Costco member, encourages readers to slowly reintroduce foods and evaluate how they feel after eating each type of food. She advises them to use this new information in their budding relationship with “food freedom,” developing healthy but unrestricted long-term eating habits that allow for occasional indulgences in individually defined “worth it” foods.

Cleaning up her plate

When Hartwig first tried the concept of a 30-day dietary reset on herself, in 2009, she was already lean and healthy—she simply wanted to improve her athletic performance. She blogged about the results of that initial fast from potentially inflammatory foods, readers embraced the idea with enthusiasm and a Whole30 online community (whole30.com) that now counts more than 2 million visitors a month was born.

Hartwig describes her first 30-day dietary reset as a “profound experience” in which she realized that the physical



© BRENT HERRIG

THE COSTCO CONNECTION

The Whole30 Fast & Easy Cookbook and *The Whole30 Day by Day* are available in most Costco warehouses, along with a variety of healthful food choices.

implications of eating unhealthy foods weren’t as important as the psychological impact of relying on them. As a recovering drug addict who has been clean for 17 years, Hartwig saw parallels in the addicting aspects of food. “People feel out of control and addicted to food,” she says. “I started to listen to people’s stories and found there’s so much guilt and shame.”

In response to those stories and website visitors’ requests for more help in reforming their approach to food, Hartwig is publishing the new books. They aim to give readers a broader repertoire of resources to use both during and after a Whole30 reset.

Hartwig is notorious for a no-excuses mentality, unapologetically asserting that anyone is capable of adhering to the rigid

Excerpted from *The Whole30 Fast & Easy*, by Melissa Hartwig. © 2017 by Thirty & Co., LLC. Photography © 2017 by Ghazalle Badiozamani. Published by Penguin Canada, a division of Penguin Random House Canada Limited. All rights reserved.

Whole30 program for a month. But she hopes that the new books will promote long-term dietary change that some readers have previously struggled to achieve. "If you can lose the morality around food and stop seeing making poor food choices as a failure, that's more than half the battle," she says.

Some might describe Hartwig's no-nonsense, no-compromise approach to dietary transformation as tough love. She doesn't reject the label but emphasizes, "It's a tough love that's really heavy on the love. People need a little bit of a kick in the pants to empower themselves."

While she hopes that her books will enable readers to make transformations in their attitudes toward food, her words have already made a huge impact on someone's life: her own. She says, "The process of writing this book helped me establish food freedom in a way I've never felt before. As I wrote it down, I was absorbing and embracing it." **C**

Jennifer Babisak is a Texas-based writer.

NORTH AFRICAN CHICKEN SKILLET WITH SWEET POTATO NOODLES

567 to 681 grams (1¼ to 1½ pounds) boneless, skinless chicken breasts
7 mL (1½ teaspoons) smoked paprika
5 mL (1 teaspoon) salt
4 mL (¾ teaspoon) ground cinnamon
30 mL (2 tablespoons) extra-virgin olive oil
3 medium shallots, sliced
1 large sweet potato, peeled and spiralized
1 can (411 grams; 14.5 ounces) Whole30-compliant diced tomatoes, undrained
125 mL (½ cup) chopped pitted unsweetened dates
60 mL (¼ cup) fresh orange juice
Sliced almonds, toasted (see Tip), optional
Finely chopped fresh parsley, optional

Place each chicken breast between 2 pieces of plastic wrap and use the flat side of a meat mallet to flatten to an even 1-cm (½-inch) thickness. Sprinkle both sides of the chicken with the paprika, salt and cinnamon.

Heat the olive oil in an extra-large heavy skillet over medium-high heat. Add the chicken and shallots. Cook, turning once, until the chicken is lightly browned but not cooked through, 2 to 4 minutes. Transfer the chicken to a plate and cover with foil to keep warm.



© 2017 BY GHAZALLE BADIOZAMANI

Add the sweet potato noodles, tomatoes, dates and orange juice to the skillet with the shallots; stir to combine. Return the chicken to the skillet. Bring to a boil over medium heat, cover and reduce the heat to low. Cook until the chicken is no longer pink and the sweet potato noodles are just tender, 6 to 8 minutes. Serve with sliced almonds and parsley, if desired. Makes 4 servings.

Tip: To toast almonds, heat in a skillet over medium heat, stirring, until fragrant and lightly browned, about 2 minutes.

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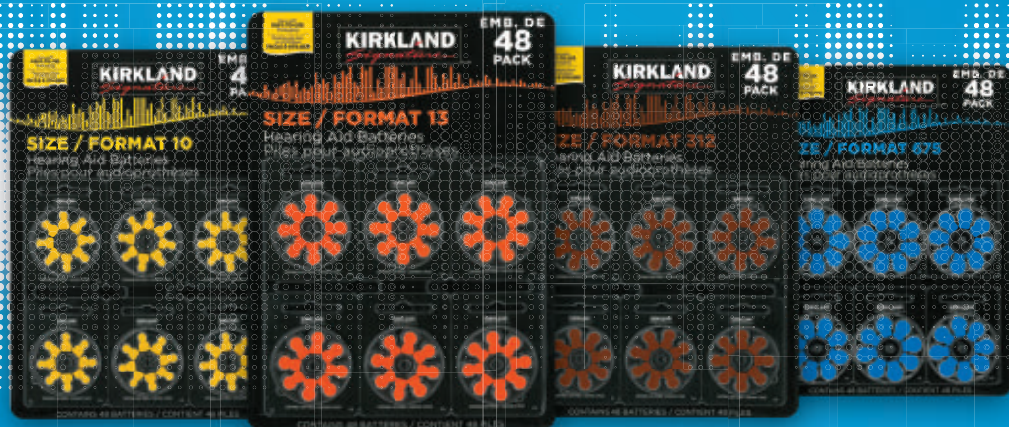
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The power of protein

Picking the proper protein for the best results

© EKATERINA MARKELOVA; GELPI / SHUTTERSTOCK

BY KRISTIN KIRKPATRICK

PROTEIN POWDERS have found their way into the Canadian diet, but often they leave consumers with more questions than answers: Which protein is best for my needs? How many grams of protein do I really need every day? Will protein help me lose weight? Will protein help me build muscles beyond my wildest dreams?

Although protein needs vary by age, gender, activity level and overall health, you can reap big benefits by adding just a bit more to your diet. If you're trying to lose weight, adding protein may help. A 2015 study from Tufts University, published in *The American Journal of Clinical Nutrition*, found that meals featuring low-glycemic foods (such as those high in protein) were associated with greater weight loss than diets consisting of higher-glycemic foods (such as refined or sugary carbohydrates). Another study, published in the *International Journal of Obesity*, found that adding 35 grams of protein at breakfast prevented weight gain, reduced hunger and stabilized glucose levels.

Protein helps diabetics, too. A 2014 study in *Diabetologia: Journal of the European Association for the Study of Diabetes* found that consuming whey protein before a high-glycemic meal was associated with a reduction in blood sugar spikes and better insulin control. A *ScienceDaily* study found that a higher intake of protein was associated with a reduction of hip fractures in the elderly.

It's always good to obtain your protein from sources such as chicken, fish, nuts

and legumes, but if you're looking for a more convenient source, a powder may be a good option. When searching for a protein powder, go for whole-food options with the shortest ingredient lists and avoid ingredients you can't pronounce, plus artificial flavours, sweeteners and colours.

There are as many different protein powders as there are people with different needs. The following guide may help determine the right one for you.

Post-workout pick-me-up

When you're done with your workout, you'll need a drink that has the ability to replenish drained energy stores and replace lost electrolytes. You can get both with a drink consisting of high-quality milk protein powder and electrolyte-rich coconut water. In 2012 *ScienceDaily* shared a report showing that coconut water is a great after-workout drink for individuals who have engaged in light exercise. Dairy protein can assist with muscle building after exercise.

Busy parent

The last thing you need is a sugary drink that will lead to a major afternoon crash. Instead, look for a "meal on the run" that provides just enough protein to get you through your day, but not so much that you're getting more than you need.

You'll also need something quick and portable. The best option is an already-made shake that's delicious, low calorie, loaded with plant-powered protein and devoid of artificial sweeteners.

Endurance athlete

If you're searching for fuel during a long run or for a nutrient-dense drink

afterwards, a whey protein shake may be your best bet. That's because whey is an easily digestible source of branched-chain amino acids leucine, isoleucine and valine.

These building-block superstars are essential (meaning your body doesn't make them, so you need to get them from what you eat), and several studies have shown they can help you achieve greater muscle protein synthesis.

Over 65

As people age, they lose muscle and their protein needs increase. Inadequate protein consumption can lead to decreased immunity and longer healing. A 2017 Canadian study in *Frontiers in Nutrition* argued that protein recommendations for adults may be too low for the elderly. Another 2017 study, conducted by the Research Institute of the McGill University Health Centre, demonstrated health benefits to the elderly when protein was spaced out among meals.

Losing weight

Start your day with plants. Research presented in 2013 at the Obesity Society's annual scientific meeting showed that eating a protein-rich breakfast can help to curb hunger and overeating. Plant-based proteins from foods like peas, brown rice and hemp may be a dieter's dream, thanks to their ability to keep hunger at bay. Other studies have shown that adding more protein to your diet while you are trying to lose weight can help you sleep better and retain more lean body mass. **C**

THE COSTCO CONNECTION

Costco and Costco.ca carry protein-rich food, premade drinks and protein powders.

Costco member Kristin Kirkpatrick is the manager of wellness nutrition services at the Cleveland Clinic Wellness Institute.



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Monitor thyself

THE COSTCO CONNECTION

Costco members can find blood pressure monitors, prescription medications and exercise equipment at Costco and on Costco.ca.

for Hypertension Canada and a co-author of the organization's Canadian blood pressure guidelines. "Blood pressure changes all the time. People need to get away from thinking about blood pressure as a single reading at the doctor's office and look at their average over time."

Padwal advises performing a seven-day test. Take two readings in the morning and two in the evening for seven days. Discard the first day's results and then calculate the average readings over the last six days.

To get the most accurate reading each time, rest for five minutes first, take the reading while seated and keep a written or digital log of results to share with your doctor. The guidelines recommend repeating the seven-day test every three months in general, more frequently for those with diabetes, and suggest daily checks for people who may forget to take medication.

A busy executive who travels often, Petrogiannis has three monitors: one each for home, work and travel. By tracking his readings over time, Petrogiannis discovered his blood pressure was dropping too low in the evenings. "Based on my data, my doctor adjusted the dose and timing of my medication," he reports. "Together with making other healthy lifestyle changes, my pressure is well controlled now." **C**

Jane Langille is a Toronto-area health and medical writer (janelangille.com).

Blood pressure monitoring at home

BY JANE LANGILLE

WHEN TOMMY PETROGIANNIS found out in his mid-40s that he had high blood pressure, he felt a little self-conscious. "But my wife said it's much better to know and manage the risks," says Petrogiannis, a Costco member who lives in Montreal.

Petrogiannis, now 56, is not alone: about 20 per cent of Canadians have high blood pressure, also called hypertension. It's the No. 1 risk factor for stroke and a major risk factor for heart disease, and is known as a "silent killer" because there are no warning signs or symptoms.

Blood pressure is the force of circulating blood. When it's too high, it can damage blood vessels. Left untreated, it carries an increased risk of stroke, heart attack, heart failure, dementia, kidney disease, eye problems and erectile dysfunction. "Hypertension is a sign that arteries are stiffer or thickened, or there is a presence of excess plaque. It is more common as we age and tends to run in families," says Dr. Beth Abramson, a cardiologist at St. Michael's Hospital in Toronto and

a spokesperson for the Heart and Stroke Foundation of Canada. Petrogiannis notes, "My parents and sister had hypertension too. Once I realized it's part of my DNA, I was eager to do what I can to control it."

What the numbers mean

A blood pressure reading has two numbers. The systolic (top) number measures the force when the heart contracts and pushes blood out. The diastolic (bottom) number measures the force as the heart relaxes and fills with blood. "Both numbers matter. What's normal for each person depends on whether they have other health issues; we may accept slightly higher numbers for someone who's otherwise healthy than for someone with diabetes," says Abramson.

The Heart and Stroke Foundation of Canada defines three risk categories for blood pressure numbers (systolic/diastolic): Low risk is 120/80; medium risk ranges from 121 to 139/80 to 89; high risk is over 140/90. Some exceptions: For people with diabetes, readings should be less than 130/80; for those over 80 years of age, the systolic number should generally be under 150.

Monitoring at home

"When done properly, home monitoring is a reliable, accurate method for diagnosing and managing high blood pressure in consultation with your physician," says Dr. Raj Padwal, a professor of medicine at the University of Alberta, a spokesperson

RESOURCES

For more information about blood pressure, check out these resources:

- Heart Health for Canadians: *The Definitive Guide*, by Dr. Beth Abramson (Collins, 2013), published in cooperation with the Heart and Stroke Foundation of Canada.
- Heart and Stroke Foundation: heartandstroke.ca.
- Hypertension Canada: hypertension.ca.

LOWER YOUR PRESSURE

- Take your medication if your doctor has prescribed it.
- Reduce salt. Read labels and cut back on foods high in sodium.
- Eat a healthy diet. Focus on vegetables, fruit, low-fat milk products, whole grains, lean meats, fish, legumes (beans) and nuts.
- Limit alcohol. Stick to one or two drinks per day or less.
- Quit smoking. Each cigarette increases blood pressure.
- Be active at least 150 minutes per week. Moderate physical activity means you sweat a bit and breathe a little harder.—JL



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WN PHARMACEUTICALS

Force of nature

A quest for quality drives WN Pharmaceuticals to the top of the supplements market

BY DANA TYE RALLY

IF YOU'RE inclined to think physician-prescribed medicine is the only source of health in a bottle—while the rest comes from snake-oil salesmen—take a closer look at the science behind supplements giant WN Pharmaceuticals, makers of Webber Naturals natural health products. It might make you think again.

Indeed, during a recent tour of the company's main facility in Coquitlam, British Columbia, this reporter found its microlab so modern, its testing equipment so state-of-the-art, its activities conducted so rigorously and seamlessly, that joking reference was made to transplanting it all to NASA headquarters in Washington, D.C. Just to see, of course, if the rocket scientists would notice the difference.

Ron Smith, vice-president of quality control systems for WN Pharmaceuticals, hesitates before laughing at the suggestion. But he doesn't discount it, either. "We try to engineer all of our processes to maximize production quality, from the time we receive raw materials to the time our customers get the finished product from the shelves," he says. "Our products are based on science, not just wild claims."

Terry Boyle, Webber Natural's senior vice-president of warehouse club sales and marketing, adds that the company insists on meeting and even exceeding industry standards. The company has maintained its profit margins through economies of scale and by marching several steps ahead

of changing demands by government health authorities. Its commitment to doing things by the book has not only allowed the company to weather inaccurate or bad press about the industry—thereby winning over a wary public—it has made WN Pharmaceuticals Canada's largest manufacturer and distributor of natural supplements.

WN Pharmaceuticals has also secured a place on the world stage, with sales in more than 60 countries and contracts to supply Costco Canada, U.S. and Costco International in Japan, Korea, Taiwan, Australia, Spain and France. In addition to going beyond Canada's Natural and Non-prescription Health Products Directorate standards, it's received certification from eight other key bodies, including a prestigious nod from Australia's Therapeutic Goods Administration; a rare International Verified Omega-3 stamp of potency, purity and sustainability for its fish oils; and other organic certifications, partly by producing organic raw materials on 500 acres of its Kelowna farms.

On top of the external scrutiny, WN Pharmaceuticals subjects itself to its own uncompromising in-house inspections, sampling and testing, and ensures its suppliers follow suit. As a result, both government and industry health representatives find themselves consulting WN Pharmaceuticals, for example, on its rigorous product testing or advanced detection methods

Lab technicians perform one of more than 460 quality checks to ensure Webber Naturals' products meet the highest standards.

for near non-existent levels of contaminants, allergens and genetically modified organisms. Notably, the company invests in some of the most sophisticated technologies, including mass spectrometer testing, to ensure that every product contains the ingredients it says it does.

"We've set standards where there are none," Boyle says.

Boyle traces the company's vigilance back to its origins. WN Pharmaceuticals began with two physician brothers from London, Ontario, Drs. Wilfrid and Evan Shute, who in the 1930s pioneered research into natural vitamin E for treating cardiovascular disease. Despite the naysayers, the Shutes persisted, plowing all of their profits from vitamin sales into expanding the capacity of their research facility. "Quality doesn't just happen; it's created," Boyle says.

WN Pharmaceuticals' continued commitment to research and development remains its salvation. In 2004, when Health Canada's stringent new regulations rocked the supplements industry, WN Pharmaceuticals was more than ready. "It was a challenging time," Smith recalls. "But," adds Boyle, "we were happy to see the regulations come in and level out the playing field."

Smith and Boyle say they, and their colleagues, appreciate the mental health benefits of working for a company with integrity. "This approach allows you to sleep at night," Boyle says, "[knowing] that our entire company is based on truth." ■

Dana Tye Rally is a Richmond, British Columbia-based writer and editor.

COMPANY INFO

COMPANY WN Pharmaceuticals

EMPLOYEES 2,500

HEADQUARTERS Coquitlam, BC

WEBSITE webbernaturals.com;
wnpharmaceuticals.com

ITEMS AT COSTCO

Forty-six Webber Naturals, Kirkland Signature™ or Health Balance natural health products, including Webber Naturals No. 1 sellers: Glucosamine Chondroitin with Vitamin D, Triple Strength fish oils and Advanced Turmeric.

QUOTE ABOUT COSTCO

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—Terry Boyle, senior vice-president of warehouse club sales and marketing



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Stop the spread of germs

BY JOSEPH HANNA



Joseph Hanna
B.Sc. Phm., CDE,
CGP, is director of
Costco Pharmacy.

IT'S THAT time of year again, when sniffles and sneezes take over the office or home. There are ways to stop the spread of germs. Here are four tips on how to avoid germs.

Practice good hand hygiene

Wash your hands with soap and water at least five times a day. It is the single most effective way to prevent the spread of germs. Be sure to lather your hands with soap and water for at least 20 seconds, and don't forget the back of your hands, between your fingers and under your nails. If you can't get to a sink, use a hand sanitizer with at least 60 per cent alcohol in it. Also, cough or sneeze into the crook of your arm rather than your hand. If you use a tissue, throw it out immediately after use. Since viruses and bacteria can easily transfer from your hands to your face, avoid touching your eyes, nose and mouth.

Disinfect your home

If a family member is sick, use disinfectant wipes in high-traffic areas to clean keyboards, light switches, doorknobs, telephones and TV remotes. Avoid sharing cups, dishes or cutlery. Replace fabric hand towels with disposable ones when possible or have a separate hand towel for each individual in the house.

Stay at home if you are sick

Stay at home if you are feeling sick so you don't spread the illness to others around you. It's best to stay clear of work or school for as long as you have symptoms. It's recommended that you stay at home at least 24 hours after your fever goes away.

Talk to your pharmacist

Pharmacists can recommend products that can help provide relief of your cold or flu symptoms. This can include medicine

for coughs, an antihistamine for a runny nose or sneezing and pain relievers for muscle aches and fever. Salt nasal sprays can also be helpful.

Good health habits, like hand-washing and getting a flu shot, may not completely rid you of all future illness, but they can go a long way in preventing infections and their spread to others. Share these good health habits with those around you. **C**

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GET ALL YOUR SHOTS

IMMUNIZATIONS ARE the best way to protect yourself and others from the flu and other diseases such as shingles, pneumonia and hepatitis A or B. Unfortunately, there is no vaccine that protects against cold viruses, but people with chronic health conditions, such as asthma, lung or heart disease, or diabetes, can be protected against flu and pneumonia. Shingles is a painful condition caused by the reactivation of the virus that causes chickenpox, and the vaccine is recommended for adults over 50 years old. Hepatitis A and B vaccinations are commonly recommended for those taking a trip to tropical destinations.

Costco pharmacies offer a range of vaccinations, including those that protect you from the flu, pneumonia, shingles and hepatitis A or B. Appointments are often not necessary (excluding Quebec), but some vaccines need a prescription. Just walk in with your provincial health card. Talk to the staff at your local Costco Pharmacy for more information on our immunization services. Age restrictions may apply.—JH

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Our gentle & luxurious formula deeply penetrates hair to hydrate and restore strength, which improves manageability. Your hair will feel soft, nourished and hydrated.



Dermatologist Tested
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GIVE YOUR CHILD THE VITAMIN D THEY NEED!



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COLD-FX®

Clinically Proven Formula[†]

Your immune health matters.

Our body has the natural capacity to defend itself, but sometimes it needs our help.

Helps reduce:

- ✓ Frequency
- ✓ Severity
- ✓ Duration

of cold and flu symptoms by

Boosting the Immune System[†]



**Naturally Sourced
Patented Extract of North American Ginseng**

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*COLD-FX is Canada's #1 Pharmacist & Doctor Recommended Natural Cold Remedy Brand. Pharmacy Practice+, Profession Santé and The Medical Post 2016 Survey on OTC Counselling & Recommendations.
[†]<http://cold-fx.com/discover-cold-fx-2/>. Valeant Canada LP, H7L 4A8 ©Valeant Canada LP, COLD-FX-0063

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Emergen-C®

EVERYDAY IMMUNE SUPPORT*

**MORE VITAMIN C
THAN 10 ORANGES****

PLUS ELECTROLYTES
AND ANTIOXIDANTS.



*Helps maintain immune function.

**Based on the USDA.gov nutrient database value for a large, raw orange.

Vitamin and mineral supplement. This product may not be right for you; always read and follow the label. Product selection may vary by location. This ad does not apply to the province of Quebec.

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BUYER'S PICK

Health Balance Cran-Max Cranberry



Carolina Diaz
Buyer,
OTC Pharmacy

URINARY TRACT infections (UTIs) can be painful and inconvenient. They are also very common. If you're a woman, you have an increased risk of developing a UTI; many experts suggest half of all women will develop a UTI in their lifetime, with many experiencing repeat infections over the years.

UTIs don't always show signs or symptoms, but when they do, signs can include a burning sensation while urinating, cloudy urine, a frequent urge to urinate and pelvic pain in women. When treated properly, UTIs rarely lead to complications. However, an untreated infection can have serious consequences, including recurring or serious infections and permanent kidney damage.

Research shows that cranberries can help reduce the frequency of UTIs in individuals with recurrent urinary infections by fighting the bacteria that cling to the urinary tract. However, finding pure cranberry juice at the grocery store and drinking a healthy dose can be a rather bitter experience.

Health Balance Cran-Max Cranberry 500 mg capsules (Item #6809950) help prevent recurring UTIs and provide 10,000 milligrams (mg) of fresh cranberry equivalent in each capsule. The capsules contain 100 per cent of the cranberry—including pulp, fibre, seed, skin and highly concentrated juice.

Cran-Max is manufactured using a specialized patented process in which cranberry fibre is infused with cranberry juice and subsequently dehydrated to a powder. This process makes each 500 mg capsule rich in vitamins, antioxidants, anthocyanins and proanthocyanidins, which have been shown by some studies to help keep bacteria from binding to the walls of the bladder and urinary tract. The capsules contain no genetically modified organisms, artificial flavours, colours or sweeteners and have no preservatives, gelatin, soy, dairy, gluten, wheat or yeast.

Always check with a health care professional before starting any supplements, and always read and follow the product label to ensure a product is right for you.

As we begin the new year, to your health! **C**



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BAYER

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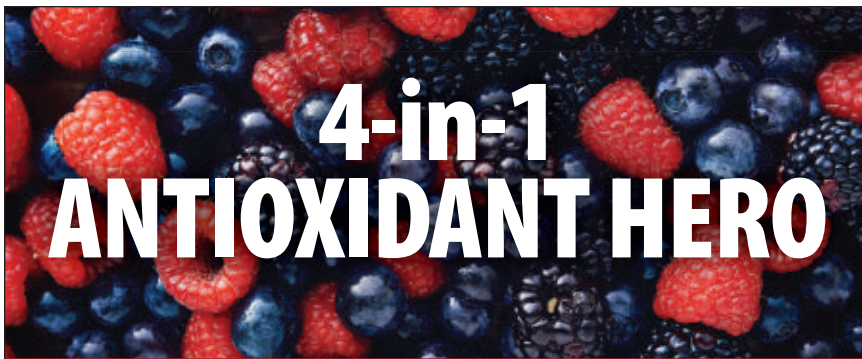
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*Nielsen, National. 52 weeks ending July 22, 2017.
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THE NIGHTTIME,
SNIFFLING,
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COUGHING,
ACHING,
STUFFY HEAD.
**SO YOU CAN SLEEP
WITH A COLD,
MEDICINE.**

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To ensure this product is right for you, always read and follow the label. Keep all medicines out of the reach of children. Pharmacies in Costco's Quebec locations are independently owned and operated by pharmacists. This ad does not apply to the province of Quebec. Ask your Costco pharmacist about all your pharmacy needs. Product selection may vary by location.

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- + Joint health support from: turmeric, aloe vera, bromelain
- + Bioavailable probiotics and digestive enzymes
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Product selection may vary by location.



Fun

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**Help ensure that even your
picky eaters don't miss out on
important vitamins and minerals.**

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As a reminder, discuss the supplements and medicines you take with your health care provider.
These products may pose risks and may not be suitable for everyone.
Always read label directions and warnings prior to use.

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Vitamin C



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Your health is important. To be certain this product is right for you, carefully read the label, including directions and warnings

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winter
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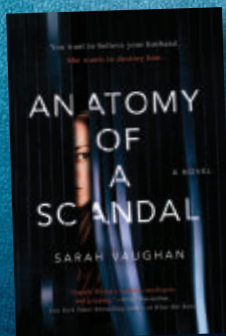
Available January 2



Available mid-February



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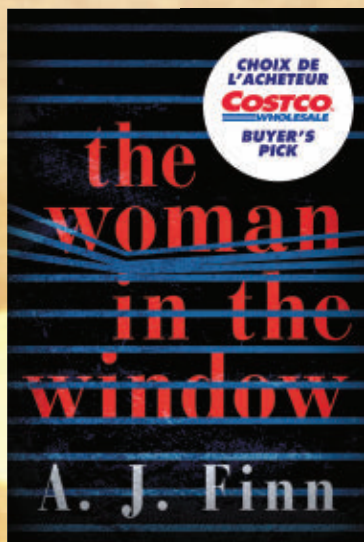
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NEW YEAR, NEW BOOKS

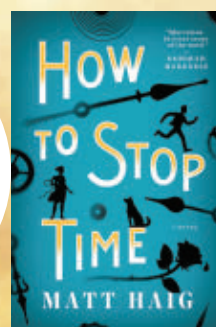


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a novel of love
and living
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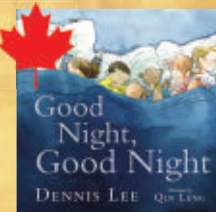
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Views from the front

Kevin Patterson delves into the moral quandary of war

BY ELLEN SCHWARTZ

KEVIN PATTERSON, author and Costco member, says “War spins our moral compass around.” That statement encapsulates the theme of his new novel, *News from the Red Desert*. Set in and around the Kandahar Air Field in Afghanistan during the 2001 campaign and the more recent mission to quell the Taliban resurgence, the book deals with conflict, occupation and the difficulty of reporting truthfully in the midst of war.



Kevin Patterson

LAWRENCE MELIUS

With the Afghanistan setting, Patterson returns to topics he addressed in earlier work. His other writings include “Talk to Me Like My Father,” an account of spending six weeks as a doctor with NATO forces in Afghanistan, published in *Mother Jones* magazine in 2007; he also co-edited the anthology *Outside the Wire: The War in Afghanistan in the Words of Its Participants* in 2008. With the new novel, Patterson says, “I wanted to tell the story through a multiplicity of perspectives, to explore how the same event looks when experienced from different points of view. You can do that in fiction, especially with a war novel, where you have participants from divergent backgrounds and ideologies.”

Patterson tackled opposing cultures in *Consumption* (2006), his first novel, in which a young Inuit girl is sent to a sanitarium to recover from tuberculosis and, upon returning home years later, is torn between the communal life of the North

and the material life of the South. The book received wide praise, as did *Country of Cold* (2003), his short-story collection, which won the Rogers Writers’ Trust Fiction Prize and City of Victoria Butler Book Prize.

As the title suggests, *News from the Red Desert* explores the role of news reporting in war. An American journalist, Deirdre O’Malley, is embedded with the coalition troops, and the book questions how objective she can be when she experiences the action while intimately involved with the very soldiers who are protecting her. “Reporters love war,” Patterson says. “It has a clear story, strong characters and a ready-made narrative. Deirdre tries her hardest, but an embedded situation necessarily distances the journalist from the enemy and dehumanizes the opponent. This challenges the ability to be critical.”

Another thread is that of radicalization, vividly exemplified by an Afghani interpreter who calls himself John Wayne. When he is falsely accused and then tortured for leaking damning video footage of atrocities, he is so brutalized that he ends up embracing the enemy’s cause. “Foreign military occupation offends and humiliates people,” Patterson says, “so radicalization is a predictable consequence.”

For Patterson, military experience, medicine and writing form an unlikely but rewarding triangle. Born in Ontario and raised in Manitoba, he put himself through medical school by enlisting in the Canadian army. While practicing medicine on an artillery base, he found himself with down-



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THE COSTCO CONNECTION

News from the Red Desert is available now in all Costco warehouses.

time and started writing short stories to pass the time. He later worked as a doctor in the Arctic and on the coast of British Columbia while pursuing a master’s degree in creative writing. He currently lives on Salt Spring Island and practices medicine in Nanaimo, British Columbia.

For Patterson, medicine and writing have much in common. “Medical diagnosis is all about listening to and interpreting stories,” he says. “Being in the position of proximate listener is the essential privilege of doctoring.”

Nowadays, this busy doctor and father squeezes in writing time between his other obligations. He says, “Sometimes I sit down after I drop off the kids at school. Sometimes I find a few minutes when I’m on call and all is quiet.”

Patterson describes his current project as a “big, messy hodgepodge of a novel.” That’s how it is, he says, in the early stages of a book: “There’s a ‘dance’ that’s painful and difficult, but eventually, as I get to know the characters and the story, the book gains momentum. It’s an up-and-down process.”

Patterson doesn’t flinch from tackling difficult subjects with compassion and clarity. His readers eagerly await the conclusion of the “dance.” **C**

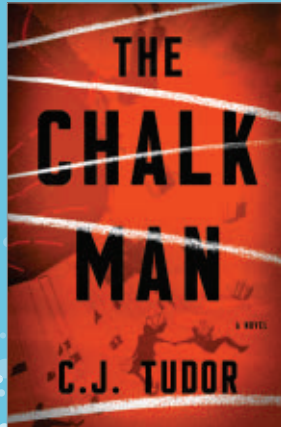
Ellen Schwartz is the author of 16 books for children and teens. She lives in Burnaby, British Columbia.

NEW RELEASES

from Penguin Random House Canada



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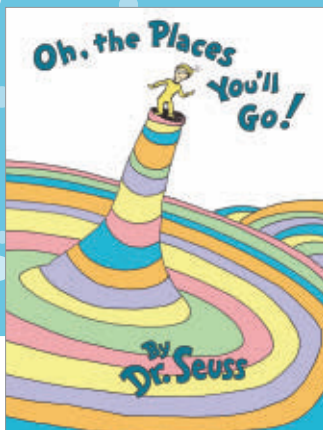
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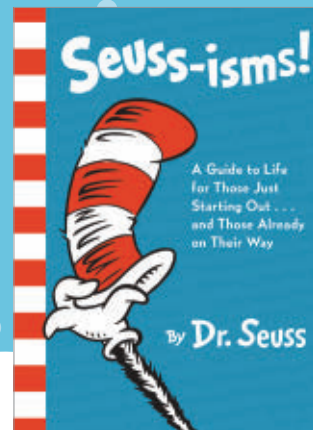
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Androids, evil clown on DVD

Blade Runner 2049. Sequels rarely live up to the excitement and wonder of the original. Quebec film director Denis Villeneuve's sequel to Ridley Scott's 1982 adaptation of *Do Androids Dream of Electric Sheep?* by Philip K. Dick, answers questions left by the original and piles on more to the lore.

Mark Daniell, reviewing the film in the *Toronto Sun*, says, "*Blade Runner 2049* does what very few sequels can accomplish: It deepens our appreciation of its predecessor, while carving out its own niche in the spaces of our own imaginations."

Ryan Gosling plays Officer K, a blade runner (futuristic bounty hunter) whose assignment is to hunt down and remove older-model replicants (androids) that can't be controlled, so they can be replaced with a new model that can. His mission leads him to unearth a mystery, building up to a confrontation, and conflict, with Harrison Ford's Deckard, the blade runner from the original film. **14A** (January 16)

It. There's a reason many people are frightened by clowns, and Stephen King's novel *It* (and its subsequent 1990 TV miniseries) is partly to blame. The feature film adaptation adds to the angst. A shape-shifting demon, adopting the guise of Pennywise the clown, has been luring children to gruesome deaths for centuries in a small Maine town. (Many Toronto locations fill in for Maine.) Now, a group of seven children, one of whom had a brother who met an untimely end, must confront It while battling their own personal demons.

The film is reportedly the first of two, with the second following the kids as adults. Bill Skarsgård is Pennywise the clown, who won't leave you laughing—he'll leave you dead. **18A.** (January 9)



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New year, new thrills

FICTION

***The Wolves of Winter*, by Tyrell Johnson.** The old world has been ravaged by war and disease, and as far as Lynn McBride is concerned, her family could be the last one left on earth—barely surviving in the white wilderness of the Yukon. Despite the isolation, there are threats, including Jax, the enigmatic fugitive, and Immunity, the pre-war organization that was supposed to save humankind from the flu. But is their work really for the good of humankind? (January 2)

***The Chalk Man*, by C.J. Tudor.** In 1986, Eddie and his friends are just kids. The chalk men they draw are their secret code. But a mysterious chalk man leads them right to a dismembered body. In 2016, Eddie is fully grown and thinks he's put his past behind him. Then he gets a letter containing a single chalk stick figure. When it turns out his other friends got the same message, they think it could be a prank—until one of them turns up dead. (January 9)

***The Late Show*, by Michael Connelly.** Renée Ballard works the midnight shift in Hollywood, forced to hand over investigations to the daytime units. But one night Ballard catches two assignments she doesn't want to part with. Against orders and her partner's wishes, she works both cases by day while maintaining her shift by night. As the investigations intertwine, Ballard is forced to face her own demons and confront a danger she never imagined. (January 23)

***The Great Alone*, by Kristin Hannah.** It's 1974 when Leni Allbright's father, a Vietnam veteran, loses another job and decides to move his family to Alaska. At first the long, sun-filled days and generosity of the people they meet are enough to sustain them. But as the harshness of winter sets in, the family's lack of preparation and supplies becomes painfully obvious. (February 6)

***How to Stop Time*, by Matt Haig.** Tom Hazard may look like an ordinary 41-year-old, but he was born in 1581. Owing to a rare condition, he's been alive for centuries. He has seen a lot, and he now craves an ordinary life. After always changing his identity to stay alive, Tom now has the perfect cover—working as a history teacher at a London school. The one thing Tom can't do is fall in love, because that leads to losing one's mind. (February 6)

JUVENILE

***Five Nights at Freddy's: The Silver Eyes* and *The Twisted Ones*, by Scott Cawthon and Kira Breed-Wrisley.** Inspired by the video game *Five Nights at Freddy's*, these two novels further the story of the pizza parlor that was the site of a horrible tragedy. When a group of friends gather years later to acknowledge the anniversary of the event, they enter the now-abandoned site only to find that the once lovable animatronic critters have a dark secret and a murderous agenda. (January 8)

***Good Night, Good Night*, by Dennis Lee.** This book collects some of Lee's best-loved poems on the themes of bedtime and dreaming. They're brought to life by the warm and whimsical art of award-winning illustrator Qin Leng. This board book is the perfect nighttime read-aloud for the very young. (February 6)

—Stephanie E. Ponder

BUYER'S PICK

The Woman in the Window

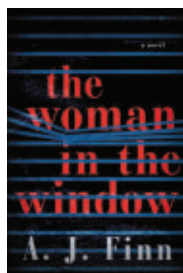


Claudine Yelle
Buyer, Books

THIS ISSUE'S Book Pick is *The Woman in the Window*, by A.J. Finn. Anna Fox is a recluse, unable to venture outside. She spends her day drinking wine, watching old movies and recalling better times. While spying on her new neighbours, the Russells, Anna sees something she shouldn't have seen, and her world begins to crumble.

Sometimes you read a book and you have a good idea of the story and what is going to happen. This plot is full of surprises. With every page, readers are left guessing about what Anna will reveal about her day and her life. Is Anna dreaming or is she describing something that really happened? The movie that is created in your mind as you read will stay with you, and you will need to rewind—from time to time—to differentiate the fiction from the reality. I hope you enjoy this powerful thriller.

The Woman in the Window is available January 2 in all Costco warehouses. **C**



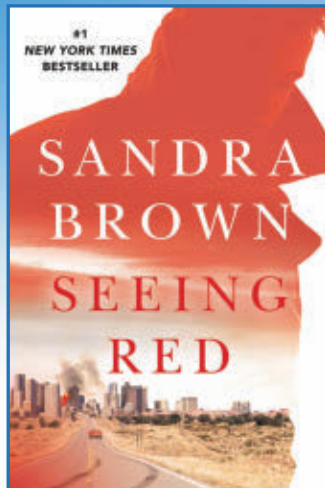
BRING HOME THE ACTION



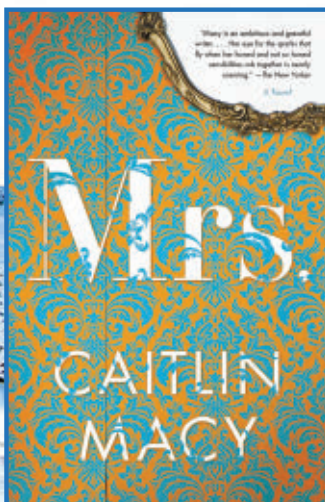
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the best books for the new year

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JANUARY 2



EARLY JANUARY



LATE JANUARY



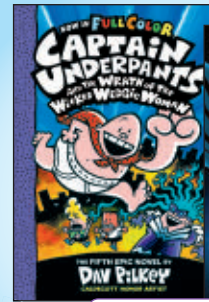
JANUARY 30

FEBRUARY 6



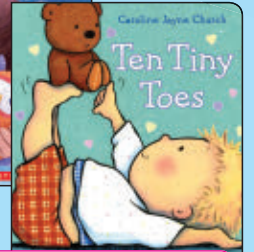
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Winter Reading!



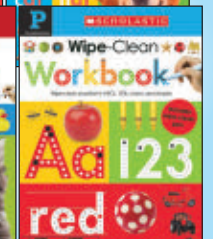
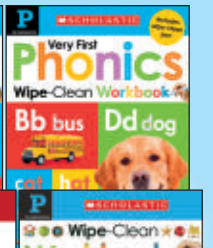
New from Dav Pilkey!

Available early January • Ages 7 to 10



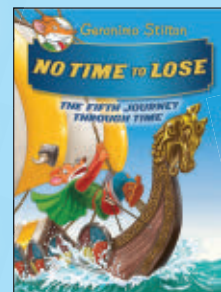
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fabric recliner** with solid wood legs
Itm. 1900126



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Queen or King size bed in grey upholstered fabric with tufted stitching detail on headboard and footboard
itm. 1900135 (Queen), 1900136 (King)




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5-piece game-top dining set
with bonded leather seats,
includes wooden chess set,
checker set and playing cards
Itm. 1074671



**5-piece water- and stain-resistant
fabric modular sectional**
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Chairside wood table
with drawer includes
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Which island is for you?

Variety abounds in the Caribbean

ALTHOUGH JUST ABOUT every island in the Caribbean offers stunning beaches and turquoise waters, each destination has its own flavour. Some islands have colonial towns or sights to explore; others are famous for coral reefs. All vary as well in regard to attractions, cost, accessibility, culture and history.—*T. Foster Jones*

The **Bahamas** are one of the world's most famous vacation playgrounds. Visitors experience the beauty and culture of powder-soft beaches, crystal-clear aquamarine waters and exciting water sports, as well as duty-free shopping and world-class dining. The Bahamas are located just an hour from Florida and six hours from Toronto, allowing travellers to leave first thing in the morning and be on the beach by the afternoon.

The Bahamas comprises 700 islands and more than 2,000 rocks and cays, sprinkled across 260,000 square kilometres of ocean. The archipelago is an ecological oasis, boasting the clearest water on the planet. Whether you're looking for an active vacation of exploration or a chance

to chill, if you want to go with family or on a romantic couple's getaway, the islands have a lot to offer.

The **Dominican Republic** (DR) is home to some of the Caribbean's best all-inclusive resorts. The distinctly Latin vibe of the DR is laid-back, and the beaches (there are 1,600 kilometres of them) provide near-endless opportunities. For golf lovers, DR has more than 20 courses in use or planned, designed by the likes of Jack Nicklaus, Arnold Palmer, Nick Price, Nick Faldo and Tom Fazio.

Punta Cana is ripe for exploration as well, offering a 160-kilometre stretch of beach and an array of water-sports options, including catamaran boat rides, double-decker party boats, windsurfing

and sailboarding, sport fishing and, with the island's longest coral reef, ideal scuba diving and snorkelling.

Nearby Puerto Plata features Ocean World, located at the beautiful beach of Confresí; it offers a variety of interactive programs with dolphins, sea lions and other tropical wildlife.

With world-class hotels, spas and restaurants, stretches of uncrowded beaches and vibrant coral reefs, **Turks and Caicos** is home to legendary diving, snorkelling and fishing. The islands are a tropical classic, a throwback in time where relaxation is unavoidable and rejuvenation ensured.

The Turks islands (40 of them, but only eight inhabited)

are southeast of the Bahamas, and sea creatures far outnumber the 30,000 or so humans who live here. White sandy beaches cover 300 kilometres, complemented by a mesmerizing array of ocean colours: turquoise, beige, white, mustard, emerald, aquamarine and cobalt.

Hop a ferry to get to North, Middle and South Caicos Islands. With fewer than 5,000 residents among the three islands, the beaches are pretty much yours.

And the Turks and Caicos has the world's third-largest barrier reef system, home to an amazingly diverse collection of fish and sea creatures. You can paddleboard, kayak or dive.

Regardless of what you're looking for, you'll find there is something for everyone in the Caribbean. **C**

THE COSTCO CONNECTION

Costco Travel offers packages to all of these Caribbean islands, and many offer special benefits for Costco Executive members. Plan and book your vacation by visiting Costco.ca and clicking "Travel," or calling 1-855-863-0357.

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Top: **Turks and Caicos**; Inset: **Punta Cana, Dominican Republic**; Bottom: **Atlantis Hotel in Nassau, Bahamas**.



Wedding bells

Something old, something new, something from Costco, too



BUYING SMART

Freelance writer **Andrea Tomkins** fills this issue's consumer reporter slot with this behind-the-scenes look at a Costco program. Email questions about this article to buyingsmart@costco.com.

PLANNING A wedding this year? Or maybe you know someone who is? Consider adding one more name to the invite list: Costco. It's a marriage made in heaven. Whether you're aiming for a DIY affair or just want to save a few dollars, there are many ways (and some may be surprising) that Costco can help on the big day.

Jewellery

Whether you're shopping for wedding bands or engagement rings, there may be something for you in the Costco jewellery department. Note that the selections at Costco.ca and at your local warehouse differ. (For example, if you are looking for a platinum band, you'll find it online, not in the warehouse.) Julianna Nowaczek, jewellery buyer, suggests checking the website and visiting the warehouse.

One of the most popular rings at Costco right now is the "halo" style, a ring with a centre stone surrounded by diamonds. It

makes the centre stone look bigger. "You could have a modest diamond, and then, by adding a halo to it, it ends up substantially larger," says Nowaczek. "For the price and the overall look of the item, it's a winner."

Nowaczek recommends that couples do some research before jumping into a purchase. "They really need to do their homework as far as understanding the four C's of diamonds [colour, cut, clarity and carat weight]. They should understand what they're buying," she says. It makes sense. This way, members know they're getting the best value and not getting sucked in by the sparkle.

Looking for gifts for the maid of honour? Nowaczek says earrings and pearls are popular options in the jewellery department. She also suggests reviewing the collectibles case at your local Costco, where picture frames and other gift items are big sellers.

Invitations

All weddings begin with an invitation. Sourcing great invitations can be a drain on the couple's time and wallet.

This is another area where Costco can help out. Its stationery designs are fun and modern—and making your selection is easy from the comfort of your couch. What's more, Costco doesn't charge a premium because it's for a wedding.

Start by going to costco.com/photocentre.ca/greetings and checking out the matching suites of stationery. Available only online, the suites include everything a couple needs for a wedding, including matching invitations, enclosure cards, programs, RSVPs and thank-you cards; the pieces can be ordered individually or as a full or partial suite. "Members can expect substantial savings on traditional wedding invitations," confirms Rob Day, buyer for the Photo Centre. Orders are ready in five to eight business days.

Day adds that couples are welcome to visit their local warehouse to see and touch samples of all of the wedding products, but adds that, with 120-pound, premium smooth white card stock, you definitely can't go wrong.



A. Item #1042292

B. Item #272237

C. Item #267591

From cakes and flowers to invitations and decorations, Costco offers a variety of items to help make your special day even better.

Photo books

When my husband and I got married, we chose the photos we liked, and those are the ones that were printed and are now kept in one precious wedding album. The photos we didn't buy have been lost. Thankfully, the photography aspect of weddings has changed drastically since those days. For the most part, photos are no longer film, but digital. Many photographers now document the big day and provide digital files.

So that begs the question: What are the newlyweds supposed to do with a few hundred photos? The answer, says Day, is a premium hardcover photo book. It's fully customizable and makes a great keepsake. As a bonus, it makes a thoughtful thank-you gift for parents and the new in-laws. Just upload your photos to costcophoto.com and build it from there. It'll be ready in 10 to 12 business days.

Flowers

Why should couples consider Costco for their wedding flowers? "Weddings are expensive, and everyone's looking to save money," says Tracy Eberley, assistant buyer for online florals at Costco.ca. "We can offer members a higher-tier, higher-quality bouquet or collection of flowers at the best possible price."

There are many gorgeous ready-to-go floral arrangements online, and there's nothing easier than clicking, buying, trimming the stems and putting them on display. Bulk flowers are another option for the DIY-minded. By making their own bouquets and centrepieces, the couple gets exactly what they want and saves some extra money along the way. With bulk flowers, you can buy filler greens separately or go for high impact with straight-up blooms.

Wedding planners should look for updates online later in the spring. According to Eberley, 16-packs of corsages and boutonnieres (containing eight of each) will be among the first new additions to the website.

Did you know that members can place special orders in the fresh-flower area at their local Costco? Just ask the floral specialist by the flower coolers. These flower pros are ready to take couples through all of the options available for their big day.

"As long as they give us at least two weeks we can get almost anything within season, in different varieties and colour," says Chris Sorgard, a buyer for Costco's

lawn and garden program. If you are looking for something special, just ask.

The floral folks are happy to share expert advice and answer any questions you might have. Look for them during the day on Saturdays and weekdays before 4:30 p.m.

Honeymoons

There is definitely an advantage to booking through Costco Travel rather than with a regular travel agent or booking yourself online. "It's about value," says Costco travel supervisor Karine St-Cyr.

In the case of Costco, add-ons make the difference, especially for cruises. "If you're a Costco member, you'll get more value, or add-ons," says St-Cyr. "You might get a Costco Cash card, or shipboard credit, or an upgrade."

As for other vacation packages, these aren't charters. "You basically create your own package," says St-Cyr.

This affords maximum flexibility, since travellers aren't bound to the days and times of a charter vacation package. Costco holiday packages also often include room upgrades, Costco Cash cards for members and maybe a bottle of wine in your room, adds St-Cyr.

All available packages are listed online at Costco.ca under "Travel," where members can build their own vacation packages for a select number of destinations. "We don't go everywhere,"

adds St-Cyr. "We go where we see value for our members."

Here's a great tip. When you're booking your honeymoon, make sure you mention it in the comments of the booking form. "We'll try to get you some extra perks!" says St-Cyr.

Wedding cake

The best weddings are really just a great party in disguise. It's a chance for friends and family to get together, raise a glass to the bride and groom, make some memories—and eat cake. Whether you want to replace a traditional tiered cake or just add more cake to your menu, sheet cakes are inexpensive and cheerful additions to any wedding or reception. They're a great value too, especially for larger groups. Just ask at the bakery.

The DIY-inclined might consider ordering a sheet cake and adding their own topper, such as fresh, non-toxic flowers that match the bride's bouquet (just wrap the stems in cellophane first) or a creative take on the traditional bride and groom figurines. Dessert bars and cookies are available at Costco too (hello, triple chocolate!), and by the case. Cookies are a great late-night snack with coffee and make a sweet addition to a bridal shower as well.

This roundup barely scratches the surface of all of the products and services that could make wedding planning a little easier and less expensive. All it takes is a little imagination to see how Costco can fit into the big day. **C**

TOP LEFT: GRANT COLLIER,
BOTTOM RIGHT: SHUTTERSTOCK,
BACKGROUND: PHOTODISC

Photo books are a great keepsake for all members of the wedding party.

Costco Pharmacy

Prescriptions by mail*

New prescriptions and medication refills can be ordered online at **Costcopharmacy.ca**, 24 hours a day. Your order will be delivered to your home via Canada Post Expedited Parcel™.



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To transfer, refill or submit a new prescription, visit **Costcopharmacy.ca**

Pharmacies in Costco's Quebec locations are independently owned and operated by pharmacists.
* Delivery is available in all of Canada, except in the province of Quebec, PEI and the Territories.
Expedited Parcel™ is a trademark of Canada Post Corporation.



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Total coverage

Better understanding of the importance of insurance

INSURANCE CAN HELP play an important role in creating greater financial security for you and your family, which is why Manulife is proud to offer Term Life Insurance, Health & Dental Insurance and Travel Insurance for Costco members. Take a closer look into these three insurance products and learn why it's important to have your coverage in place.

Term Life Insurance

Have you ever considered what your family would do if something happened to you? How would they pay their mortgage, monthly bills or even funeral expenses?

Loss of income can really take its toll on a family, and life insurance can help alleviate the financial burden after the loss of a loved one. You may want to re-evaluate your life insurance coverage when life changes occur, such as becoming a parent, buying a home or sending children to university.

Term Life Insurance for Costco members offers exclusive rates, and the benefits go to your loved ones tax-free. Members

can apply for coverage amounts from \$50,000 to \$750,000, in increments of \$25,000. Members who purchase coverage of \$200,000 or more save 10 per cent on rates, in addition to the savings available for Executive members, who save up to 5 per cent. Rates are guaranteed for five years, after which members can renew their coverage at new age-based rates.

Term Life Insurance for Costco members includes a Living Benefit, which can give you a portion of your benefit if you're diagnosed with a terminal illness with 12 months or less to live and your coverage has been in force for two years. If you're not satisfied with your coverage, you can cancel and receive a full refund, no questions asked, within the first 30 days of receiving your policy.

Health & Dental Insurance

If you're without an employee health plan, you could be paying out of pocket for health care costs for your family that may not be covered by your existing health

CONNECTING

To learn more, visit manulife.com/costco or call 1-866-707-4922.

plan. The good news is that you can save on many of these costs with Manulife's Health & Dental Insurance, available at affordable rates for Costco members with up to 5 per cent savings for Executive members.

Health & Dental insurance can help you save on prescription drugs, dental visits, vision care (including eyeglasses, contact lenses and laser eye surgery), massage therapy, physiotherapy, hearing aids, home care and nursing. There's also emergency medical coverage to age 65, so emergency medical expenses can be covered while you're out of the province or visiting abroad.

Travel Insurance

Taking a vacation should be fun and without worry. Just thinking about the possibility of experiencing a medical emergency and the subsequent medical expenses while you're away from home can be stressful. But what if a real emergency should arise?

Travel insurance is one necessity you may not be able to buy at your destination, and existing health plans may not always cover out-of-province or out-of-country emergency medical expenses. As a Costco member, you can take advantage of low-cost Travel Insurance through Manulife. The program offers special family rates, with up to 5 per cent off for Executive members, and it's easy to apply online.

Beyond medical emergencies, Costco's program can help cover other vacation mishaps, such as lost or damaged bags and any trip cancellation or interruption expenses. Additionally, plans cover a variety of needs, from single-trip emergency medical to all-inclusive. As an added convenience, most plans offer flexible trip duration options. Whether your vacation is for a week or a few months, Travel Insurance for Costco members is a good idea for everyone, from snowbirds to infants who are at least 30 days old.

Whether you are a travelling Canadian, have visitors coming to Canada or have a student studying away from home, Manulife has the insurance you need for wherever your travels take you and your family, and will help keep you protected along the way. **C**

Conditions, limitations and exclusions apply. Underwritten by **The Manufacturers Life Insurance Company** and **First North American Insurance Company**, a wholly owned subsidiary of Manulife, P.O. Box 670, Stn. Waterloo, Waterloo, ON N2J 4B8.



DIAMOND HEART PENDANT

Beautiful 0.12 ctw diamond heart pendant set in 14-kt. white gold. Item #1186846. **Warehouse only.**



SUNFORCE TRIPLE-HEAD SOLAR MOTION SECURITY LIGHT

Powered by the sun, this security light features adjustable side lamps for maximum lighting coverage, turns on automatically when motion is detected and is equipped with 180 super bright white LEDs. Item #1600074. **Warehouse only.**



LARGE ORGANIZER STORAGE BOX

This convenient storage system features a stylish Niagara blue body with a grey lid, convenient carrying handle and three smaller storage containers to store small items like beads, stickers and more. Item #5552266. **Warehouse only.**

WHAT'S NEW

Exciting new products arriving soon at Costco

Tyler,
Central Office



PUMA ESSENTIAL MEN'S KNIT TRAINING SHORTS

Comfortable, with maximum breathability, these 100% polyester mesh shorts allow you to exercise, train or simply relax in style. Available in three colours. Sizes: S-XXL. Item #1047811. **Warehouse only.**

IKE BEHAR MEN'S SHIRT

This button-down short-sleeved shirt features a 98% cotton, 2% spandex blend. Available in four colours. Sizes: S-XXL. Item #1174700/1/2/3/4. **Warehouse only.**



ROYALTAN BLUE WATERS JAMAICA

Costco Travel's newest resort in Jamaica is located on beautiful Montego Bay. The all-inclusive, family-friendly resort features a lazy river and 11 restaurants. Costco Travel's package includes a USD 50 tour credit, access to Club Mobay departure lounge, a Costco Cash card and more. For prices, additional details and to book, click "Travel" at Costco.ca or call 1-855-863-0357.



POP-UP LED LANTERN 2-PACK

Whether used for camping and outdoor activities, working outdoors, lighting work-spaces or power outages, this lantern provides 360° luminous lighting with 30 individual powered LEDs and 100 lumens of bright light. Extremely lightweight and collapsible, with fold-away handles. Item #1106224. **Warehouse only.**



CASCADE MOUNTAIN TECH TREKKING POLES

These adjustable trekking poles, made from 100% carbon fibre, feature cork hand grips and a quick-locking mechanism for easy height adjustment (58 cm to 134.6 cm; 23" to 53"). Perfect for the outdoor enthusiast. Item #1134899. **Warehouse only.**



SMART FOR LIFE MEDITERRANEAN PROTEIN COOKIES

Featuring authentic Mediterranean taste, these high-fibre cookies are gluten-free, non-GMO and kosher, and contain no artificial flavours or preservatives. Item #1180895. **Costco.ca only.**

SMART FOR LIFE CRUNCHY FRUIT & NUT BARS 48-CT.

Choose from 24 cranberry almond bars or 24 coconut almond bars. The bars are gluten-free, non-GMO and kosher, and contain no artificial flavours or preservatives. Item #5671009. **Costco.ca only.**



THE ROCK PLUS REVERSIBLE GRILL AND GRIDDLE

This reversible grill/griddle cooks healthier burgers, steaks, fish and vegetables. The patented non-stick Rock.Tec finish is three times more durable and resists scratches and abrasions better than traditional non-stick cookware. 45 cm x 31 cm x 1.8 cm (17.7" x 12.2" x .75"). Item #1073195. Available at the end of January. **Warehouse only.**



VITAMIX

The Vitamix 6500 blender offers power and convenience, with pre-programmed settings, a 2.2-horsepower motor and a low-profile, 2.0-litre container that fits easily under most cabinets. Get consistent, convenient results whether you're making smoothies, hot soups or frozen desserts.



WOLL DIAMOND LITE PRO SERIES COOKWARE

Extreme durability characterizes the next generation of Woll diamond-reinforced, non-stick cookware. Expect extraordinary results, thanks to thermal bottoms and professional-grade stainless steel lids. Made in Germany.

SPECIAL EVENTS

Exciting and unique
products at your local Costco
for a limited time.



PETER NYGARD SWIMWEAR

The Peter Nygard Swimwear collection includes tummy control panels that shape and smooth. The assortment offers one-piece suits and two-piece tankinis that can be mixed and matched for the perfect fit, along with assorted cover-ups to complete the look.



KENSIE SWIMWEAR

Hip, a little edgy and feminine, the Kensie Swimwear collection includes a variety of tops, tankinis, bottoms and cover-ups that can be mixed and matched to create your own look.

SCHEDULES

For schedules, dates and descriptions of events, go to Costco.ca, find "Locations & Services" at the bottom of the page, then select "Special Events." Or, download the Costco mobile app from the Apple or Google Play app store, go to "Warehouse Locator" and select a warehouse to see its schedule of Special Events. For more information, drop by your local Costco or call 1-800-463-3783.

HEALTH CLINICS

Costco pharmacies offer health and wellness clinics on topics like diabetes and heart health to help you learn about your risks and reach your health goals. For clinics near you, visit costcopharmacy.ca and click on "Clinic Information." Ask our pharmacy staff about a medication review, a consultation with the pharmacist to learn more about your medicines.

SEAFOOD ROAD SHOW

Look for a special selection of seafood items, such as king crab legs, prawns, lobster tails and more:

January 18–20, February 13–15

CUSTOM INSTALLATION SERVICES

HAVE A HOME improvement project in mind? Costco offers the perfect solution with its Installation Services program. It features industry-leading professionals to provide in-home renovations, all backed by Costco's guarantee of satisfaction.

Here's a list of Installation Services available at select Costco warehouses:

- Amarr Custom Garage Doors.
- Champion Home Standby Generators.
- Climate Windows and Doors.
- ClosetMaid Home Organization.
- Custom Countertops.
- Edel Sliding Doors.
- Hunter Douglas Window Fashions.
- Insulation Home Services.
- Kinetico Water Treatment Systems.
- Kitchen Cabinets.
- Lennox Home Comfort Systems.
- Mirage Retractable Screens.
- Omega Fireplace Mantels.
- Rheem Water Heaters.
- Shaw Flooring.

For a free in-home consultation or to confirm the availability of services in your area, call 1-866-496-2032.

You can also find more information on Costco.ca: Just click "Services" at the top of the page and then click "Custom Installation Services."



CLOSETMAID HOME ORGANIZATION

Custom storage systems professionally designed to fit your needs. Organize your closets, garage, pantry or office.

Almond beverage: as versatile as milk, and easy on the calories

THE COSTCO CORPORATE foods team is excited to introduce Kirkland Signature™ Organic Fortified Almond Beverage.

"It's as versatile as milk, so you can use it to cook in the same way, substituting cup for cup in your favourite recipes," says Pat Fairweather, Costco corporate foods buyer. "Use it as a base for your smoothies, shakes, soups, sauces and salad dressings or add it to your cereal for a lower-calorie alternative to skim milk."

Certified by Pro-Cert Organic, Kirkland Signature Organic Fortified Almond Beverage is dairy-, soy- and lactose-free, with no added sugar. This vegan beverage contains calcium and vitamins, and has only 40 calories per 250 mL (1 cup).



To make this beverage, pasteurized almonds are soaked, blanched and roasted to transform them into a delicious almond butter paste. "This contributes to the fantastic roasted almond taste, and the finished product is not too watery or thick," Fairweather says. "It's also convenient to store, because it does not need to be refrigerated until after it has been opened."

Kirkland Signature Organic Fortified Almond Beverage comes in two flavours—original (Item #1002374) and vanilla (Item #1002373)—and is available in the warehouse in a six-pack of 946 mL (5.6 L) containers with resealable twist caps.—Christina Guerrero



ALMOND BEVERAGE BISCUITS

500 mL (2 cups) all-purpose flour
15 mL (1 tablespoon) baking powder
1 mL (¼ teaspoon) baking soda
2 mL (½ teaspoon) salt

125 mL (½ cup) butter or vegetable shortening
250 mL (1 cup) Kirkland Signature Organic Fortified Almond Beverage

Preheat the oven to 230 C (450 F). Sift the dry ingredients together. Mix in the butter or shortening using a pastry blender, fork or your fingertips, until the mixture resembles coarse crumbs. Form a well in the centre of the flour and pour the almond beverage in. Stir the mixture; when it comes away from the sides without sticking too much, it's ready (otherwise, work in a little more flour). Place the dough on a floured surface and knead about five to six times (don't work the dough too much or it will become tough). Roll or pat out to about 1.5 cm (½ inch) thickness and cut with a biscuit cutter or floured glass about 6 cm (2.5 inches) in diameter. Place the biscuits on an ungreased cookie sheet. Bake at 230 C (450 F) for about 8 to 12 minutes or until light golden. Serve warm with pâté, cheese or jam. Makes 12 biscuits.

Recipe and photos courtesy of Natura Foods

Building a business

GROWING UP in a family of tradesmen, Costco member Billy Coles was a teenager when he began to learn plumbing, carpentry and renovating. “[My uncle] tried to teach me a little bit about the business side of it, because I was never going to be a tradesman as much as I was going to be a businessman,” says Coles, who is on the cover of this year’s *my Costco* catalogue (mycostcocatalogue.ca).

In 1992, Coles started Billy’s Construction and Painting, which he renamed BCP Construction (bcpconstruction.ca) in 1999. By 2004, BCP was operating 10 of its own hotels, and in 2011 CCR Hospitality

was created for hotel development and operations.

The businesses, which are both located in Three Hills, Alberta, employ 150 people, including his wife and sons. “I travel basically all over western Canada every week just to try and keep up with all the different sites and projects we’re working on,” Coles says.

Coles says BCP has revolutionized modular construction by building concrete and steel modules in its factory. Building in a controlled environment and using standardized materials reduces the cost, waste and time, while being energy-efficient and environmentally friendly.—Christina Guerrero



Sarah Paiero on right and husband, Chad, with their sons on Lake Simcoe.

Frozen family fun

ACCORDING TO SARAH Paiero, running an ice-fishing hut rental business is a lot like being in a reality television show. “Every day something completely unexpected happens,” notes Paiero, who owns and operates Lake Simcoe Outfitters (simcoeicefishing.com) with her husband, Chad. “We see it all.”

Founded 30 years ago by Chad’s late father, Emilio, the company rents 20 day huts and five overnight bungalows between January and March, weather permitting, on the frozen waters at the southern end of Lake Simcoe, a 45-minute drive north of Toronto.

For \$50 a day per adult, customers are provided with live minnows and towed about 1 kilometre from shore in an open sleigh to (and from) the door of a stove-heated plywood hut anchored to the ice. Customers can go to the huts from 7:30 a.m. to 5 p.m. daily and fish for a variety of species, including trout, whitefish, herring, pike and jumbo perch.

In addition to ice fishing, customers

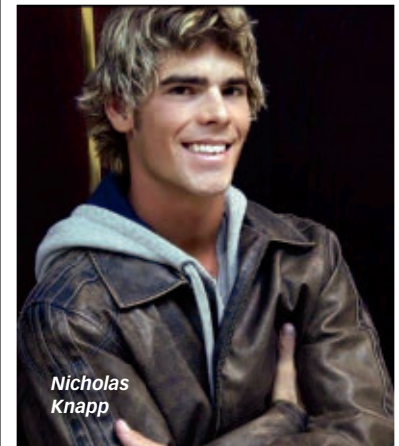
have been known to skate; play hockey, soccer or football on the ice; and have barbecues and parties.

Despite the hard work of running a business that is “really an intense two-month-long hobby,” Paiero says she and Chad, a full-time firefighter, love the opportunity it provides for them to spend quality time with their three young sons: Xavier, Ashton and Emilio.

“It’s a great way for us to be together,” Paiero says. In the off-season, her family likes to travel and go camping. “We all like to fish,” she says. “It’s always been a big part of our lives.”—Mark Cardwell

CONNECT WITH US

IF YOU have a note, photo or story to share about Costco or Costco members, email it to connection@costco.com with “Member Connection” in the subject line or send it to Member Connection, *The Costco Connection*, 415 West Hunt Club Road, Ottawa, ON K2E 1C5. Submissions cannot be acknowledged or returned.



Nicholas Knapp

COURTESY OF PENNY KNAPP

Support after loss

AFTER HER 20-year-old son, Nicholas Knapp, took his life in 2007, Costco member Penny Knapp of Rodney, Ontario, couldn’t find the support she needed.

“I felt so very alone after Nick’s suicide. I felt as though I was living in a life surrounded by a cloud. I couldn’t find or see clarity,” says Knapp.

After two weeks of feeling that way, Knapp began inquiring about a support group for herself and others grieving the loss of Nicholas. When she didn’t find the help she needed, she founded what would become Remembering Nicholas, to increase awareness of suicide and give support to survivors of suicide loss.

In 2009 Knapp created a website in memory of Nicholas, and in 2017 she began The Centre for Postvention (centreforpostvention.com).

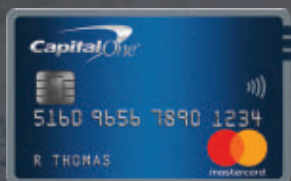
“The thing that means the most to me is the connection I’ve made with survivors of suicide loss globally,” says Knapp. “That is my most meaningful accomplishment: [knowing] none of it was wasted.”—CG


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† Cash back is applied to total net purchases. That means any purchase that's charged to your credit card minus credits or returns. Cash advances, balance transfers, fees and interest charges aren't eligible for cash back. ®: Registered trademark of Price Costco International, Inc. used under license. **Credit is extended by Capital One Bank (Canada Branch).** Capital One is a registered trademark of Capital One Financial Corporation, used under license. Mastercard is a registered trademark, and the circles design is a trademark of Mastercard International Incorporated. © 2017 Capital One. All rights reserved. 162335-18-E OT403788 0118

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JAN/FEB 2018

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- B. Pro-Form 400 SPX Spin Bike **\$200 OFF** Valid 02/05/18 - 02/18/18 🔗 1204956
- C. NordicTrack GX 2.7 Upright Bike **\$250 OFF** Valid 02/12/18 - 02/25/18 🔗 1204958
- D. Pro-Form Endurance 1120 Elliptical **\$250 OFF** Valid 02/05/18 - 02/18/18 🔗 1204954
- E. NordicTrack C1070 Pro Treadmill **\$300 OFF** Valid 01/22/18 - 02/04/18 🔗 1196325



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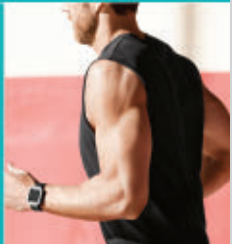
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Valid 02/05/18 - 02/18/18

🔍 WN0218



BALANCE YOUR
GLUCOSE LEVEL

WEBBER NATURALS
CINNAMON EXTRACT

\$6 OFF

Valid 01/15/18 - 01/28/18

🔍 WN0118



ANTIOXIDANT FOR
CARDIOVASCULAR
HEALTH

RESVERATROL WITH
GRAPESEED EXTRACT

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Ask your Costco pharmacist about all your pharmacy needs. Product selection may vary by location.



YOUR NATURAL SOLUTION™



20% OFF

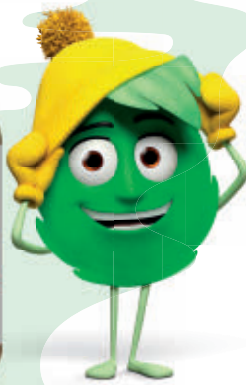
Valid 01/01/18 - 01/14/18



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YOUR NATURAL SOLUTION™

Organika0118

Valid on select Organika® products.



STAY STRONG WITH Jamieson

Fight the winter blues with the naturally energizing benefit of vitamin B₁₂ and support your immune system with vitamin D.

Up to **20% OFF** Valid 01/08/18 - 01/21/18 Jamieson0118



Cosequin DS Plus MSM Joint Health Supplement for Dogs (180 count) **\$15 OFF**
Valid 01/22/18 - 02/04/18 1512752



Select Himalayan Salt Lamps **UP TO \$20 OFF**
Valid 02/12/18 - 02/25/18 Salt0218



Durex Sensi-thin Condoms (58 count) **\$4 OFF**
Valid 01/22/18 - 02/04/18 DX0118

PreserVision® Because your eyes are everything



- ✓ Contains nutrients recommended by the National Eye Institute's AREDS2 Study
- ✓ Easy-to-swallow soft gel

AREDS0118



To be sure this product is right for you, always read and follow the label. †Data on file for #1 Brand in North America, Bausch & Lomb. Bausch & Lomb Canada, Vaughan, Ontario, L4K 4B4 © Valeant Canada LP. ®/™ are trademarks of Bausch & Lomb Incorporated or its affiliates.



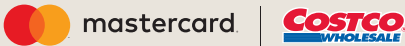
Silk'n BellaFlash Pro Hair Removal System **\$189.99 DELIVERED AFTER \$60 OFF** Valid 02/12/18 - 02/25/18 4334444

TM-1000PRO Electronic TENS Unit Pulse Stimulator
20% OFF
 Valid 01/22/18 - 02/04/18
 TENS0118

- 3 massage settings
- Adjustable intensity
- Rechargeable with included A/C adapter
- Easy to use
- Health Canada approved



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Select Omron Products **20% OFF** Valid 01/01/18 - 01/14/18
 ☞ Omron0118



Gaiam Balance and Core Fitness Equipment ☞ Gaiam0118



BestMassage Ultra Luxury Zero Gravity Massage Chair
\$2,599.99 DELIVERED AFTER \$700 OFF
 Valid 02/05/18 - 02/18/18 ☞ 100354717



Osaki OS-4000 Massage Chair **\$2,999.99 DELIVERED AFTER \$1,000 OFF** Valid 01/22/18 - 02/04/18 ☞ 100324329



iComfort IC7000 Massage Chair **\$3,799.99 DELIVERED AFTER \$1,200 OFF** Valid 02/19/18 - 03/04/18 ☞ 100375198



**truMedic® InstaShiatsu®+
Shoulder and Neck
Massager**

Model: IS-2000

\$129.99 Delivered

Ⓟ 1132606



**truMedic® InstaShiatsu®+
Lower Back Shiatsu
Massager with Heat**

Model: IS-5000

\$25 OFF

Valid 02/19/18 – 03/04/18

Ⓟ 2102760



**truMedic® InstaShiatsu®+
Foot Massager**

Model: IS-4000

\$50 OFF

Valid 02/05/18 – 02/18/18

Ⓟ 2208050





**truMedic® InstaShiatsu®+
Massage Chair**
Model: MC-2000
\$1,000 OFF
Valid 01/08/18 – 01/21/18
P 2209221

Hi-Res LCD Remote Control

Built-In Bluetooth Speakers

Heated Massage

Zero Gravity Massage



nuvoEssence®

Select nuvoEssence
Aroma Diffusers
Up to \$20 OFF
Valid 01/01/18 – 01/14/18
P NuvoEssence0118



Amethyst and Diamond Jewellery
14-kt white gold [🔗](#) AMT0118

Heart Shaped Diamond
Solitaire Pendant (0.50 ctw)
14-kt white gold **\$400 OFF**
Valid 01/22/18 - 02/04/18
[🔗](#) 2103448



Round Brilliant Diamond Eternity Bracelet (1.50 ctw)
14-kt white gold **\$350 OFF** Valid 01/22/18 - 02/04/18
[🔗](#) 2129403



Round Brilliant Pave
Diamond Band (1.89 ctw)
18-kt white gold **\$500 OFF**
Valid 01/22/18 - 02/04/18
[🔗](#) BND0118



Cushion Cut Diamond "Ashley"
Wedding Set (1.35 ctw)
[🔗](#) 2032907



Cushion Cut Garnet and
Diamond Ring (0.17 ctw)
14-kt white gold **\$150 OFF**
Valid 01/01/18 - 01/14/18
[🔗](#) 2140890



Assorted 18-kt Yellow Gold Jewellery
Earrings, Bangles and Necklaces
[🔗](#) GLD0118



Round Brilliant Heart Shaped
Diamond Earrings (1.00 ctw)
14-kt white gold [🔗](#) 1157423

Images enlarged to show product detail.

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Stunning photos for less

The power of your printer in the palm of your hand

A new level of wireless connectivity you can count on


HP's most productive printer for home



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HPPrint0118



Select Lexmark Printers **UP TO \$100 OFF**
Valid 01/08/18 - 01/21/18  Lexmark0118



Select Brother Printers **UP TO \$200 OFF**
Valid 01/29/18 - 02/11/18  Brother0118




Brother QL-810W Electronic Labelling System **\$52 OFF**
Valid 02/05/18 - 02/18/18  1201314



Casio PCR-T500L Cash Register Machine **\$50 OFF**
Valid 01/01/18 - 01/14/18  371523



Casio PCR-T2300L Cash Register Machine **\$70 OFF**
Valid 01/15/18 - 01/28/18  371521



Sutton Office Collection **UP TO \$160 OFF**
Valid 01/08/18 - 01/21/18 🔗 Sutton0118



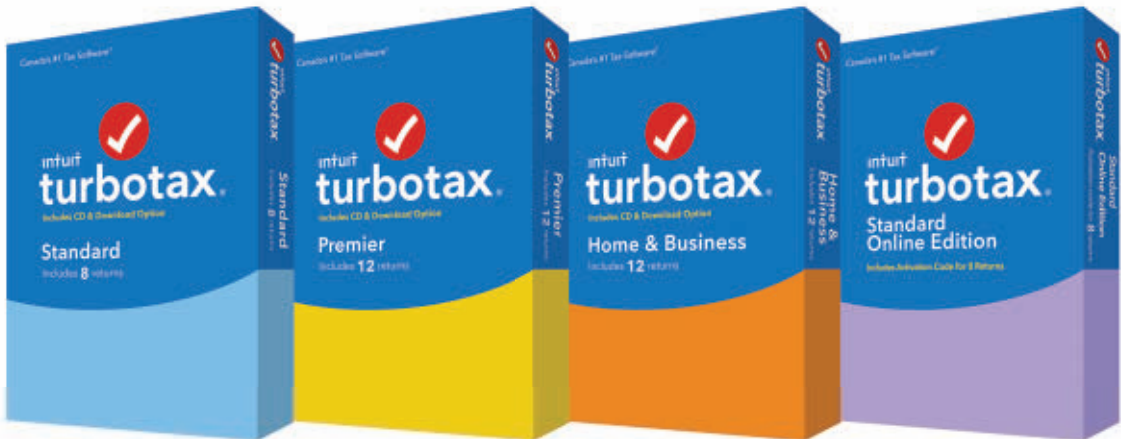
Pro-Concept Office Collections **UP TO \$300 OFF**
Valid 02/12/18 - 02/25/18 🔗 ProConcept0118



Midtown Office Desk Collection **UP TO \$350 OFF** Valid 01/29/18 - 02/11/18 🔗 Midtown0118



Trusted¹ by millions of Canadians



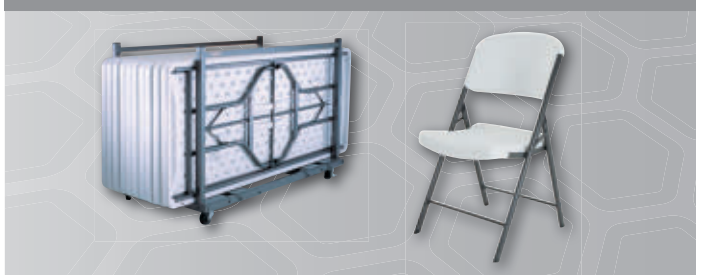
BUY ONLINE AND DOWNLOAD DIRECTLY FROM **COSTCO.CA**

🔗 TurboTax0118

¹Based on aggregated sales data for all tax year 2016 TurboTax products. ©2016 Intuit Canada ULC. All Rights reserved.



Uniden 4G Cellular Booster Kit **\$160 OFF**
Valid 12/24/17 - 01/07/18 🔗 9999001



Select Lifetime Tables and Chairs **UP TO \$600 OFF**
Valid 01/22/18 - 02/04/18 🔗 LT0118



Ooma Home Security Starter Kit with Phone Service

Valid 01/05/18 - 01/18/18
🔗 6760001



Includes a **FREE** Door or Window Sensor

Get Peace of Mind for Next to Nothing.

Get do-it-yourself home security with the ability to call 911 remotely from your home phone number even when you are not at home.

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Select Office Star Office Chairs **UP TO \$90 OFF**
Valid 01/15/18 - 01/28/18 [🔗 Officestar0118](#)



Select Global Office Chairs (Various colours) **UP TO \$75 OFF**
Valid 01/08/18 - 01/21/18 [🔗 Global0118](#)



Select Lorex Surveillance Systems **UP TO \$300 OFF** Valid 01/22/18 - 02/04/18 [🔗 Lorex0118](#)



Select Q-See Surveillance Systems **UP TO \$500 OFF**
Valid 01/08/18 - 01/21/18 [🔗 Qsee0118](#)



Select Swann Surveillance Systems **UP TO \$150 OFF**
Valid 02/12/18 - 02/25/18 [🔗 Swann0118](#)



Sonya 2-pk. Dining Chair (Various colours) **\$90 OFF**
Valid 01/22/18 - 02/04/18 🔗 Sonya0118



Brigitte Velvet Tufted 2-pk. Dining Chair (Various colours) **\$90 OFF** Valid 02/05/18 - 02/18/18 🔗 Brig0118



Wynn 2-pk. Dining Chair (Bonded leather or fabric) **\$50 OFF**
Valid 02/12/18 - 02/25/18 🔗 Wynn0118



Brooklane or Chelsey Dining or Accent Chair **UP TO \$45 OFF**
Valid 02/12/18 - 02/25/18 🔗 BC0118



Mason or Biltmore 2-pk. Counter Stool or Dining Chair **UP TO \$70 OFF** Valid 02/12/18 - 02/25/18 🔗 Biltm0118



Benicio or Antonio Bar or Counter Stools **UP TO \$35 OFF** Valid 01/15/18 - 01/28/18 🔗 Benan0118



Select Mid Century Chairs **UP TO \$70 OFF**
Valid 02/12/18 - 02/25/18 🔗 MC0118



Select Dining Accent Chairs or Stools **UP TO \$40 OFF**
Valid 01/15/18 - 01/28/18 🔗 Chair0118



Abrielle Dining Collection (Made in Canada; Birch wood)
UP TO \$850 OFF Valid 01/08/18 - 01/21/18 Abrielle0118



Granada II Dining Collection **UP TO \$800 OFF**
 Valid 02/12/18 - 02/25/18 Granada0118



Elgin Dining Collection **UP TO \$650 OFF**
 Valid 01/29/18 - 02/11/18 Elgin0118



Everett Dining Collection **UP TO \$700 OFF**
 Valid 02/12/18 - 02/25/18 Everett0118



Sullivan Dining Collection **UP TO \$350 OFF**
 Valid 02/12/18 - 02/25/18 Sullivan0118



Harland Dining Collection **UP TO \$300 OFF**
 Valid 01/29/18 - 02/11/18 Harland0118



Margo 2-pk. Covered Parson Dining Chair **\$60 OFF**
 Valid 02/12/18 - 02/25/18 Margo0118



Newport 2-pk. Bar Stool, Counter Stool or Dining Chair
 (Also available in beige) **UP TO \$140 OFF**
 Valid 01/15/18 - 01/28/18 New0118





Cosco Flex Mesh 4-pk. Chair **\$25 OFF** Valid 01/22/18 - 02/04/18
 Ⓢ Cosco0118



Meyer Avonlea 11-pc. Cookware Set **\$189.99 DELIVERED**
AFTER \$50 OFF Valid 02/12/18 - 02/25/18 Ⓢ 2203018



Omega Juice Cube and Nutrition Centre **\$70 OFF**
 Valid 01/01/18 - 01/14/18
 Ⓢ 2206697



Blendtec Total Blender with Wildside+ Jar **\$80 OFF**
 Valid 01/15/18 - 01/28/18
 Ⓢ 2930674



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Every day is a new chance to explore your taste for adventure, whether you're running after the kids or running marathons. Discover delicious whole-food blends, from healthy salad dressings at home to smoothies on-the-go, with the Vitamix® S30. Two container sizes provide the flexibility to enjoy wherever the day takes you.

\$50 OFF

Valid 01/01/18 - 01/31/18
 Ⓢ 406796

 **Vitamix.**



Cellar Master Wine Kits **UP TO \$20 OFF**
Valid 01/15/18 - 01/28/18 🔗 CellarMaster0118



Premier 5-stage Reverse Osmosis Water Filtration System
\$45 OFF Valid 01/01/18 - 01/14/18 🔗 Premier0118



Select Ancona Appliances **UP TO 20% OFF**
Valid 01/29/18 - 02/11/18 🔗 Ancona0218



Select Ancona Range Hoods **UP TO 20% OFF**
Valid 01/01/18 - 01/14/18 🔗 Ancona0118




Select Samsung Appliances **UP TO \$400 OFF**
Valid 02/01/18 - 02/14/18 🔗 Samsung0218




Select LG Appliances **UP TO \$300 OFF**
Valid 01/18/18 - 01/31/18 🔗 LG0118



Select Hahn Kitchen Sinks **UP TO \$130 OFF**
Valid 01/29/18 - 02/11/18  Sinks0118

Eco-Logic 10 Premium Food Waste Disposers (Available with or without batch feed)
UP TO \$35 OFF
Valid 01/15/18 - 01/28/18
 EcoLogic0118



Bio Bidet High Arc Motion Sensor Faucet **\$50 OFF**
Valid 02/05/18 - 02/18/18  Bio0218



20% OFF

**all custom Bali®
Blinds & Shades**

 Bali0118
Valid 01/22/18 - 02/11/18

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your home, your style

17-7071 (01/18)



American Standard 28-in. x 48-in. or 30-in. x 60-in. Walk-in Bathtub (Whirlpool or air spa system) **\$1,200 OFF**
Valid 01/08/18 - 01/21/18 🔗 AS0118



OVE Rachel 70-in. Freestanding Tub (Includes Athena faucet with hand-held shower) **\$1,179.99 DELIVERED AFTER \$320 OFF**
Valid 01/15/18 - 01/28/18 🔗 Ove0118



Studio Bathe Kalize II 75-in. Vanities with Mirrors (Various colours) **\$1,999.99 DELIVERED AFTER \$500 OFF**
Valid 01/08/18 - 01/21/18 🔗 Kalize0118



OVE Kelsey 48-in. Corner Shower Kit (8 mm tempered glass) **\$899.99 DELIVERED AFTER \$300 OFF**
Valid 02/19/18 - 03/04/18 🔗 Kelsey0218



OVE Duchess 42-in. or 60-in. Vanity (Carrera marble countertop; Light grey finish) **UP TO \$350 OFF**
Valid 01/15/18 - 01/28/18 🔗 Ove0118



Imperial Luxury Vinyl Plank Flooring (Various colours) **\$66.99 DELIVERED AFTER \$20 OFF** Valid 02/12/18 - 02/25/18
🔗 Imperial0118



Select Renwil Area Rugs **UP TO \$90 OFF**
Valid 02/12/18 - 02/25/18 🔗 Renwil0218



Select Orian Rugs Area Rugs **UP TO \$100 OFF**
Valid 01/15/18 - 01/28/18 🔗 Orian0118



Lowe Bookcase or Hartford Ottoman **UP TO \$200 OFF**
Valid 01/29/18 - 02/11/18 🔗 SHD0118



Lawton Entry Bench **\$329.99 DELIVERED AFTER \$70 OFF**
Valid 01/15/18 - 01/28/18 🔗 Lawton0118



Select Storage Benches and Ottomans **UP TO \$110 OFF**
Valid 02/12/18 - 02/25/18 🔗 HM0118



Select Luminus LED Recessed Lighting **UP TO \$25 OFF**
Valid 02/12/18 - 02/25/18 🔗 Luminus0218



Canarm Sutton Lighting Black Matte Finish Collection
UP TO \$36 OFF Valid 01/08/18 - 01/21/18 🔗 Canarm0118



Select Home Decor Lighting
UP TO \$70 OFF
Valid 02/05/18 - 02/18/18
🔗 FineArt0118



OVE Mio LED Lighting Collection **UP TO \$70 OFF**
Valid 02/12/18 - 02/25/18 🔗 Ove0218



Brunswick Billiards Santini Table with Table Tennis Table Conversion Kit **\$1,000 OFF** Valid 01/08/18 - 01/21/18 🔗 100387959



Wildwood Rustic Grey Occasional Furniture Collection
UP TO \$110 OFF Valid 01/01/18 - 01/14/18 🔗 Wildwood0118



Nova Home Theatre 3- or 2-pc. Power Seating (Also available in red) **UP TO \$600 OFF** Valid 02/12/18 - 02/25/18 🔗 Nova0218



Empire Home Theatre Seating Collection (Available with or without power; Various colours) **UP TO \$800 OFF**
Valid 01/08/18 - 01/21/18 🔗 Empire0118



Alandro Top Grain Leather Sectional Collection (Also available in grey) **UP TO \$1,200 OFF** Valid 01/29/18 - 02/11/18
🔗 Alandro0118



Suni Sectional Collection **UP TO \$1,000 OFF**
Valid 02/12/18 - 02/25/18 🔗 Suni0118



Worthington Sectional (Left or right hand facing; Adjustable headrests; Also available in black) **\$250 OFF**
Valid 02/12/18 - 02/25/18 🔗 Worth0118



Toronto Top Grain Leather Sectional (Left or right hand configurations; Various colours) **\$600 OFF**
Valid 02/12/18 - 02/25/18 🔗 Toronto0118



Loretta Sectional **\$999.99 DELIVERED AFTER \$300 OFF**
Valid 01/29/18 - 02/11/18 🔗 1212066



Connor Fabric Sectional **\$1,249.99 DELIVERED AFTER \$250 OFF**
Valid 02/12/18 - 02/25/18 🔗 Connor0118



Erica II Sectional Living Room Collection (Also available in taupe grey) **UP TO \$450 OFF** Valid 01/29/18 - 02/11/18 🔗 Erica0118



Sunset Top Grain Leather Collection (Available with or without power) **UP TO \$1,000 OFF** Valid 01/15/18 - 01/28/18 🔗 Sunset0118



Mariko Top Grain Leather Collection (Also available in grey)
UP TO \$1,000 OFF Valid 01/08/18 - 01/21/18 ☞ Mariko0118



Verona Top Grain Leather Collection (Also available in espresso)
UP TO \$1,000 OFF Valid 02/12/18 - 02/25/18 ☞ Verona0118



Talca 3-pc. Top Grain Leather Set **\$2,999.99 DELIVERED**
AFTER \$900 OFF Valid 01/15/18 - 01/28/18 ☞ 373735



Ambiente Living Room Collection (Leather or fabric;
 Various colours) **UP TO \$800 OFF** Valid 01/15/18 - 01/28/18
 ☞ Ambiente0118



Bellissimo Top Grain Leather Collection (Various colours)
UP TO \$800 OFF Valid 02/12/18 - 02/25/18 ☞ Bel0118



Club 3-pc. Fabric Set (Various colours) **\$1,499.99 DELIVERED**
AFTER \$400 OFF Valid 02/12/18 - 02/25/18 ☞ CLTV0118



Hayes Living Room Collection **UP TO \$450 OFF**
 Valid 02/12/18 - 02/25/18 ☞ Hayes0118



Houston Fabric Power Reclining Collection (Also available
 in brown) **UP TO \$700 OFF** Valid 02/12/18 - 02/25/18
 ☞ Houston0118



Cologne Wood Arm Euro Lounger (Various colours) **\$140 OFF**
Valid 01/15/18 - 01/28/18 🔗 Cologne0118



Benson Occasional Furniture Collection **UP TO \$200 OFF**
Valid 01/01/18 - 01/14/18 🔗 Benson0118



Levi Top Grain Leather Recliner (Available with or without power) **\$200 OFF** Valid 01/15/18 - 01/28/18 🔗 Levi0118



Henri Top Grain Leather Recliner **\$799.99 DELIVERED AFTER \$200 OFF** Valid 02/05/18 - 02/18/18 🔗 Henri0118



Conway, Devon or Boyd Recliner **\$150 OFF**
Valid 02/12/18 - 02/25/18 🔗 BCR0118



Burrard Bonded Leather Round Accent Chair (Various colours) **\$120 OFF** Valid 01/29/18 - 02/11/18 🔗 Burrard0118



Benson Fabric Swivel Chair with Storage (Various colours) **\$150 OFF** Valid 02/12/18 - 02/25/18 🔗 Ben0118



Robson II Top Grain Leather Power Recliner **\$899.99 DELIVERED AFTER \$300 OFF** Valid 02/12/18 - 02/25/18 🔗 Rb0118



Roma or Baxter Accent Chair **UP TO \$80 OFF** Valid 01/01/18 - 01/14/18 [🔗 Rob0118](#)



Kitts Accent Chair **\$90 OFF** Valid 02/12/18 - 02/25/18
[🔗 Kitts0118](#)



Anne Tufted Fabric Club Chair **\$399.99 DELIVERED AFTER \$100 OFF** Valid 01/29/18 - 02/11/18 [🔗 Tufted0118](#)



Casio PX-350 Black Digital Piano Bundle **\$200 OFF**
Valid 02/12/18 - 02/25/18 [🔗 6673500](#)



Parson Media Console Fireplace (Various colours)
\$274.99 DELIVERED AFTER \$75 OFF
Valid 01/29/18 - 02/11/18 [🔗 Parson0118](#)



Napoleon 42-in. Wall Mount Electric Fireplace **\$319.99 DELIVERED AFTER \$80 OFF** Valid 01/15/18 - 01/28/18 [🔗 Napoleon0118](#)





Samsung MU8000 65-in. UHD 4K Smart TV **\$700 OFF** Valid 12/25/17 - 01/04/18 🔗 SamTV0118



FMC1
Telescoping
Corner TV Mount
for 40-in. to 60-in.
Televisions

\$30 OFF



M300
Articulating Single Stud Mount
for 26-in. to 55-in.
Televisions

\$15 OFF



PT300
Tilting Wall Mount for
32-in. to 90-in.
Televisions

\$15 OFF



FMX3
Full Motion Mount for
40-in. to 90-in. Televisions

\$60 OFF

🔗 **Kanto0118** for more offers
Valid 12/24/17 - 01/07/18





Olympus Cameras 🔗 Olympus0118



Casio Triple Sensor
Solar Powered
Pro Trek Men's Watch

\$219.99 Delivered
After \$60 OFF

Valid 01/22/18 - 02/04/18
🔗 1600550





Select Vizio SmartCast 4K HDR Home Theatre Displays
UP TO \$1,100 OFF Valid 01/08/18 - 01/21/18 [🔗 Vizio0118](#)



Epson HC 2100 Home Theatre Projector **\$150 OFF**
 Valid 01/31/18 - 02/15/18 [🔗 Epson0118](#)



Optoma UHD60 4K UHD Home Theatre Projector **\$300 OFF**
 Valid 01/01/18 - 01/07/18 [🔗 7880300](#)



Select Brisbane Wall Beds (Also available in walnut)
\$400 OFF Valid 01/15/18 - 01/28/18 [🔗 Brisbane0118](#)



Sonoma Headboard (King, queen or double; Also available in beige)
UP TO \$100 OFF Valid 01/22/18 - 02/04/18 [🔗 Sonoma0118](#)



Ava Headboard (King or queen; Various colours) **\$50 OFF**
 Valid 01/01/18 - 01/14/18 [🔗 Ava0118](#)



Bonavista II Storage Bedroom Collection UP TO \$2,000 OFF
Valid 02/12/18 - 02/25/18 [🔗 Bonavista0118](#)



Concord Bedroom Collection UP TO \$1,000 OFF
Valid 02/05/18 - 02/18/18 [🔗 Concord0118](#)



Metropolitan II Bedroom Collection UP TO \$1,000 OFF
Valid 01/15/18 - 01/28/18 [🔗 Metropolitan0118](#)



Delany Bedroom Collection UP TO \$750 OFF
Valid 01/29/18 - 02/11/18 [🔗 Delany0118](#)



Avery Bedroom Collection UP TO \$800 OFF
Valid 01/15/18 - 01/28/18 [🔗 Avery0118](#)



Januik Bedroom Collection UP TO \$800 OFF
Valid 02/12/18 - 02/25/18 [🔗 Januik0118](#)



Westchester Bedroom Collection UP TO \$1,000 OFF
Valid 01/15/18 - 01/28/18 [🔗 Westchester0118](#)



Carson Bedroom Collection UP TO \$700 OFF
Valid 01/29/18 - 02/11/18 [🔗 Carson0118](#)



Presley Bedroom Collection **UP TO \$600 OFF**
Valid 01/15/18 - 01/28/18 [🔗 Presley0118](#)



Select Pulaski Upholstered Queen Beds **\$110 OFF**
Valid 01/29/18 - 02/11/18 [🔗 Pulaski0118](#)



Ophelia Top Grain Leather Bed Collection (King or queen; Various colours) **UP TO \$400 OFF** Valid 02/19/18 - 03/04/18
[🔗 Ophelia0118](#)



Sleep Science Ara Mattress Collection (Available with or without adjustable base) **UP TO \$800 OFF**
Valid 02/12/18 - 02/25/18 [🔗 Ara0118](#)



Sealy Posturepedic Sydney Queen Mattress (Available as set or mattress only) **UP TO \$120 OFF** Valid 02/12/18 - 02/25/18
[🔗 Sydney0118](#)



Select Sealy Posturepedic Mattress Collections (Stevensville or Sisemore) **UP TO \$400 OFF** Valid 01/22/18 - 02/04/18
[🔗 Sealy0118](#)



Novaform Flextech II 12-in. Memory Foam Mattress Collection
UP TO \$180 OFF Valid 01/29/18 - 02/11/18 🔗 Flex0118



Novaform Valentina 12-in. Memory Foam Mattress Collection
UP TO \$230 OFF Valid 01/15/18 - 01/28/18 🔗 Valentina0118



Springwall Chiropractic Illusions Mattress Collection
UP TO \$200 OFF Valid 02/12/18 - 02/25/18 🔗 Chiro0118



Sealy Mirrorform Presidio Advanced 12-in. Memory Foam Mattress Collection **UP TO \$200 OFF**
 Valid 01/01/18 - 01/14/18 🔗 Presidio0118



Novaform Pure Comfort Memory Foam Topper **UP TO \$60 OFF**
 Valid 01/08/18 - 01/21/18 🔗 10319409



Novaform EVENcor GelPlus Gel Memory Foam Mattress Topper with Cooling Cover **UP TO \$40 OFF** Valid 02/05/18 - 02/11/18
 🔗 100382532



Dylan Twin Over Double Bunk Bed Collection (Interchangeable staircase side) **UP TO \$400 OFF** Valid 02/05/18 - 02/18/18
[Dylan0118](#)



Sealy Damone Double and Twin Mattress Pack
\$429.99 DELIVERED AFTER \$120 OFF
 Valid 02/05/18 - 02/18/18 [Damone0118](#)



Charlie Bedroom Collections **UP TO \$250 OFF**
 Valid 02/19/18 - 03/04/18 [Charlie0118](#)



Parker 4-pc. Bedroom Set - BONUS Chest (Queen or double; Also available in blue) Valid 01/08/18 - 02/04/18
[Parker0118](#)



Terry Bedroom Collection (Available in double) **UP TO \$150 OFF**
 Valid 01/15/18 - 01/28/18 [Terry0118](#)



Select North Home Bedding Items **UP TO \$70 OFF**
 Valid 01/15/18 - 01/28/18 [Wonderhome0118](#)



Select Canadian Down & Feather Items **UP TO \$55 OFF**
 Valid 01/15/18 - 01/28/18 [Canadian0118](#)



Select Baby Essentials **UP TO \$60 OFF**
Valid 01/29/18 - 02/11/18 [🔗 Safety0118](#)



Select Shermag Cribs and Chairs **20% OFF**
Valid 01/29/18 - 02/11/18 [🔗 Shermag0118](#)



Select Graco Products **UP TO \$180 OFF**
Valid 01/29/18 - 02/11/18 [🔗 Graco0118](#)



SentrySafe DH-109E Front-loading Depository Security Safe
\$100 OFF Valid 01/15/18 - 01/28/18 [🔗 371851](#)



Brother HC7140 Computerized Sewing and Quilting Machine
\$299.99 DELIVERED AFTER \$90 OFF
Valid 01/29/18 - 02/11/18 [🔗 2071413](#)



Singer 4423 Heavy Duty Sewing Machine **\$40 OFF**
Valid 01/01/18 - 01/14/18 [🔗 865517](#)



Select Jewellery Armoires
UP TO \$80 OFF
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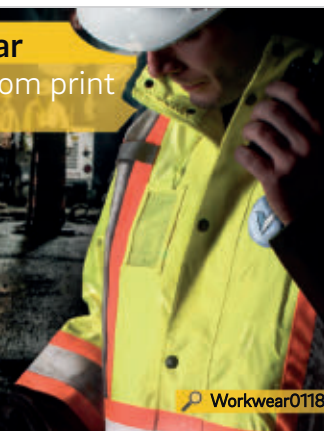
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