

Improving your soft skills ♦ Sweet potatoes ♦ Sustainable packaging

# **COSTCO** **Connection**®

THE MAGAZINE FOR COSTCO MEMBERS

## Spanish roots

Kirkland Signature Spanish  
Extra Virgin Olive Oil comes from  
a premier growing region **24**

SEPTEMBER 2022

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The Kirkland Signature brand has something for the entire family—including your pets.

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Kirkland Signature food buyers' picks



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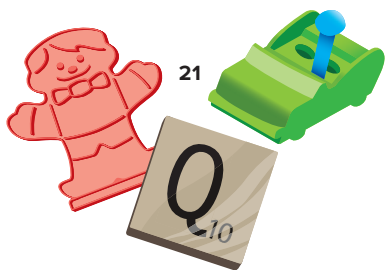
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# Here's to a super September

**H**appy September, everyone! Summer has gone by in a heartbeat, and fall has snuck up on us once again.

As the cooler weather brings us indoors, it may be time to consider buying a new kitchen range. "Let's get cooking" will help you navigate the ever-evolving appliance world. Wi-Fi-enabled ranges connect to your home's network and allow you to control and monitor the range via an app from wherever you are.

Fall is also a good time to reset your personal health. "Getting in rhythm" explains how to manage the heart disorder known as atrial fibrillation, or A-fib. It will help you identify risk factors and triggers, and we all know that an ounce of prevention is worth a pound of cure.

Who can think about Costco without thinking about its private label, Kirkland Signature™? The name brings to mind not only great food items, such as the Kirkland Signature Spanish Extra Virgin Olive Oil highlighted in this issue's cover story, but also many great non-food items. My favourite Kirkland Signature item is the golf putter. I also use Kirkland Signature golf gloves and balls on the course, and I get great feedback from Costco members who have Kirkland Signature in their golf bag too.

So, as the weather cools and you get out to enjoy fall's rays of sunshine, don't forget to pick up a few Kirkland Signature items to enjoy. Your new favourite is just waiting to be discovered! ■

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**Sue Pudrycki**  
is Assistant  
Vice President  
of Marketing.

**Coming next issue**  
Our cover story  
will look at Costco's  
efforts to reduce  
food waste in  
communities across  
Canada.

Follow us on  

\*Only Costco members in good standing may use instant savings featured in this issue of the Costco Connection. These instant savings are valid only at our warehouse locations in Canada unless an offer expressly specifies that the instant savings are: (1) also available on Costco.ca; or (2) exclusively available on Costco.ca. Some items may not be available at Costco Business Centre locations. The instant savings are valid for the specified periods only. Have no cash redemption value and may not be combined with any other offers or savings unless otherwise specified. Selection and pricing may vary by warehouse and/or on Costco.ca and are subject to change without notice. Offer limited to quantity in warehouse and/or on Costco.ca. Item colour may differ from picture. Prices may be subject to additional fees, such as environmental handling, recycling or disposal fees. Costco reserves the right to limit quantities purchased and to correct errors. Delivery charges for items purchased on Costco.ca are extra unless otherwise stated and may vary depending on item and delivery location.



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## Hello, fall

Fall's colour palette evokes crisp days and cozy, chilly nights. Welcome the season—and guests—with a harvest wreath on your front door.

### Adorn your door

**WELCOME TO** the new season with this 76-centimetre (30-inch) seasonal wreath. It features a vibrant mixture of faux oak, maple, acorn, laurel and olive leaves that have been hand-pressed with a mixture of pigments. The wreath comes in two colour schemes: The orange wreath has

faux late-summer sunflowers, while the white one has ivory faux sunflowers that are nestled among pine cones, pumpkins and linen ribbon. The combination is a perfect way to add a touch of fall to your home. Item 1598437 (orange), 1598438 (white). Warehouses/Costco.ca.



WE WANT TO HEAR FROM YOU

## Curious collections

Do you have a considerable collection of Pez dispensers, sports trading cards or something else? If so, we want to hear from you. Please send an email that explains what you collect, why and for how long, along with the size of the collection and some photos, to [sponder@costco.com](mailto:sponder@costco.com). Be sure to put "Collections" in the subject line.

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GET WINTER READY

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The CAT Power Station and Jump Starter with polarity protection is the solution for a variety of needs. It includes heavy-duty clamps and cables for jump-starting your car, and a push-button 120-pounds-per-square-inch air compressor to inflate tires and sports gear, with an auto-stop function to prevent over-inflation. And, you can charge your devices with the USB power ports and a wireless charging pad. Item 1510104. [Warehouses/Costco.ca](http://Warehouses/Costco.ca).

THE MOST IMPORTANT MEAL OF THE DAY

## Breakfast Club of Canada

Breakfast Club of Canada ([breakfastclubcanada.org](http://breakfastclubcanada.org)) helps children access a nutritious breakfast before school. The club currently reaches more than 500,000 children each morning in more than 3,000 breakfast programs across the country. Recently there has been an increase in the need for additional programs.

When you make a donation when checking out at your local Costco warehouse this September 12 through 18, you are helping to ensure that the club continues to reach the many children who currently benefit from supported programs.



BREAKFAST CLUB OF CANADA

**From Twitter**

We got Costco cards yesterday and I feel like we unlocked a whole new level of being an adult.—lil potato, @MrsKaylaCole



**COSTCO TIRE CENTRES**

## Seasonal tire swap

The changing weather is a sure sign that winter is coming. Put your winter tires on now and avoid the snowfall rush. With today's winter tires, temperatures at or below 7 C (44 F) are all that is needed to avoid excessive wear. Book your winter tire swap now at [Costcotireappointments.ca](http://Costcotireappointments.ca).



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**LONDON FOG COMFORTERS**

## Cozy comfort

There's nothing like snuggling under a cozy comforter on a cool day. With London Fog's comforters you can feel especially good, knowing that the packaging is made from 100% recycled plastic and is both reusable and recyclable. The comforter comes with two shams and is available in a variety of sizes and colours. Various item numbers. [Warehouses/Costco.ca](http://Warehouses/Costco.ca).

**SOUP'S ON**

## Hearty Italian Beef Soup

- 1 (600-g/1.3-lb) package Kirkland Signature Organic Lean Ground Beef**
- 250 mL (1 cup) onion, diced**
- 10 mL (2 tsp) minced garlic**
- 1 (411-g/14.5 oz) can organic diced tomatoes**
- 22 mL (1½ Tbsp) Better Than Bouillon Roasted Beef Base, dissolved in 1 L hot water**
- 500 mL (2 cups) carrots, sliced**
- 10 mL (2 tsp) organic Italian seasoning**
- 1 bay leaf**
- 1 (425-g/15-oz) can white beans (such as cannellini), drained and rinsed**
- 500 mL (2 cups) fresh baby spinach, roughly chopped**
- Salt to taste**
- Red pepper flakes, optional**
- 125 mL (½ cup) Parmigiano-Reggiano cheese, shredded**

In a large spray-coated pot over medium heat, cook beef with onion, stirring occasionally to break up meat, until no pink colour remains; drain any fat. Add garlic; cook and stir 1 minute. Stir in tomatoes, bouillon, carrots, Italian seasoning and bay leaf. Bring to a simmer; cook 10 minutes. Add beans and spinach; simmer just until carrots are soft, about 10 minutes. Season, if desired. Remove bay leaf. To serve, ladle soup into bowls; sprinkle with cheese. Makes 6 to 8 servings.

*Recipe courtesy of culinary consultant Amy Muzyka-McGuire*



TOM CLEMENT'S PHOTOGRAPHY



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**“The most important** skills I had to learn to be successful were people skills.”  
—Richard Branson, founder of the Virgin Group

FOR YOUR BUSINESS

by RACHEL WEINGARTEN

**S**oft skills can be hard to define but easy to recognize. Soft skills are abilities that go beyond technical expertise. They might include interpersonal skills that inspire trust from colleagues.

“Soft skills should be called essential skills, because they truly are essential traits one needs to succeed socially and professionally,” says etiquette expert Arden Clise.

While soft skills may not be instinctive for everyone, with practice they can improve. “Soft skills, like any skill, require deliberate practice and reinforcement,” says Gorick Ng, a Harvard career adviser and author.

Before you shrug off the need to improve your soft skills, realize that neglecting them could cost you your job or a promotion. “The common perception among managers is that hard skills may get you hired, but a lack of soft skills is what gets you fired,” Ng says. Even if you keep your job, if you lack necessary soft skills, it can be obvious to your boss, co-workers and clients.

But, I hear you ask, how can I improve my soft skills?

### Be an active listener

Purvi Desai, founder of skin care brand Zaaina, relies on customer feedback to perfect products. “We take every review, question and concern very seriously and make necessary changes accordingly,” Desai says. By being accessible to customers, Desai reinforces their importance to her business.



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### Define shared goals

It can be frustrating to work within a team with differing ideas and approaches. Costco member Pat Roque, a career and leadership expert at coaching firm Rock On Success, aims for clarity in all interactions. To work well with others, Roque says, it’s crucial to “commit to shared goals that matter.” This common sense of purpose strengthens a group dynamic while allowing team members to improve their soft skills.

### Reconnect

If you’re not quite ready to brush up on all of your soft skills, consider the deceptively simple act of reconnecting with others. Roque says that helps people stop feeling invisible, while instilling a sense of belonging. ■

# Inspire trust

Develop soft skills to create a harmonious workplace environment

© S. WALKER



**Rachel Weingarten** is a marketing strategist, journalist, author and the co-founder of the RWR Network ([rwrnetwork.org](http://rwrnetwork.org)).

### COSTCO CONNECTION

Costco offers a variety of essentials for small businesses, from products to services, at great value. Learn more at [Costco.ca](http://Costco.ca) under “Services” at the top of the page.

## GPS for your career

A lot has been written about the different ways introverts present themselves in the workplace, compared to their gregarious counterparts.

If you’re overwhelmed by the idea of improving your soft skills, try to redefine them first. Author Gorick Ng thinks of soft skills as navigational skills, or “the skill of knowing how to get from point A to

point B by navigating people, processes and politics.” Soft skills may ultimately help you better navigate your career.

—RW



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Nerdwallet.com suggests weighing your goals, life stage, portfolio size and personal comfort level to assess your risk tolerance.

by LANA SANICHAR

**W**hen asked what my goal is in writing this column, the response is two-fold: to create awareness surrounding money, and to get people thinking about ways to keep more of their hard-earned money in their pockets to enjoy either now or in retirement.

With that in mind, I decided to reach out to Ken Kivenko, president of Kenmar Associates, an Ontario-based privately funded organization focused on investment fund investor education, for his thoughts on how to navigate turbulent times in the markets. Here are his tips:

**Improve your financial literacy.** You will be better able to make the decisions that will help you meet your lifetime needs for financial self-sufficiency.

**Develop a personal financial plan.** Having a plan is crucial to your being able to achieve financial self-sufficiency. Sit down and determine what's important to you and your family—what your goals are and how you are going to achieve them.

**Build up an emergency fund.** The rule of thumb is to set aside enough to cover at least four months' worth of your living expenses.

**Do your homework.** If you engage an investment adviser, ensure they are registered and a good fit for your needs. Ensure you are getting value for the fees and commissions you pay.

**Use your workplace plan.** If your employer offers some sort of savings plan, consider making use of it. It's money in the bank for you.

**Use government programs.** Make use of tax-free savings accounts, registered education savings plans and more.



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# Mind your money

## Key steps to understanding and figuring out your finances

**Don't chase past investment results.** Returns are like a weather vane turning in the wind. Last year's winners may not repeat their performance.

**Know your tolerance.** Whether it's for risk or financial capacity to withstand losses, think twice before borrowing to invest.

**Monitor investment costs.** Over time, even 1% can devour a large amount of your potential returns. Keep product and transaction costs in check.

**Pay attention.** Stay on top of what is happening with your banking/investment accounts. Read your account statements. They will help you keep track of how well you are progressing toward your goals and objectives.

**Be skeptical.** If something looks too good to be true, run.

Finally, Kivenko also advises that "no one cares more about your money than you do. Control your own financial destiny, or someone else will." I concur. ■

COURTESY OF LANA SANICHAR



**Lana Sanichar** is president and editor-in-chief of *Canadian Money-Saver* magazine.

Through an exclusive arrangement, *Canadian Money-Saver's* experts partner with the *Costco Connection* to share advice about relevant financial topics.

Email topic suggestions to [moneyinfo@canadianmoneysaver.ca](mailto:moneyinfo@canadianmoneysaver.ca).

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## Investor complaints

According to the Investment Industry Regulatory Organization of Canada (iiroc.ca), some of the most common

investor complaints include the following:

- An adviser buying or selling investments without your approval
- An adviser recommending

investments that are not suitable for you (for example, investments that are too risky)

- Account transfer delays
- Manipulative trading activity—LS



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The first foldable smartphone, according to CNET, was the 2018 Royole FlexPai, which converted from phone to tablet and back again.

by MARC SALTZMAN

Even if you're a seasoned smartphone user, chances are you're not using your device to its full potential. If you're like most users, you stick to what you know rather than venture out of your comfort zone. The following tips can help you break free and try a few of the lesser-known features embedded in your iPhone or Android device.

### Secrets of the iPhone

**Lost and found.** Can't find your iPhone in the dark? Say, "Hey, Siri, turn on flashlight."

**Story time.** Do you want to have an article or e-book read to you? No problem. Activate Speak Screen by going to Settings. Select "Accessibility," then "Spoken Content," then "Speak Screen." After that, in any app you're in, swipe down with two fingers from the very top of the iPhone screen to hear the contents of the screen read to you.

**Shake and erase.** When typing words in any app (such as Messages or Notes), you can shake the iPhone to undo your typing. This is much faster than pressing the back button to delete unwanted text. If this shake feature accidentally happens too often, deactivate it in Settings by selecting "Accessibility," then "Touch," and then turn the "Shake to Undo" feature off.

**Back Tap.** Did you know you can double- or triple-tap the back of your iPhone to quickly perform an action, such as launching the camera or muting your phone during a meeting? You can set this up in Settings by selecting "Accessibility," then "Touch," then "Back Tap."



### Hacks for Android

**Run apps side by side.** Would you like to watch a cooking show and jot down a shopping list at the same time? Swipe up from the bottom of your Android screen and you'll see recently opened apps in a carousel. Press and hold the small circle at the top of the app you want to open and select "Open in Split Screen View." Now select another app near the bottom of your phone to access both simultaneously.

**Access Quick Settings faster.** You might know that you can swipe a finger down from the top of the screen to access some of the more popular settings, but a two-finger swipe opens up even more.

Once you're familiar with them, these lesser-known features can make using your smartphone an even more powerful experience. ■

# A hidden menu

Access useful but lesser-known features that are available on your smartphone

SEVAG SAGHERIAN



**Marc Saltzman** is a tech journalist and host of the *Tech It Out* podcast. He answers selected questions in this column and regrets that all questions can't be answered individually.

**Twitter**  
@marc\_saltzman

**Email**  
connection@costco.com  
Please include "Tech Connection" in the subject line.

### COSTCO CONNECTION

You'll find all a selection of iPhone and Android smartphones at the kiosks in Costco warehouses and at Costco.ca.

### Getting smarter

There are a few smart accessories every smartphone owner should have: a protective case and screen protector, for when (not if)

you drop your device, and wireless earbuds for music, podcasts and calls.

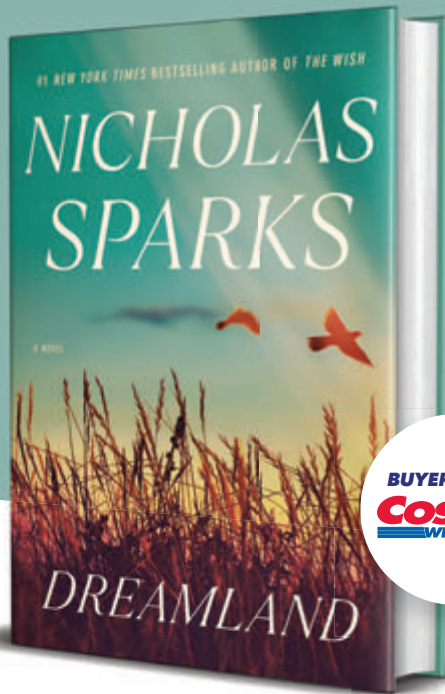
And if you don't feel like lugging a laptop to a coffee shop, classroom or business trip, consider getting a

portable Bluetooth keyboard to link to your smartphone for when you have a lot of text to type, such as a work or school report or lengthy emails.—MS



# NEW RELEASES

from Penguin Random House Canada

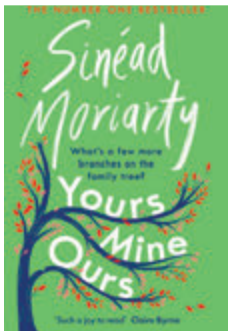


BUYER'S PICK  
**COSTCO**  
WHOLESALE

**“We don’t always get to choose our paths in life; sometimes they choose us”**

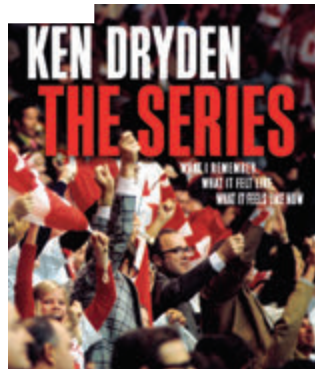
From the #1 *New York Times* bestselling author of *The Wish* comes a poignant love story about risking everything for a dream—and whether it’s possible to leave the past behind.

ITM. 1663057



A thought-provoking multigenerational story of second chances at love and the balancing act of blending families.

ITM. 1662986



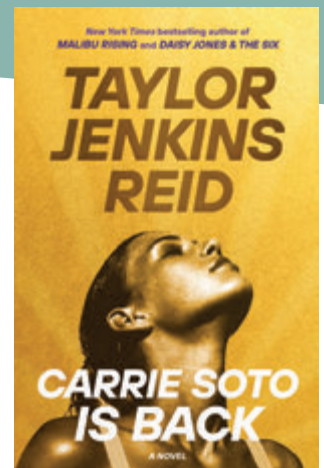
A first-hand account of the 1972 Summit Series from legendary Hall of Fame goalie and bestselling author Ken Dryden, in celebration of this historic moment in hockey history and the Series’ 50<sup>th</sup> anniversary.

ITM. 1662970



Now in paperback, the heart-pounding instant *New York Times* best-selling fifth thriller from Riley Sager.

ITM. 1662985

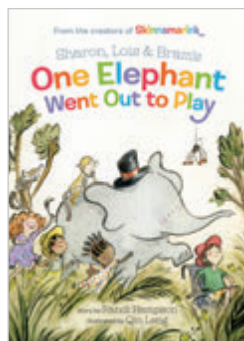


A powerful novel about the cost of greatness from the *New York Times* bestselling author of *Malibu Rising*.

ITM. 1662976

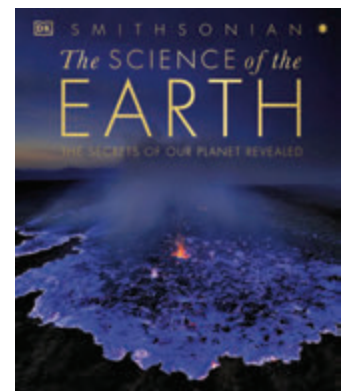
Based on the classic counting song made famous by the beloved trio of children’s entertainers.

ITM. 1662967



With sounds, rhymes and bold art, this is the perfect gift for a new generation of Dr. Seuss fans.

ITM. 1662969



Elegant design combined with beautiful images to explore and explain Earth’s natural riches.

ITM. 1663056



Penguin  
Random House  
Canada

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ILLUSTRATIONS: KEN BROMAN

The game Trivial Pursuit was created by Canadians Chris Haney and Scott Abbott, a photo editor for Montreal's *The Gazette* and a sports editor for *The Canadian Press*, respectively.

## Some not-so "bored" games

According to *MoneyInc.com*, the following list ranks the 10 highest-selling board games of all time. Did your favourite make the cut?

10 The Game of Life

9 Candy Land

8 Battleship

7 Trivial Pursuit

6 Clue

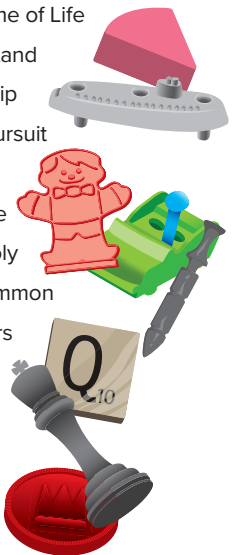
5 Scrabble

4 Monopoly

3 Backgammon

2 Checkers

1 Chess



# What's your favourite board game?

Costco members respond to our poll, posted to Costco's Facebook page.

Costco should make a version of Monopoly where you go around the board and instead of going to jail you land on "[Spouse] goes on shopping spree—spend \$1,000."

*George Nash*

It's a tie between Monopoly and Battleship.

*Gerry Trepanier*

Electronic Battleship.

*Trish Proulx*

Scrabble.

*Brenda Miller*

Trouble.

*Carolle Rose*

A family favourite for us is The Game of Life!

*Sarah Dietz*

Mexican Train [dominoes]... Choo! Choo!

*Grace Tremblay*

Settlers of Catan and Ticket to Ride: Europe.

*Rémi Fad*

Clue. I liked it as a kid, and like it as an adult. Also Payday.

*Marla Joy Bueckert*

Alien Frontiers.

*Eli Gingerich*

◆ Watch for the next poll question on [Facebook.com/costcocanada](https://www.facebook.com/costcocanada).



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\*See offer details on page 7





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ALSO ON COSTCO.CA Search: Warranty0922



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**Ninja Foodi 10-in-1 XL Pressure Cooker**



**Professional Plus Blender with Auto-iQ®**



**Dual Brew Coffee Maker**



ALSO ON COSTCO.CA

itm. 3343161 (Foodi), 1502667 (blender), 7152815 (coffee maker)



# A taste of Spain



*Sold around the world, Costco's private label has been built on exceptional quality at the lowest possible price. The Kirkland Signature™ olive oil program was held to these standards as the buying team worked with two suppliers from different countries to create a superb Spanish product.*

by **Christina Guerrero**



LEFT: © ABB PHOTO / SHUTTERSTOCK; ABOVE: © ELYAKA / STOCK.ADOBE.COM



On a chilly December morning, olive grower José Frías Gago and a small crew of fieldworkers cautiously harvest olive groves on a treacherous incline in Jaén, Spain, taking care that the olives never touch the ground.

The harvest is then taken to a local mill, where the olives are used to produce Kirkland Signature Spanish Extra Virgin Olive Oil. This latest addition to the Kirkland Signature line of extra-virgin olive oils is the culmination of a unique collaboration involving Costco buyers with international olive oil suppliers Certified Origins and Overseas Food Trading.

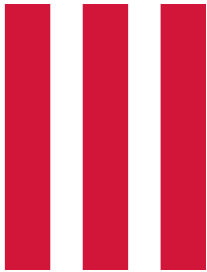
But at the heart of this olive oil are growers like Frías Gago, and the beautiful groves found in the region of Andalusia where Jaén is located. Frías Gago has deep roots here. Growing up in a family of multi-generational farmers, he was taught by his father how to care for the olive groves.

Spain is known as the largest producer of olive oil, and this southern region is recognized as the centre of the country's olive oil production, yielding more than the total amount of the olive oil produced in Italy.

CONTINUED ON PAGE 26



**Clockwise from below:** The Andalusia region of Spain; Andalusian olive grove; freshly harvested olives; olive grower José Frías Gago.



**Traceability from grove to table**

Costco’s long-standing olive oil suppliers work with Spanish cooperatives comprised of olive oil mills and thousands of small growers, who collectively cultivate and manage the olive trees, some of which are hundreds of years old. The region’s ecosystem offers the perfect conditions for growing olives. The olives from these trees are harvested to produce Kirkland Signature™ Spanish Extra Virgin Olive Oil.

Costco’s Kirkland Signature olive oil program has been built on quality, value and traceability, and the Spanish product is no exception, says Martin Beam, Costco corporate foods and sundries buyer. The co-ops provide traceability down to the fields. Upon arrival at the mill, each grower’s crop of olives is recorded, and the oil is tracked from tank to bottle.

“Our members have a certain level of expectation when it comes to Kirkland Signature items,” Beam says. “They not only want something that’s high in quality at a great value, but they also want to know where that product comes from.”

**Harvest: no easy feat**

This reporter travelled to Jaén with a team of Costco buyers to see the olive harvest and the production of oil firsthand. As we visited the groves with the





suppliers, we had a chance to talk to the growers, who shared how they care for trees throughout the year to produce the best-quality olives.

From late October through February, as the olives begin ripening, they are harvested with netting and hand-held machines that comb and vibrate the branches of the olive trees with care, so as not to damage them. This is a labour-intensive process, as many of these groves are located on steep hillsides and can't be harvested with large machines.

Within 24 hours of harvesting, the olives are brought to the local mill, where they are classified and crushed for their oil content, which is then graded for quality.

Overseas Food Trading, the supplier that provides Kirkland Signature Spanish Extra Virgin Olive Oil to North

America, shortens their supply chain by shipping product in large, dark tanker vessels to Maryland and California where it is bottled for distribution.

“And that's key for maintaining the freshness and the quality of the olive oil,” says Oliver Capel, vice president of sales for Overseas Food Trading.

#### Flavourful blend

When developing this olive oil, Costco's buying team wanted a flavour profile that would represent the local palate and be appreciated across the world. The oil is a blend of three varieties of olives: Picual, Hojiblanca and Arbequina. The Picual and Hojiblanca varieties have a more bitter and pungent flavour, while the Arbequina variety adds mild and fruity notes.

“These three varieties are mixed in a perfect combination in order to have the right flavour profile for the [North] American market,” says Federico Ronco, vice president of sales for Overseas Food Trading. The result is a well-balanced flavour profile that is very versatile.

Kirkland Signature Spanish Extra Virgin Olive Oil is an expression of the quality that comes from this special part of the world. The key is really the olive selection and the art of blending the three varieties to create the blend, Ronco tells the *Connection*. ■

## COMMITMENT TO QUALITY

Kirkland Signature items are consistently compared to national brands, which raises the bar for Costco's buyers to develop products that offer a great value to members.

“One thing we love as a company is to develop international commerce and expand on good [relationships],” says Chris Tingman, vice president and general merchandise manager for Costco International. “Taking a local program with an existing supportive supplier who has a high-quality product and expanding it in the Kirkland Signature portfolio, to be sold in Costco warehouses around the world, is something we are all proud of.”—CG



### COSTCO CONNECTION

Kirkland Signature Spanish Extra Virgin Olive Oil (Item 4249003) is available in Costco warehouses and at Costco.ca.

CLOCKWISE FROM LEFT: © PETER HERMES FURIANI / SHUTTERSTOCK; ASHLEY SEARS; ANNA GUARDIOLA; SCOTT YAMANURA



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*Signature*

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Photo: Peter Lindbergh

itm. 1139689





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**BEND**



**TEAR**



**ACCESS**



**STORE**

\*Compared to the previous Kirkland Signature batteries.



Plant-based  
laundry detergent

© BANGKOK CLICK STUDIO / STOCK.ADOBE.COM; COSTCO



Pet-approved products

COURTESY ABIGAIL SILVERMAN



Buyers' picks

© SEVDASTANCHEVA / STOCK.ADOBE.COM; COSTCO PHOTO STUDIO

# A label you can trust

Costco's Kirkland Signature™ label was created to offer members value on quality products in merchandise categories where Costco buying teams felt that leading suppliers could do better.

Every potential Kirkland Signature product must pass a number of tests. In terms of quality, it must be as good as the leading national brand, and it must offer members a significant savings compared to the leading national brand.

This issue's Special Section offers a snapshot of a few items within the Kirkland Signature line, but the next time you're in a Costco warehouse, you can see hundreds more Kirkland Signature products.

- 
- 32 Pets' favourite Kirkland Signature items
  - 35 Green and clean laundry detergent
  - 37 Non-foods buyers' picks
  - 39 Food buyers' picks





# Beds to biscuits

## Costco members and their pets share their favourite products

by STEPHANIE E. PONDER

**W**hen the *Connection* asked members if their pets had a favourite Kirkland Signature™ item, we were overwhelmed by the responses. We saw many breeds of dogs, a handful of cats and even one reptile. (Those pet beds really are for all critters!) Here are some of those stories and photos (all photos are courtesy of the pet-loving members). We hope you enjoy them as much as we do. ■

### BOYD

Tracey Nesrallah

#### *Dog Biscuits*

Boyd so loves Kirkland Signature Dog Biscuits that he couldn't wait for his family and opened this box by himself.



### THEA

Abigail Silverman

#### *Dog Biscuits*

Thea is both picky and training in dog sports. No treat motivates her more than the Kirkland Signature brand.



### PRICE + TIPS

Lynda Sailer

#### *Pet Bed*

They love their dog bed, especially after some vigorous play at the park.



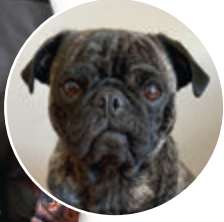




**SCHALKE**

EN Dobson  
*Dog Food*

While he's now retired, more than half of Schalke's time spent as a service dog was fuelled by Kirkland Signature dog food.



**NACHO**

Michelle + Denis Rémillard  
*Dog Food*

Nacho loves his Kirkland Signature pet bed and, obviously, the dog food as well. Can you spot his tail?



**PANCHO + SMUDGE**

Sheryl Larson  
*Pet Bed*

While the bed technically belongs to Pancho, left, Smudge is showing him who is in control.



**MOTLEY**

Marlis Woodard  
*Pet Bed*

When Motley refused to share the family dog's bed, she kept the original and Bo got a new one.



**IROH**

Julien Bélanger + Kyle Craftchick  
*Dog Food*

Iroh poses with his favourite food: Kirkland Signature Nature's Domain.

PAW PRINTS: © SPICYTRUFFEL / STOCK.ADOBE.COM





### GREEN TEA HEALTH & WELLNESS

All natural **Japanese green tea** blended with **matcha** to enhance richness of flavour.

Naturally occurring **Catechin Antioxidants** and **L-theanine**.

Drinking **unsweetened tea** can help with **weight management** and elevating metabolic rate.

### EASY TO MAKE COLD BREWED TOO!

Steep the green tea bag in a 180-240 mL glass of cold water, and let the tea infuse into the water for at least 3 minutes. Remove the tea bag, add ice if desired, and for extra flavour add lemon or mint. Enjoy!



## Green Tea

A Blend of Sencha & Matcha

Exclusively at Costco



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itm. 979855



REACH FOR THE STRENGTH,  
THICKNESS & ABSORBENCY  
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## VACUUM SEALING BAGS

Keeps Food Fresh

Locks out moisture and odour

Puncture-resistant

Compatible with most vacuum sealing systems



ENJOY MORE PEACE OF MIND  
WITH ULTRA-SOFT, STRONG  
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# Plant power

Kirkland Signature laundry detergent shows its roots

by STEVE FISHER



© BANGKOK CLICK STUDIO / STOCK.ADOBE.COM; COSTCO PHOTO STUDIO

## COSTCO CONNECTION

Kirkland Signature Ultra Clean Plant-Based Liquid Laundry Detergent (Item 1452257) is available in the warehouses and at Costco.ca.

**C**ostco is committed to sustainability, and Costco buyers are always looking for solutions. Enter the new Kirkland Signature™ Ultra Clean Plant-Based Liquid Laundry Detergent. For information about this innovative product, the *Connection* spoke with buyer Martin Beam.

**Costco Connection** What does “plant-based detergent” mean?

**Martin Beam** The formula is 100% plant-based: no synthetic or petroleum-derived sources. All ingredients are responsibly sourced without any animal testing. The bottle itself is made with 80% post-consumer resin and 17% plant-based resin. And the fact that it’s plant-based makes it inherently more sustainable.

**CC** What went into the development of the Kirkland Signature detergent?

**MB** In terms of sustainability, we felt there was an opportunity to create a meaningfully better solution for fabric care under Kirkland Signature than we were observing from other leading brands. We looked for ways that we could make a product that was distinctive in terms of both its sustainability profile and its actual performance.

Often, when you buy sustainable [products], there’s an assumption that some performance compromise takes place. We didn’t think people should have to sacrifice performance in order to get a nice sustainability profile. We wanted to be sure that

members got a product that was going to perform similarly to a mainline product in terms of stain removal and fragrance intensity, etc.

**CC** So when this stuff goes down the drain, how does it affect sewer systems?

**MB** Sustainability isn’t just about sourcing “good” raw materials but also about considering how they might have an impact throughout their life cycle. Beyond excluding harmful phosphates, the plant-based detergent ingredients originate from nature, so as the detergent progresses through the waste-water cycle, whether sewer or septic, the product naturally biodegrades without leaving a residue or environmental contaminants behind.

**CC** How many versions did you have to go through before you came up with a product that you could be happy with?

**MB** It was a two-year process of collaborative product development. We reviewed a number of different formulations of what might fit best into the marketplace and meet member expectations. We started with a couple of different products and then just continued with formula iterations, performance testing, incorporating consumer feedback, until we got to where we wanted to be. We hope our product is going to resonate with Costco members. ■

Steve Fisher is a Seattle-area writer.



**KIRKLAND**  
*Signature*

# Skin Care Made Simple

- All-in-1 formula removes makeup & leaves skin feeling cleansed, hydrated and balanced
- Made with naturally derived ingredients
- Infused with Prebiotics
- For all skin types



- Cleanse, hydrate, balance and remove makeup with one towelette
- Enriched with prebiotics to nurture skin and help keep it hydrated
- Towelette made with plant-based materials
- For all skin types

**180** Pre-Moistened Towelettes 4x30 ct | 4x15 ct  
18.7 cm x 19.6 cm (7.4 in x 7.75 in) Reclosable Flip-top Packs | Resealable Travel Packs

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ALSO ON COSTCO.CA  
itm. 1472215



# Buyers' picks

Product selections from Costco's buying team



Erika MacIntosh

Matt Fitch

Louisa Pang

## Kirkland Signature 5-Ply Clad Stainless Cookware Set

This 10-piece stainless steel cookware set features five-ply construction that alternates layers of stainless steel, aluminum and copper to regulate heat distribution, eliminate hot spots and provide precise temperate control. The set includes three saucepans with lids, ranging from 1.8 to 4.2 litres (2 to 4.5 quarts). It also includes a 7.5-litre (8-quart) stockpot with a lid and two skillet—25.4 and 30.4 centimetres (10 and 12 inches). Item 1119338. Warehouses/Costco.ca.—Erika MacIntosh



## Kirkland Signature Merino Wool Blend Socks

If it's time to replenish your sock drawer, Costco's Kirkland Signature™ line has two great options: Kirkland Signature Men's Merino Wool Blend Full Cushion Socks and Kirkland Signature Women's merino wool Crew Socks. Both are full-cushion socks with durable reinforced heel and toe, and both are sold in four-packs and represent an amazing value. The men's socks feature moisture-wicking properties, while the women's socks offer arch compression for additional support. Item 7771320 (Men's), 7771045 (Women's). Warehouses/Costco.ca.—Matt Fitch



## Kirkland Signature 2-Ply Paper Towels

Strong, thick and absorbent, these two-ply paper towels let you choose either a half- or full-size sheet. Each pack includes 12 rolls of 160 sheets. Sheets measure 27.9 centimetres by 17.7 centimetres (11 inches by 7 inches), and each roll has 95.3 square metres (1,026 square feet) of paper towels. These paper towels are made in Canada with domestic and imported ingredients. The paper is from responsible sources that have been Forest Stewardship Council certified. Item 580517. Warehouses/Costco.ca.—Louisa Pang





# FROZEN VEGETABLES

Enjoy Optimal nutrition  
value in just minutes!



*Quick and easy to prepare,  
always have them handy in the freezer!*

ltn. 1215097 (peas), 1215098 (mixed vegetables), 1009994 (stir fry)



# Buyers' picks

Product selections from Costco's buying team



Pierre St-Pierre    Joan Schnare    Martin Beam

## Kirkland Signature Treatsize Favourites

The 1.98-kilogram (4.4-pound) co-branded bag contains 150 pieces of crowd-pleasing chocolate candies, including M&M's Peanut, M&M's Milk Chocolate, Oh Henry!, Reese's Peanut Butter Cups, Snickers and Twix. This bag is perfect to share at parties, with trick-or-treaters or even at the office, and children will get a kick out of counting every item in this variety pack. Item 4466644. Warehouses/ Costco.ca.—*Pierre St-Pierre*



## Kirkland Signature Master Carve Ham

This fully cooked, appleswood smoked ham is ready to eat for an easy family meal, or you can dress it up with pineapple rings and maraschino cherries for a Thanksgiving dinner. The boneless and easy-to-slice ham is gluten free, and each 100-gram serving contains 21 grams of protein. Hams range in weight from 1.2 to 2.3 kilograms (2.6 to 5.1 pounds). Item 16020. Warehouses only.—*Joan Schnare*



## Kirkland Signature Three Berry Blend

This frozen mixture of raspberries, blueberries and blackberries can be blended into smoothies or ice pops, baked into muffins or cobblers and used as a topping for yogurt, oatmeal or ice cream. The frozen berries are low in fat, cholesterol-free and high in fibre. The 2-kilogram resealable package makes it convenient to store in the freezer. Item 410746. Warehouses only.—*Martin Beam*





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Spicy Kimchi Bowl  
86g x 12



Tonkotsu Ramen  
101g x 6

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Item 421710 (kimchi), 1407434 (ramen)

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sesame snaps **DELICIOUS** and easy to eat  
**INUTRITIOUS**



- GLUTEN FREE
- SOURCE OF OMEGA-6 POLYUNSATURATES

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Item 122490

**DIP OR NO DIP**  
**THEY'RE FLAT OUT DELICIOUS**



ALSO ON COSTCO.CA  
Item 567312

**MADEGOOD**

Treat in something good.

**Pack a healthy lunch with MadeGood!**

- Organic
- Nut Free
- Gluten Free
- Contains nutrients from vegetables



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Item 110040

**NATURE VALLEY™**

A DELICIOUS SNACK BAR THAT  
**SATISFIES BOTH YOUR  
SWEET & SALTY  
CRAVINGS**

WITH NO ARTIFICIAL COLOURS OR FLAVOURS



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Item 518888

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TO YOUR PANTRY**

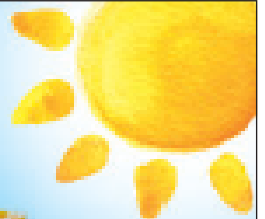


ALSO ON COSTCO.CA

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Item 2145001

shine



BPA  
Free





# Nuts for pistachios

Packed with protein, these seeds are more than just a snack

by LAURA LANGSTON



## COSTCO CONNECTION

You'll find in-shell and shelled roasted, salted pistachios in Costco warehouses. Groceries are available for delivery through Costco Grocery at Costco.ca.

One of the oldest flowering nut trees, pistachios have been cultivated in Central Asia and the Middle East for centuries. The Queen of Sheba loved them so much she decreed pistachios a food fit only for royalty. These days, pistachios are much more widely enjoyed and cultivated.

Pistachios, which are related to cashews, are technically seeds, though they're usually called nuts. However you reference them, they're highly nutritious and a great protein alternative for vegans and vegetarians.

"Pistachios are one of the few plant-based 'complete proteins,'" says Judy Hirigoyen, vice president of global marketing for the American Pistachio Growers. "Meaning they contain all nine essential amino acids, which are usually found in animal proteins."

High in fibre and healthy fats, pistachios also contain vitamins, minerals, antioxidants and phytochemicals.

Delicately flavoured pistachios are good for much more than snacking. "Chefs use pistachio kernels in a variety of ways, in everything from appetizers all the way through to desserts," Hirigoyen says.

Crushed pistachios make an excellent crumb coating for fish, chicken or pork chops. Whole pistachios can be tossed into salads, added to granola or yogurt, or used as a garnish on soups, stir-fries or even dips.

Pistachio butter is terrific on pancakes or crepes, crostini or toast. Use pistachios instead of graham crackers for a pie crust or instead of pine nuts in your next pesto. Pistachios can be the main protein source in a veggie burger, the key ingredient in biscotti or a delicious way to flavour ice cream, halvah, cakes or clafoutis.

Pistachios come in a variety of forms, including shelled or unshelled and roasted. Roasted pistachios make a quick, convenient garnish for soups, salads and entrees.

Store pistachios in an airtight container and in a cool, dark place, ideally the fridge or the freezer. Keep them away from strongly flavoured foods such as fish, garlic or onions to prevent them from absorbing odours, and use them within the year. Given how delicious they are, that won't be difficult. ■

Laura Langston lives and writes in the Pacific Northwest; one of her favourite afternoon snacks is homemade pistachio biscotti.

## Pistachio-Crusted Baked Salmon

680-g (1½-lb) whole salmon fillet  
Kosher salt and ground black pepper  
15 mL (1 Tbsp) fresh lemon juice  
10 mL (2 tsp) olive oil  
10 mL (2 tsp) honey  
5 mL (1 tsp) Dijon mustard  
1 fresh garlic clove, minced  
60 mL (¼ cup) panko  
80 mL (⅓ cup) pistachios, crushed  
30 mL (2 Tbsp) Parmesan cheese, grated  
Zest of 1 lemon  
Lemon slices and parsley leaves, for serving (optional)

Preheat the oven to 200 C (400 F). Place the salmon on a large parchment-lined rimmed baking sheet. Pat salmon dry with paper towels. Season with salt and pepper; set aside.

In a small bowl, whisk together the lemon juice, olive oil, honey, mustard and garlic. In another small bowl, combine the panko, pistachios, cheese and lemon zest. Brush the lemon-honey mixture evenly over the salmon. Evenly sprinkle the pistachio mixture onto the salmon. Gently press down so it sticks.

Bake salmon 10 to 14 minutes or until it flakes easily with a fork (internal temperature of 70 C/158 F). Serve salmon garnished with lemon slices and parsley, if desired. Makes 4 servings.

*Recipe and photo courtesy of Maria Lichty (twopeasandtheirpod.com)*



## Lemon Pistachio Cake with Mascarpone Frosting

180 mL (¾ cup) pistachios, shelled and roasted, plus more for topping  
Zest of 2 lemons  
375 mL (1½ cups) cake flour  
5 mL (1 tsp) baking powder  
1 mL (¼ tsp) baking soda  
60 mL (¼ cup) sour cream  
5 mL (1 tsp) vanilla extract  
80 mL (⅓ cup) whole milk  
125 mL (½ cup) unsalted butter, softened  
250 mL (1 cup) sugar  
3 mL (¾ tsp) kosher salt  
3 eggs

### FROSTING

180 mL (¾ cup) mascarpone, softened  
180 mL (¾ cup) powdered sugar  
15 mL (1 Tbsp) heavy whipping cream  
5 mL (1 tsp) grated lemon zest  
5 mL (1 tsp) lemon juice  
Pinch of kosher salt



Preheat the oven to 180 C (350 F). Line the bottom of a buttered 20 x 20-cm (8 x 8-inch) baking pan with parchment paper, then butter the paper.

Place pistachios and lemon zest into a food processor bowl; pulse until finely ground (but not pistachio butter). Transfer mixture to a bowl. Add flour, baking powder and baking soda. Whisk to combine; set aside. Whisk together sour cream, vanilla and milk in a small bowl; set aside.

In the bowl of a stand mixer fitted with paddle attachment, cream butter, sugar and salt on medium speed until light and fluffy, about 3 minutes. Add eggs, one at a time, until fully incorporated. With mixer on low, alternate adding the dry ingredients (in 3 additions) and the wet ingredients (in 2 additions), starting and ending with the dry ingredients.

Pour the batter into the prepared pan; smooth the top. Bake 35 to 40 minutes, or until a toothpick inserted in the centre comes out clean. Cool 10 minutes. Carefully remove cake from pan, peel off the parchment paper, then invert onto a wire rack to cool completely.

Prepare the frosting: Combine all frosting ingredients in a medium bowl. Mix just until smooth, being careful not to overmix or curdle the frosting. Frost the cake, then sprinkle on extra chopped pistachios. Serve or refrigerate until serving. Makes 8 servings.

*Recipe and photo courtesy of Indira Hampton (withspice.com)*



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# Sweet eats

Shine a light on this tasty root vegetable

by MARISA MOORE



**Marisa Moore** (marisamoore.com) is an Atlanta-based consultant, recipe developer and writer.

## COSTCO CONNECTION

You'll find whole sweet potatoes in the warehouses. Groceries are available for delivery through Costco Grocery at Costco.ca.



**S**weet potatoes are a fall favourite. This root vegetable is popular in the Americas but believed to be native to Polynesia. Although colours range from white to purple, the most common sweet potato varieties flaunt reddish-orange skin and flesh. These cook up sweet, with a creamy, moist texture. And though it's a common misnomer, sweet potatoes are not yams, which are more starchy, less sweet tubers grown in Africa and Asia.

Sweet potatoes are budget-friendly, nutritious and sustainable. A medium baked sweet potato provides almost 4 grams of fibre and more than a day's worth of beta-carotene, an antioxidant that may help protect our cells from damage. It also contains vitamin C, good for immune support, and potassium, a critical mineral for managing blood pressure.

Available year-round, sweet potatoes reach peak season from late August through November. Choose those with firm, unbroken skin without excessive dents, wrinkling or sprouting. When stored in a cool, dark space like a pantry, sweet potatoes will keep for several weeks.

Sweet potatoes retain more nutrition when cooked with the skin. Simply scrub with a vegetable brush under cool running water before cooking. They can be roasted, stewed, mashed and even pan-fried. Sweet potatoes shine with warm spices, such as cinnamon and cardamom, and with seasonal tastes, such as apples and pecans.

Odds are you've enjoyed holiday candied sweet potatoes, but consider adding these orange root veggies to your regular rotation. Use sweet potatoes instead of white potatoes, carrots or winter squash to bring new flavour to existing recipes. Get adventurous with a sweet potato soup or breakfast hash. Or try a classic combination—pairing sweet potatoes and black beans in a burger or vegetarian enchiladas.

No matter how you slice them, be sure to try them in a savoury dish like these Baked Sweet Potato Fries (right). ■

## Baked Sweet Potato Fries

**454 g (1 lb) sweet potatoes, scrubbed and dried (peeling is optional)**  
**30 mL (2 Tbsp) olive or avocado oil**  
**10 mL (2 tsp) chili powder**  
**5 mL (1 tsp) onion powder**  
**5 mL (1 tsp) garlic powder**  
**Coarse salt, to taste**

Preheat the oven to 220 C (425 F). Line a large baking pan with parchment paper or foil (optional).

Slice the potatoes lengthwise into 1-cm (¾-inch) thick wedges. Whisk together the oil; chili, onion and garlic powders; and salt in a large mixing bowl. Add the potato wedges. Toss to evenly coat.

Spread the potato slices and any lingering oil onto the baking pan in a single layer. Don't crowd the pan. Bake for 15 to 20 minutes, turning the fries over midway through cooking, until the sweet potatoes are tender inside and slightly brown around the edges. Sprinkle with extra salt, if desired. Enjoy warm. Makes 4 servings.

*Recipe and photo courtesy of Marisa Moore*



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From left: Siblings Nima, Sahba and Salma Fotovat

# Snack attack

Siblings find success by getting snack time right

by ERIN SILVER



BASAK KARAMEHMET

**T**he three siblings behind Riverside Natural Foods' MadeGood snacks are making a world of difference by caring for people and the planet, all while feeding children healthy, allergen-free foods packed with vitamins from vegetables.

Nima, Sahba and Salma Fotovat know what it's like to be hungry. The siblings grew up in war-torn Iran during a time of rationing and empty store shelves. When their family immigrated to Canada in 1988, their dad started a confectionary business with a friend, selling nougat candy in stores.

"When his small business didn't take off, he pivoted into organics, becoming one of the first companies to be organic certified," says Nima Fotovat, president of Riverside Natural Foods.

After university, Nima and his sisters joined the family business until 2012, when their parents sold it. The siblings arrived at a crossroads. "We were in our parents' basement, and we had two options," says Fotovat. "Go our own separate ways or start something new."

With the relationships they'd built with organic food suppliers, Nima saw an unmet need for healthy, allergen-free snacks for the whole family. The siblings joined forces and rented a 20,000-square-foot facility in Toronto and created Riverside Natural Foods. The MadeGood

line of organic granola snacks, including Fotovat's favourite, the mixed-berry granola bar, was introduced in 2014. Nima's wife, Ladan, sold the snacks at events and farmers markets in an effort to introduce the product to consumers; the MadeGood line was soon picked up in stores.

Instead of only emphasizing profit, the Fotovats have created a company that minimizes its carbon footprint while maximizing its positive impact on the people who make their products and the children who eat them. One of the first Canadian companies to give their employees two weeks of paid sick leave during the pandemic, Riverside also donates money and products to many causes, including the Hospital for Sick Children, I Grow Chicago and Canadian food banks.

"Because of our upbringing, we empathize with the fact that others go to school hungry," says Fotovat. "We're always thinking about how we can do our part."

Working together is easy, since the siblings share the same values, mission and vision. Family dinners are filled with discussions about new products and flavours. As for their parents, Nima says, "They are happy and proud. It's a great immigrant story, and we're glad it's worked out." ■

Erin Silver (erinsilver.ca) is a freelance writer and children's author in Toronto.

## COMPANY INFO

**Name**  
Riverside Natural Foods

**Founders**  
Nima, Sahba and Salma Fotovat

**Employees** 500

**Location**  
North York, Ontario

**Website**  
Riversidenaturalfoods.com

**Items at Costco**  
Chocolate Chip Granola Bars, Granola Minis Variety Pack, Soft Baked Red Velvet Mini Cookies (various item numbers; Warehouses/Costco.ca)

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—Nima Fotovat, president, Riverside Natural Foods



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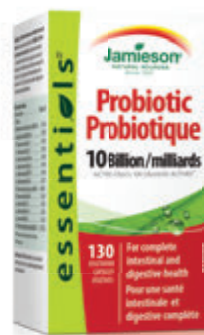
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# Getting in rhythm

Managing the heart disorder known as atrial fibrillation

by ANDREA DOWNING PECK



## COSTCO CONNECTION

Medicines, medications and other tools for healthy living can be found in Costco warehouses and at Costco.ca.

**A**n estimated 350,000 Canadians live with atrial fibrillation (A-fib), as the medical community continues to look for ways to help patients manage the heart rhythm disorder.

“Atrial fibrillation is the most common sustained heart rhythm disorder that we see in clinical practice,” says cardiologist Anne Gillis, professor of medicine at the University of Calgary and past president of the Heart Rhythm Society. “Most individuals who experience it note the heart is going faster than expected for the level of activity they’re engaged in. A-fib can also be associated with other symptoms like chest discomfort, feeling light-headed or shortness of breath.”

A-fib matters because the condition can lead to blood clots in the upper chambers of the heart, boosting the risk of stroke fivefold. A-fib is also linked to a higher chance of developing dementia. Left untreated, it can be deadly.

## Who A-Fib affects

A-fib is most common in men, and people 65 and older, but a person’s risk of developing this heart rhythm disorder increases when other medical conditions are present, including:

- High blood pressure
- Sleep apnea
- Obesity
- Heart failure
- Diabetes
- Overactive thyroid
- Pericarditis
- Coronary artery disease

## Triggers

“Alcohol definitely is a trigger for atrial fibrillation,” says Minneapolis cardiologist Dr. Robert Hauser, a Costco member. “We have a term called ‘holiday heart,’ where people overindulge during the holidays and show up with atrial fibrillation in the emergency room.”



“There’s been a lot of research and interest in prevention when it comes to coronary disease—blockages of the blood vessels—but it’s only recently that we’ve come to recognize that these lifestyle factors and prevention strategies also may be relevant to heart rhythm disturbances, especially atrial fibrillation,” says Costco member Dr. Gregory Marcus, professor of atrial fibrillation research at the University of California, San Francisco.

At the 2021 American Heart Association’s annual Scientific Sessions, Marcus presented results from a randomized trial on triggers for patients with intermittent A-fib, defined by

temporary episodes that start suddenly but quickly resolve without medical assistance, usually within 24 hours. Caffeine—long considered a potential A-fib trigger—was not shown to increase episodes, but alcohol did.

“Drinking more than one drink a day is clearly a risk factor for atrial fibrillation,” says Marcus.

Smoking, reduced sleep, physical inactivity, dehydration and stress are other lifestyle factors that may be triggers for A-fib, but more research is needed to validate those assumptions.

“If you do identify a trigger, then you address it,” Gillis says. “But often there’s not one trigger. It’s the combination of other comorbidities that increases the risk for atrial fibrillation.”

Gillis notes that the prevalence of A-fib is predicted to at least double over the next four decades, but there are ways to alter that outcome. “There’s an epidemic of obesity, sedentary activity and Type 2 diabetes, so we need to get the population more active, less overweight and aggressively treat hypertension and diabetes and identify sleep apnea,” she says. “Those are things that we know can reduce the burden of atrial fibrillation.” ■

Andrea Downing Peck is a freelance writer based in Bainbridge Island, Washington.



## Atrial fibrillation and stroke risk

Assessing stroke risk in patients is an important part of managing the disease.

To predict stroke risk and determine potential therapies, physicians often calculate a patient’s score on the CHA2DS2-VASc, an acronym reflecting each factor in the assessment tool, looking at age (65 or older), gender and medical history (such as congestive heart failure, hypertension, prior strokes, vascular disease or diabetes). “It’s important to educate the general public to be aware of the condition and if they have symptoms to see their doctor, diagnose the problem and above all prevent stroke,” says Dr. Anne Gillis, professor of medicine at the University of Calgary.—ADP

LEFT: © FIZIKES; ABOVE: © DIVYASTOKIV / STOCK.ADOBE.COM

## Treatment types

Medications or surgery are sometimes necessary, especially for those with persistent A-fib lasting longer than seven days.

Common treatment options include medications to control heart rate and heart rhythm, and anticoagulants, as well as catheter ablation, a procedure designed to

permanently restore the heart’s proper electrical currents. An implant called the Watchman is an alternative to blood thinners for some patients.—ADP



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# In the know

Early detection allows for more treatment options of ovarian cancer

by LAWRENCE VARGA

**S**ome 3,000 Canadian women this year will receive a diagnosis of ovarian cancer, and approximately two-thirds will die from it. September is Ovarian Cancer Awareness Month, which provides a good opportunity to learn about the disease, as early diagnosis can result in a five-year survival rate of over 90%.

The disease has a genetic component: Those with a mutation in the BRCA1 and BRCA2 genes (which also increase the risk of breast cancer), those with a first-degree relative who was diagnosed with ovarian cancer and those of Ashkenazi Jewish or French Canadian descent have a higher risk—as much as 50%. While routine regular screening of ovarian cancer is not recommended for the general population, if you fall into one of these groups, genetic testing can help answer some questions, but can also lead to tough decisions with a doctor about surgical removal of the ovaries.

Because the symptoms of ovarian cancer are fairly nonspecific, including bloating, abdominal pain or discomfort, fatigue, urinary symptoms, changes in bowel habits, difficulty eating, unexplained weight loss or gain, and menstrual irregularities, it is important to be in tune with your body. If these are new symptoms or if they last for three weeks or longer, it is imperative to check with your doctor for further investigation, which could include a complete pelvic exam, a transvaginal ultrasound and a CA-125 blood test. Definitive diagnosis often involves getting a biopsy of the ovarian tissue that appears to be cancerous.

Now that you know the importance of catching ovarian cancer early, and what to look for, you are in a position to potentially save your own life or that of someone you know. ■



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**Lawrence Varga,** B.Sc.Pharm., is assistant vice president of Costco Pharmacy.

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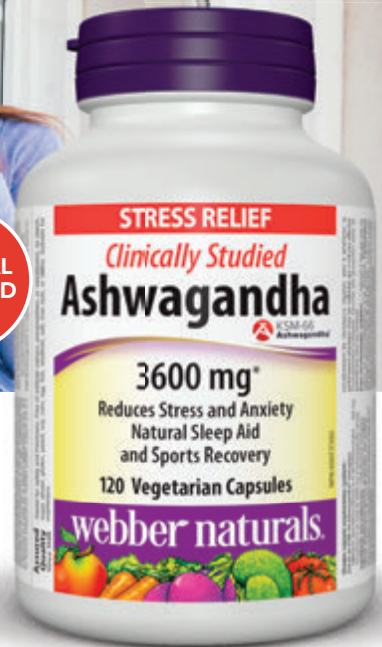
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Various item numbers





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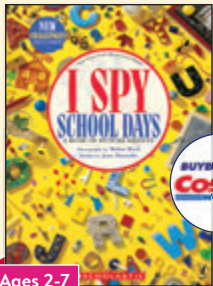


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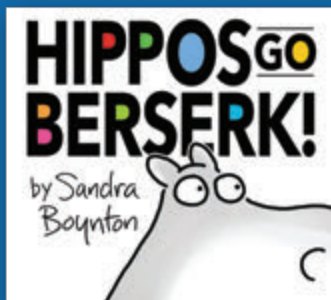
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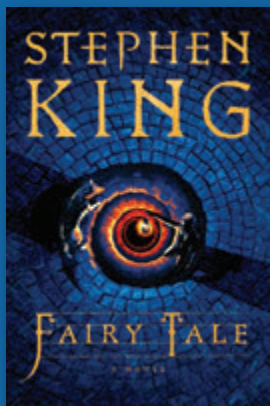
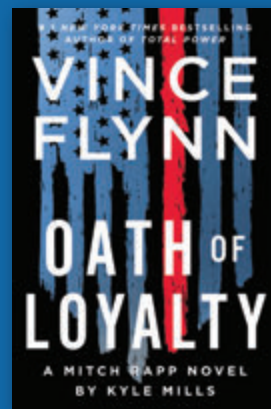
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**Andrée Laflamme**  
Buyer, Books

Nicholas Sparks is known for his powerful and emotional love stories. His latest novel, *Dreamland*, does not disappoint.

Colby Mills set aside his musical aspirations to be the head of the family farm. When he books a bar gig on a whim, he meets Morgan Lee, who is also musically gifted. Little do they know their lives are about to intersect with Beverly, who, with her young son in tow, has left an abusive husband.

*Dreamland* (Item 1663057) will be available in September in most Costco warehouses.



PAULO SALUD

Nicholas Sparks

# Passion projects

Nicholas Sparks turned his dream career into a reality

by SHANA MCNALLY

**N**icholas Sparks knows a lot about following your dreams. That passion inspired his 23rd novel, which is this month's book buyer's pick: *Dreamland*. The book follows Colby Mills, who runs his family farm instead of being a professional musician. On a whim, he accepts a music gig in Florida. There he meets someone who makes him question his past decisions. Alternating chapters tell his story as well as that of a single mother, Beverly, who is fleeing her abusive husband. "Over the course of a week these three lives weave together in fateful ways, reminding us of how chance encounters can sometimes lead to life-altering events," says Sparks.

"I wanted to capture the powerful allure of following your heart, and the sometimes-painful cost of doing so," he adds. "Having built my career as an author, I certainly channelled some of my own experiences of pursuing a dream that didn't always feel achievable. Like Colby, before committing to my dream—in my case, of being a writer—I tried other industries and jobs, but was always drawn back to my passion."

A voracious reader, Sparks wrote his first novel while sidelined by an injury one summer in college but couldn't imagine making a career of it. He graduated, got married, worked several jobs, had children, started his own small manufacturing business and took a job selling pharmaceuticals to pay the bills.

At 28, he decided to commit to his dream of being a full-time writer. The result was his



**Simon Gravel**  
Buyer, Books

*“We want everyone to experience the joys of record-breaking.”*

—CRAIG GLENDAY

## Record-breaking success



*Guinness World Records 2023* (Item 1688877) will be available in September in most Costco warehouses.

Buckle up: It's time for *Guinness World Records 2023*. This edition's theme is space, with plenty of focus on earth-bound feats as well. *Guinness World Records (GWR)* editor-in-chief, Craig Glenday, had this to say.

**Costco Connection** What are some new features or entries for the 2023 edition?

**Craig Glenday** We continue to seek out and celebrate the latest and greatest record-breaking. New topics include mega-mammals, rock climbing, cryptocurrency, fashion, bird-spotting and TikTok.

**CC** To what do you attribute the enduring success of *Guinness World Records*?

**CG** People will always want their 15 minutes of fame, and we're happy to indulge them if their goals fulfill our record-breaking criteria. When you have a book crammed with thousands of the most interesting people and animals in the world, you know you're guaranteed a thrilling read.

**CC** What else would you like to add?

**CG** For [this] edition, we initiated our Kids' Records project to formulate challenges targeted at [those] under 16. Work also began on the *GWR* Impairment Initiative, to create record-breaking opportunities for those with physical and mental challenges by expanding the definitions of our record categories. We want everyone to experience the joys of record-breaking—as either a reader or a participant!

best-known work, *The Notebook*, an international bestseller, which went on to become a top-grossing movie as well. The novel set the tone for future stories that explore how complex and rewarding relationships can be.

Sparks had fun setting *Dreamland* in St. Petersburg, Florida—one of his favourite places to visit—as well as in his home state of North Carolina. He often draws upon his experiences and those around him to craft stories “rooted in everyday authenticity, such that readers can hopefully identify with the characters and their longings,” he says. “In my novels I also try to capture the full range of emotions that ordinary people experience, so that readers recognize their own journeys through joy, grief, passion, attachment and loss.”

It's this way of thinking that has made Sparks so relatable and such a popular author and storyteller. All of his books have been *New York Times* bestsellers—he has sold 105 million copies worldwide, in more than 50 languages—and he is currently adapting *Dreamland* and two other books into screenplays.

He also contributes to a variety of local and national charities, and has a charitable foundation he started in 2011. The Nicholas Sparks Foundation ([nsparksfoundation.org](http://nsparksfoundation.org)) has distributed more than \$15 million to deserving charities, scholarship programs and projects with the intent of fostering global learning in poor, rural communities.

Whether he's helping children pursue educational goals or following his own pursuits, Sparks sees the value in having that kind of guiding star. “Specific dreams and ambitions may differ widely from person to person,” he says, “but to nurture a dream is such a universal experience.” ■

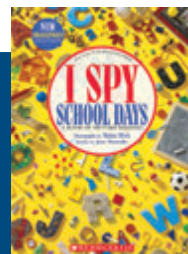
### Also in the warehouse

This year marks the 30th anniversary of *I Spy: A Book of Picture Riddles*. To mark this milestone, *I Spy* and *I Spy School Days* (Item 1431411)

will be available in September in most Costco warehouses.

With text by Jean Marzollo and photographs by Walter Wick, the *I Spy* series teaches children how to observe their surroundings and look for

patterns in the world around them. These books are intended for children in kindergarten through third grade, but the whole family might be tempted to join in the fun.—AL





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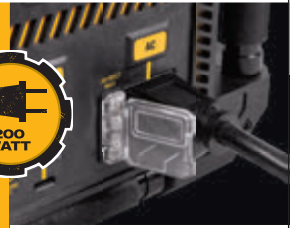


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LEFT: COURTESY OF LG; RIGHT: COURTESY OF SAMSUNG

# Let's get cooking

A look at Costco.ca's selection of kitchen ranges

by WILL FIFIELD



© PINTO PORTRAIT

**Will Fifield** fills this issue's consumer reporter slot with this behind-the-scenes look at a Costco program. Email questions about this article to [connection@costco.com](mailto:connection@costco.com).

After we ordered new kitchen cabinets and countertops as part of our kitchen remodel, my wife and I saw that our 15-year-old range would be out of place.

To help us navigate the ever-evolving world of kitchen ranges, I was lucky enough to be able to turn to David De Murtas, appliance buyer for Costco.ca, to help me get up to speed on the current range options Costco offers.

## Range basics

At Costco.ca, you'll find electric, gas and dual-fuel ranges, which feature a gas cooktop and an electric oven to take advantage of the strengths both offer. Finishes include stainless steel, black stainless steel, black and white.

"We carry quality brands, such as LG, GE, Samsung, Bosch, Frigidaire, Whirlpool and KitchenAid," De Murtas says.

"In most areas, the price you see listed on Costco.ca includes delivery and installation, and we haul away your old range," he adds. "New ranges also come with a two-year warranty and free technical support."

Here's a look at some of the features and options to consider if you're in the market for a new appliance.

## Free-standing vs. slide-in

Your first big decision in buying a new range is the mounting option: free-standing or slide-in.

Free-standing ranges have finished sides because they don't attach to walls or cabinetry. Controls are located on the

Left: Cooking with a slide-in, gas-fuelled stove (LG, Item 1542614 at Costco.ca).  
Below right: Samsung, Item 7451257 at Costco.ca.

back guard at the rear. You simply plug in the range or connect it to your gas line, set it in place (standard widths are 63 and 76 centimetres/24 and 30 inches, as well as 91 centimetres/36 inches for gas models) and you're ready to cook.

For slide-in ranges, the cooktop sits flush with the countertops, and controls are located at the front of the range. "People with nice backsplashes favour slide-ins because they don't hide the space behind them," De Murtas says.

### The convection oven advantage

Conventional ovens feature a stationary heat source that rises up from the bottom. They can have pockets of air that are warmer and cooler, but are great for baking.

Convection ovens, which are available in gas and electric, employ a fan to circulate the air throughout the oven, making the heat consistent and even. Food cooks faster—as much as 25% quicker—and more evenly. Convection ovens accomplish this at lower temperatures, making them more energy-efficient.

One caveat: Most recipes are written for conventional ovens, so using a convection oven requires converting recipe times and temperatures.

### Induction cooktops

Induction cooktops—which are electric—provide heat via magnetic fields. The heat is distributed directly to the cookware, so the cooktop remains cool.

Induction burners cook faster than standard electric coil burners, yet use less energy and are easy to clean. However,

you must use the right kind of pots and pans, or they won't heat. Anything that a magnet will stick to will work; unfortunately, that rules out copper and some types of stainless steel.

### Air fryers

Many ranges come with an air fry feature, which enables you to quickly sear food. It works by circulating very hot air throughout the oven so that food is seared evenly and quickly. "This feature is very popular with our members right now," says De Murtas. "It's an ideal way to cook fried foods, as it eliminates excess fat. It requires no oil to achieve results."

My wife and I haven't decided which range will go in our kitchen, but after talking to the buyers we now know enough to make an informed decision. ■



© FRANÇOIS POIRIER / SHUTTERSTOCK

### COOKING SMART

Wi-Fi-enabled ranges connect to your home's Wi-Fi network, allowing you to control and monitor the range via an app on your smartphone, smart TV or tablet from wherever you are.

You can, for example, preheat your oven remotely or receive a notification when your roast is done. You can also adjust cooking times and temperatures remotely, which can save the day if you've left dinner cooking while you run errands and are running late.

You can't turn on the cooktop with an app, but you can monitor it remotely, so you don't need to wonder if you turned off a burner before you left the house.—WF

## Installation tip

"When members remodel their kitchens and want to upgrade to a wider range, there is more involved than making a wider spot for it in

the kitchen," says David De Murtas, a Costco.ca buyer.

He says you must make sure the entire path from outside the house to the kitchen will accommodate the wider range. Do the

doors open wide enough? Are any corners that must be negotiated wide enough? Save yourself a headache—walk the path and measure before ordering.—WF





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# Take a different route

Exploring the many travel options that Costco Travel provides

by T. FOSTER JONES



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## COSTCO CONNECTION

Costco Travel offers beach and tropical vacation packages, as well as cruises, additional vacation packages and car rentals for destinations in Canada, the U.S. and around the world. To learn more, visit [CostcoTravel.ca](https://www.costcotravel.ca) or give us a call at 1-855-863-0357.

For every type of vacation, there are great “traditional” destination choices, those popular go-to spots that are a bit more mainstream. But there are also many destinations—a little off the beaten path—that offer all the same great amenities of those popular traditional choices, and more.

These “different path” destinations may not have come to mind because they offer a level of luxury and pampering in such exotic settings that simply felt out of reach. With Costco Travel,

however, that’s no longer the case. Whatever level of travel you are seeking, the possibilities are endless and the value is very real.

For this and the next two issues, we’ve divided vacations into three broad categories—beaches/tropical, cruises and culture—and found examples that might be considered traditional and others that could represent a slightly different path.

When you are ready, Costco Travel is there to guide you on whichever path you choose. ■



HYATT ZIVA CAP CANA



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## Beaches



**Traditional: Cancún, Mexico**  
*Grand Fiesta Americana Coral Beach*

Cancún blends modern sophistication with spectacular white sand beaches and turquoise blue water, Mayan culture, water activities and adventure.

Set on the beachfront in the heart of the Cancún hotel zone, the elegant, all-inclusive Grand Fiesta Americana Coral Beach resort features gourmet dining, an oceanfront pool and a lavish spa.

**A different path: Costa Rica**  
*The Westin Reserva Conchal*

Known for its beaches, volcanoes and biodiversity, Costa Rica can be as rugged or as luxurious as you want. With gorgeous tropical beaches for surfing, snorkelling, diving or just basking, and with roughly 25% of its inland area made up of protected jungle teeming with wildlife, the country combines all the necessary components of a vacation that's both traditional and unexpected. "It's a destination for recreation, sport and relaxation," says Costco Travel buyer Richard Murphy.

The Westin Reserva Conchal is an all-inclusive golf resort and spa located between the exotic forests and unspoiled beaches of Playa Conchal, considered by many to be Costa Rica's North Pacific Riviera.

## Tropical



**Traditional: Dominican Republic**  
*Hyatt Ziva Cap Cana*

Juanillo Beach is one of the most idyllic and beautiful beaches in this region, with calm and shallow waters, sparkling soft white sand that is perfect for long barefoot walks along the Caribbean Sea and plenty of shaded spots and lounging areas. Relaxing and mellow during the week, the beach vibe picks up on the weekend with live music and events for the entire family.

"Hyatt Ziva Cap Cana is an all-inclusive tropical paradise with stunning ocean views throughout the resort, inspired cuisine, swim-up suites and an amazing spa experience," says Costco Travel buyer Erin Huffman.

**A different path: Tahiti**  
*The St. Regis Bora Bora Resort*

Imagine waking in the morning to the gentle lap of a surreal blue lagoon all around you and a view of one of the South Pacific's most recognizable landmarks, Mount Otemanu, right from your bed. An overwater bungalow is the ultimate vacation if you are looking for relaxation and privacy, all with an amazing view.

"For the height of privacy and luxury, the St. Regis features 90 exquisitely designed overwater and beach villas in Bora Bora, one of the most visually captivating islands in French Polynesia," says Casey Livingston, Costco Travel buyer.

**From left:** The St. Regis Bora Bora Resort in Tahiti; Hyatt Ziva Cap Cana in the Dominican Republic; Grand Fiesta Americana Coral Beach in Cancún

### TRAVEL VALUES

The destination of any vacation, traditional or otherwise, is just the beginning with Costco Travel. Whether it's for a cruise, a vacation package or an all-inclusive resort, buyers are tasked with providing the best value to Costco members, often by offering extra amenities, room upgrades, Costco Shop Cards, meal and drink vouchers, spa visits and more.—TFJ





# TORTILLAS

## WRAP • ROLL BAKE



# Making a difference

A look at Costco's efforts to reduce harmful emissions

by LUC LORTIE



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**Luc Lortie** is the sustainability director for Costco Canada.

**R**educing our greenhouse gas emissions is a critical goal at Costco, and our buying and operations teams both play key roles in this area. Here is an update on one of our efforts that is making a difference.

Costco has been working on packaging improvements since the company's inception, by buying, transporting and selling large-quantity items that require a lower packaging-to-product ratio than traditional smaller packages. When Costco adopted its Global Packaging Plan a few years ago, it included a four-point strategy: Reduce packaging and plastic, use recycled content, use compostable and recyclable materials and educate employees, members and suppliers about our efforts through improved labelling and more. Our motivation to “move less air” during transportation is greater than ever. (See “The tilted pan” for a good example.)

When possible, we redesign and switch plastic packaging from 100% virgin plastic to 100% recycled content, reducing the greenhouse gases produced to make each package by about 50%—quite a difference. In addition to reducing our footprint and those of our

members by making the switch, our suppliers benefit as well from the savings realized.

At Costco Canada, we are currently working on more than 500 items in regard to sustainability. With a focus on keeping prices as low as possible for our members, it is our collective responsibility—Costco's and its suppliers—to ensure that items are made with a reduced-packaging footprint and that transporting each product is optimized. It takes time, but as someone who has worked in the sustainability area for over 25 years, I have never seen this level of enthusiasm from our buying and operations teams and suppliers. This year to date, Costco Canada has reduced its packaging by 400,000 kilograms (440 tons) and increased its use of recycled content by 10 million kilograms (11,000 tons).

You can find more information on our sustainability efforts at [Costco.ca](https://www.costco.ca); click on “Sustainability Commitment” at the bottom of the homepage. The site includes a link to Costco's Global Sustainability Commitment for additional details about this important area. ■

## The tilted pan

As shipping rates increase, every centimetre (cm) in each container counts. An optimized container reduces our

environmental footprint and reduces greenhouse gases. For example, a skillet handle on a Blue Diamond skillet set was tilted 30 degrees, making it even with the outer diam-

eter of the pan and reducing the pallet layer height. Overall, this saved 7.6 cm (3 inches) per pallet, making enough room for an additional layer and 10 more pallets per container.—LL





A ready-for-anything school day. Costco has that.

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INGREDIENTS FROM NATURE



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RESPONSIBLE SOURCING



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ALSO ON COSTCO.CA  
Item 1411442

# Staying connected

Meet your family's changing internet needs with mesh Wi-Fi



## MEMBER SAVINGS

Primus is dedicated to providing top-quality customer service and is always innovating to bring you the newest and best solutions to elevate your digital experience. As a Costco member, through Primus you have access to the following offerings:

- Unlimited bundles, including internet and local calling
- Exclusive calling features for home phones
- Long-distance calling plans
- Affordable unlimited internet plans
- Hosted PBX and unlimited bundles for business
- Canadian-based customer service support

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Our homes have been functioning as office, classroom and entertainment centre (or all of the above!) for the last two-plus years. As Canadians have adjusted their lives in response to the global pandemic, our homes have likewise turned into multipurpose spaces where we work, learn, connect and play—sometimes all at once.

Many of these at-home virtual activities revolve around one thing: consistent access to the internet. As a result, having a reliable Wi-Fi connection throughout your entire home has become more important than ever. That's why Costco members have access to Primus, a nationwide digital service provider that offers internet and phone solutions for both home and business.

### How mesh Wi-Fi can help

If your internet connection has only one router, it can be challenging to use certain spaces throughout your home, especially if multiple family members need access at the same time. As a leader in digital communications, Primus has launched mesh Wi-Fi, which is a Wi-Fi system that uses multiple pods, or access points, that are placed around your home to create an intertwined Wi-Fi system. If you're doing more and more from your home,

you need an internet network that can keep up. With a mesh Wi-Fi system, every corner of your home will get a strong, consistent Wi-Fi signal, helping to eliminate any slow spots and providing a single, secure network for your whole house.

Primus even has an app for the mesh Wi-Fi system, designed with customers in mind. You'll be able to access network preferences and passwords, manage parental and guest controls, and add extra security features as needed, all in one place.

### Best-in-class internet

Primus offers a wide range of internet speeds and can help you find a speed that will best suit your family's needs. If you're looking for high-speed internet that will fit multiple uses within one household, Primus offers internet speeds of up to 1 gigabit per second. It's a perfect match for those who work, study, game—and more—from home.

To get started with mesh Wi-Fi, access exclusive savings for Costco members and learn more about all of Primus' business and home services, call 1-866-890-0385 or visit [Primus.ca/connection](https://Primus.ca/connection). ■





**Riviera Maya: La Casa de la Playa by Hoteles Xcaret**

Discover a home away from home at this luxury, all-inclusive boutique resort, which caters exclusively to guests ages 16 and older. The resort features elevated culinary experiences, including four gourmet restaurants, a wine cellar and a chocolate boutique. Guests will enjoy exclusive tailor-made experiences within select nature parks, as well as all-inclusive access to Grupo Xcaret Parks and neighbouring Hoteles Xcaret resorts. Costco Travel's package includes a Costco Shop Card. To learn more, visit [CostcoTravel.ca](http://CostcoTravel.ca) or call 1-855-863-0357.



**Le Chic Pâtissier 36 French Macarons Box** Includes six flavours: caramel, pistachio, raspberry, vanilla, chocolate-hazelnut and chocolate-orange. Item 1647503. **Warehouses only.**

# The latest Costco finds



**Pekkle Girls' Leggings 3-Pack** Includes one pair of denim-weave leggings and two regular leggings. Available in three patterns. Sizes: 3–8. Item 2438495. **Warehouses/Costco.ca.**



**Kambukka Travel Mugs 2-Pack** Keep your drinks hot for nine hours or your cold drinks cold for 18 hours. 2 x 500 mL (17 oz.). Item 1606617. **Warehouses/Costco.ca.**



**Secret Aluminum Free Real Coconut Deodorant 4-Pack** Provides up to 48 hours of odour protection. Item 1662389. **Warehouses/Costco.ca.**



**Andy & Evan Boys' 3-Piece Flannel Set**

This stylish set is perfect for school or for playing with friends on the weekend. Includes one zipper-front French terry hooded flannel shirt, one graphic tee and one pair of French terry jogger pants. Available in three colours. Sizes: 2–8. Item 1520841.

**Warehouses/Costco.ca.**

**Spyder Brushed Long-Sleeve Women's Top**

This thermal top is a great cold-weather layering piece for fall, and features a curved hem and feminine seaming for a flattering fit. Colours: black, teal, burgundy. Sizes: S–XXL. Item 5632020. **Warehouses/Costco.ca.**



**Kids' Licensed Character Throw and Pillow Set**

Choose from Harry Potter, Spider-Man, *The Mandalorian* or Disney Princesses. Includes a 149-cm x 198-cm (59" x 78") throw and a 40-cm x 40-cm (16" x 16") pillow. Item 1717400.

**Warehouses/Costco.ca.**



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# HUGGIES plus



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ALSO ON COSTCO.AA  
Various item numbers

**FOR SCHEDULES AND DESCRIPTIONS**

Go to Costco.ca and search "Special Events." Or, from the Costco mobile app, go to "Warehouse Locator" and choose a warehouse for events info.



**Manitobah Mukluks**  
The Waterproof Snowy Owl is ideally adapted to Canada's frigid winters, boasting a cozy sheepskin footbed and complete waterproofing to a height of 10 centimetres (4 inches) from the bottom.



**Etage Denmark Outerwear**  
Etage Denmark's outerwear collection redefines comfort with its super stretch coats, while providing the warmth and style that you need to brave the winter.

## A limited-time showcase of exciting products



**HexClad Cookware**  
HexClad's patented hybrid cookware design and technology are unmatched in today's world of cooking. Backed by chef Gordon Ramsay, HexClad gives you the best of stainless steel, non-stick and cast-iron cookware all in one. Upgrade your kitchen to HexClad today.

 **HEALTH CLINICS**

Costco Pharmacies offer health and wellness services to help you reach your health goals. For more information, visit CostcoPharmacy.ca.

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**NO ARTIFICIAL  
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†Vector meal replacement with milk is high in protein (per 55 g serving of Vector with 200 mL of skim milk).



# BACK TO SCHOOL ESSENTIALS

Various item numbers





CLOCKWISE: © BEA BOHM-MEYER; PHOEBE PABLO; DAN MEYER

**MEMBER INFO**

**Who**  
Dan Meyer

**Hometown**  
Edmonton, Alberta

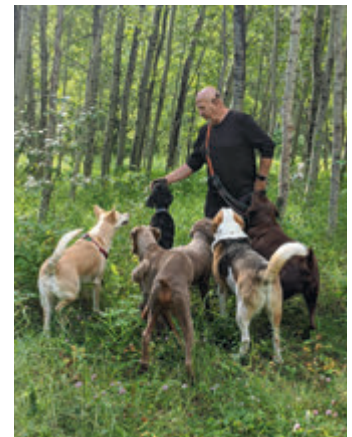
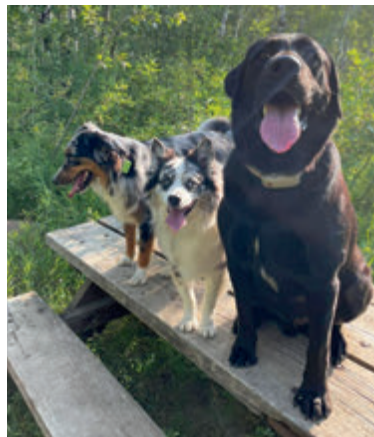
**Occupation**  
Founder-owner of The Leash Team

**Website**  
theleashteam.com

**Instagram**  
@theleashteam

**Best part of the job**  
“Working with our team of great people and great dogs. They make me laugh and teach me something new every day.”

—Dan Meyer



# It's a dog's life

When Costco member Dan Meyer retired in 2017, he quickly became bored. To stay busy, he started a small dog-walking service. “Dogs have always been an important part of my life,” Meyer says. “It’s true what they say: When you love what you do, it never seems like work.”

Meyer’s hobby has grown to a full-fledged family business called The Leash

Team, with six employees, five vans and more than 200 canine clients. Meyer estimates that he and his crew walk about 75 dogs a day, taking them to off-leash parks, nature trails and other dog-friendly outdoor spaces.

Throughout the year, they host special theme days and support local charities such as dog rescues and the food bank. And, photos of the dogs’ adventures are shared on social media for the owners and others to enjoy.—*Kristi York*

**Clockwise from top:** Dan Meyer with two groups of canine clients; happy dogs pose for a photo; Leash Team member Elena gives the dogs fresh air and exercise.

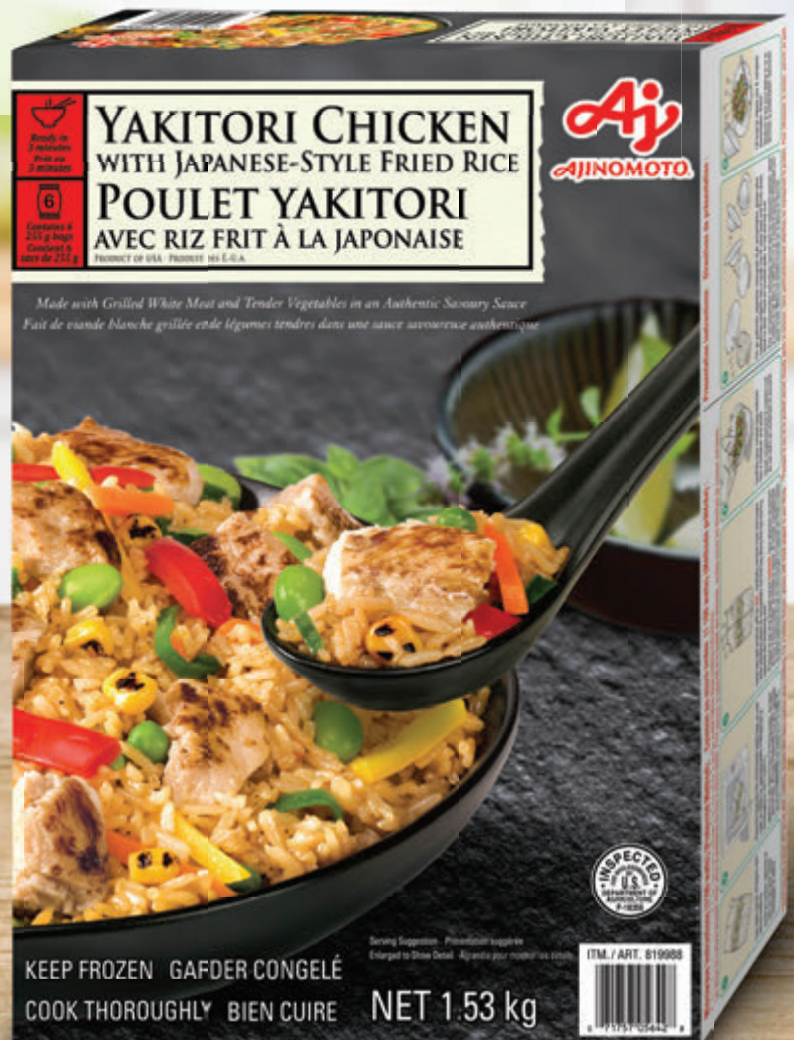


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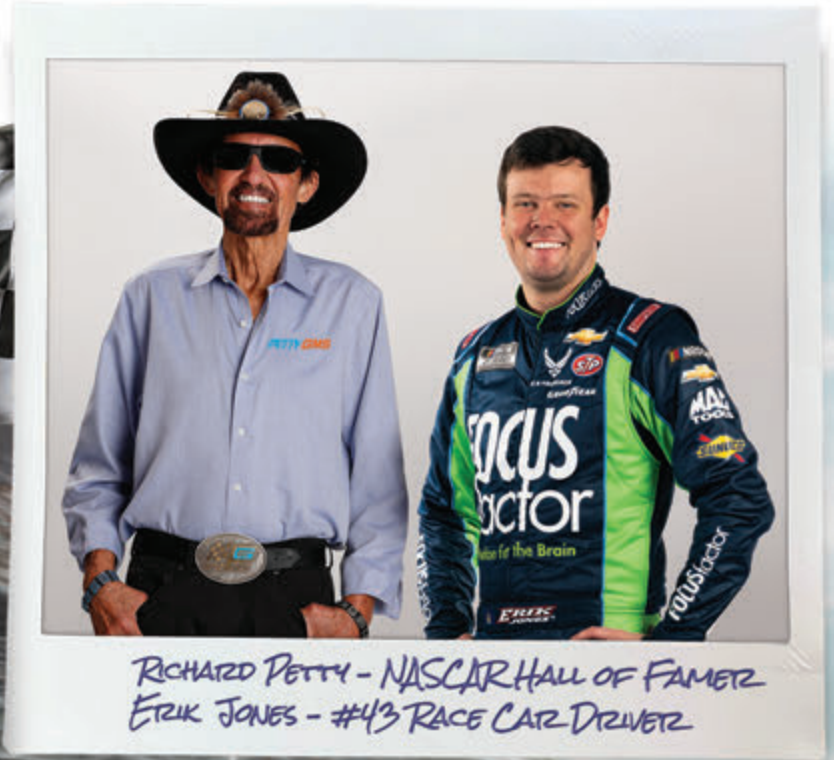
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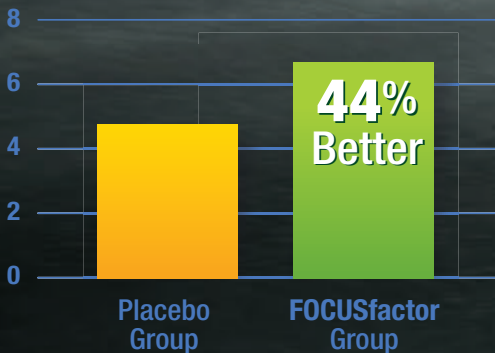
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<sup>§</sup>A clinical study showed that adults who took FOCUSfactor as directed for six weeks improved their memory, concentration and focus. The study was conducted by Cognitive Research Corporation, a leading research organization that specializes in the effects of nutritional supplements on human cognition.

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