

THE COSTCO CONNECTION

January 2018 • Volume 33 • Number 1

The magazine for Costco members

Man of culture

Chobani founder and CEO Hamdi Ulukaya discovers the American dream

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THE COSTCO CONNECTION

Welcome to **The Costco Connection** Online Edition and Newsstand Edition

Digital editions of *The Costco Connection* and other Costco publications are available in the *Online Edition* and in the *Newsstand Edition* available for mobile devices.

The *Online Edition* opens to the current issue, with back issues found under the Back Issue tab and "The Costco Way" cookbooks under the Resources tab.

The *Newsstand Edition* opens to the current issue in a library populated with a mix of back issues and "The Costco Way" cookbooks.

For advertising information about *The Costco Connection*, get the 2017 [Media Kit \(lite\)](#).

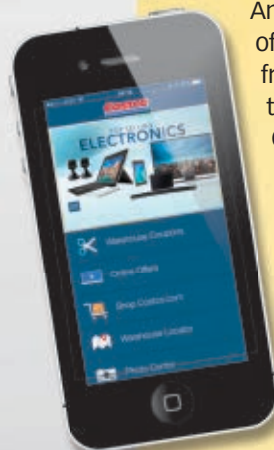
Other resources:

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- [Connection back issues](#)
- [Costco cookbooks](#)
- [My Costco Services - current guide](#)
- [Costco Travel - current featured offers](#)



Mobile resources

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Casual Elegance

Create a warm and inviting, beautiful and relaxing bedroom retreat with this bedroom collection. Grounded in tradition, this collection offers cedar lining in the bed's footboard drawers and the bottom drawers of the gentleman's chest. The lingerie chest includes a convenient removable jewelry tray, while the media dresser features a flip-down front on the center top drawer for easy access to components. The nightstand includes a cULus-listed two-outlet, two-USB power strip. Functions like these, combined with the beauty of poplar solids with rich mahogany and birch veneers, create a truly timeless collection.

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ITEM #1158057



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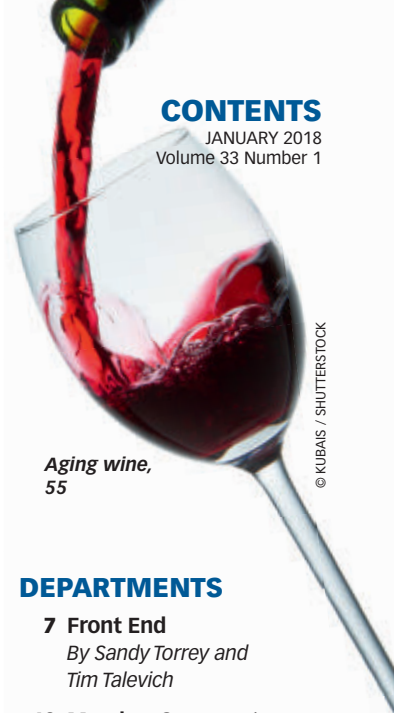
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Think Costco First





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CHOBANI

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¹ Premium based on the first 5 years for a Costco Gold Star or Business Member, 20-year benefit period, \$500,000 face value for an eligible 40-year-old male at the select preferred non-tobacco rate. Monthly premiums for the Member Advantage Life[®] insurance policy will increase at year six. Face amount listed is for the initial level benefit period. The level premium period, which begins in year 6, may be extended beyond the initial level benefit period, however the face amount will begin to decrease annually until it reaches \$10,000, at which point premiums will begin to increase. Actual results will vary based on a variety of factors including age, gender, health and other underwriting factors. Rates are effective as of August 7, 2017.

² Savings based on premium comparisons with leading national and mutual life insurance carriers' term products. Premiums were compared among the premiums for the first 5 years of the Member Advantage Life[®] insurance policy and competitors' term products with select preferred, non-tobacco underwriting class and a 20-year level benefit period. Rates are effective as of August 7, 2017.

Acceptance for coverage and pricing is subject to eligibility and underwriting criteria. Member Advantage Life[®] (ICC12-UL22/UL-22) is a universal life insurance policy issued exclusively to Costco members by Protective Life Insurance Company (PLICO), Birmingham, AL. Not available in New York. Policy form numbers, product features and availability may vary by state. Consult policies for benefits, riders, limitations, and exclusions. Up to a two-year contestable and suicide period. Benefits adjusted for misstatements of age or sex. In Montana, unisex rates apply. Any quote that is present is only an estimate and the actual premium and rate class will be determined after the underwriting process is completed. Costco Insurance Agency, Inc. and Costco Wholesale do not issue, underwrite insurance or pay claims under PLICO policies. Insurance is underwritten by PLICO. Costco Insurance Agency, Inc. (CIA), a licensed insurance agent, may receive compensation from PLICO and/or its affiliates. CIA and their affiliates do not guarantee the services of any insurance company. PLICO and its affiliates are separate, independent of and distinct from CIA. CIA is not responsible for the financial condition or obligations of PLICO. The California license number for Protective is 07726. The California license number for Costco Insurance Agency is 0D08407. (CD.742810.10.17)

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PAYMENT PROCESSING

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Sandy Torrey
is Vice President of Corporate Marketing, Packaging, and Publisher of The Costco Connection.

FROM THE PUBLISHER'S DESK

TYPICALLY, JANUARY is the time I decide to get serious about my health and make resolutions regarding diet and fitness.

Also, typically, January has been when I fail to meet those goals, setting off another year of intermittent attempts at exercise and inconsistent dietary commitments.

This time will be different. As a matter of fact, it already is. Rather than come into January filled with regret over the previous 12 months, I kicked off my New Year's resolutions a few months ago. I began a 12-week diet program that let me sail through the holidays and start 2018 feeling more fit.

This makes our special January health section even more relevant to me and, I hope, to all our members.

One of the biggest challenges with meeting exercise resolutions in January is that here in the Pacific Northwest it also happens to be the coldest and least appealing time of year to get out and get moving. However, with the advances in technology for indoor equipment, such as stationary bikes (page 66) and rowing machines (page 68), and the proliferation of clubs and arenas that cater to those who enjoy participating in team sports (page 62), there are plenty of options to stay motivated and active inside.

All that movement requires proper nutrition and healthful eating habits. Protein is a particularly important component. The Kirkland Signature™ protein bar (page 99) is one handy way to meet those needs, and Costco recently introduced some new flavors. If you want to try making your own protein snacks, you'll find information and recipes in the For Your Table article on pages 38 and 39.

Last, don't forget to reward yourself. All that effort deserves a nice treat, and nothing feels better after exercise than a relaxing, stress-reducing sauna (page 75).

Whether you are just getting started on your resolutions or continuing to build on the successes of the previous year, Costco and Costco.com are here to help you attain your goals.

From all of us at Costco, Happy New Year! **C**



Tim Talevich
is Editorial Director of The Costco Connection.

FROM THE EDITOR'S DESK

THE NEW YEAR gives all of us a good reason to slow way down—no, to stop altogether—take a deep breath and look at the year ahead. What do you want to change, achieve, become? *The Connection's* editorial team recently reviewed our mission statement, and the new year is a perfect time to share it.

Here's a look at our mission for you:

To serve members by being a trusted source of information about Costco; its products, services and programs; and all the benefits of membership. As you may know, Costco doesn't participate in traditional advertising. Our company hopes to express itself through

our products and services, our employees and our corporate values (see "About Us" at the bottom of Costco.com). *The Connection* tells that story in each edition.

To provide articles of use to our members in running their lives—both personal and professional—and provide details on how Costco offers support in those areas. As you navigate purchasing decisions, Costco's goal is to help you get more for your hard-earned money. Our *Connection* articles aim to assist you with those decisions.

To provide a cost-efficient means for Costco suppliers to connect with a targeted audience of millions of Costco members. The magazine offers an excellent way for companies to showcase their latest products in *Connection* ads. These ads show readers the latest products available in the warehouses and on Costco.com, and are the financial backbone of the magazine. They can also help you make your important buying decisions.

To promote the culture and values of Costco, by showcasing the company's practices and efforts. We realize that consumers today want to know more when they make purchases. Who is the company behind this product? Was the item sustainably sourced, and what about the labor that went into it? Is it safe, traceable, reliable? Do I trust that it's of top quality and that it really is being offered at the right price? And what about guarantees for all of this? Our stories hope to answer those questions.

Happy New Year to you all, and here's to our commitment to helping you reach your goals in 2018! **C**

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D



E



F



G

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DEBATE GOES ON

In response to the December debate, "Should bosses and employees friend each other on Facebook?"

NO I'm a supervisor and none of my co-workers are friends with me on Facebook. Not because I don't like them, but because there are boundaries that we must follow.

—Shelby Parker, from facebook.com/Costco

YES I feel it has brought us closer and it helps us be a better team. I feel it is totally appropriate if handled correctly.

—Becky Fegles Rakoz, from facebook.com/Costco

NO This has the potential to be a great conflict of interest. If employees are not friends with the boss on Facebook will they be treated differently?

—David Tokkesdal, from facebook.com/Costco

YES If employees [and bosses] are friends and they keep their posts pleasant (nothing derogatory about anyone), it should not be a problem.

—Joyce Burns, from facebook.com/Costco

FEEDBACK

Cosmetic injections

I'm a board-certified plastic surgeon based in northern New Jersey and New York City. I wanted to thank you for writing this wonderful article on choosing certified dermatologist and plastic surgeons for the injectables ["Cosmetic injections," December 2017]. It is great to have this in a household magazine like *The Costco Connection*. Yes, it is truly scary how patients go to non-certified practitioners unaware of the dangers and unaware of their specialty.

—Shweta Parakh, Englewood, New Jersey

Yellow fever vaccine

The article ["Preparing for travel risks," December 2017] was very interesting. However, you left out one very important fact about the yellow fever vaccine. If you are 60 or older, the

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Also available is the free iTunes or Google Play app for **The Costco Connection Newsstand Edition**, which lets you take us wherever you go with your mobile device. All 13 *The Costco Way* cookbooks are in the library, along with a new *Connection* each month and several years of back issues.



Centers for Disease Control and Prevention (CDC) states you cannot be given the shot. It is too dangerous.

Some travel clinics will write a certificate of waiver for you to travel, but the risk is not worth the trip or results should you get yellow fever. I had the yellow fever shot in 1963, at the age of 23, and I was sick for a considerable time.

We just had to cancel a cruise to the Amazon because a yellow fever shot was required, and my wife is over 60.

—Gary Pisel
Sun City, Arizona

Becky Dant, director of professional services for Costco Pharmacy, replies: For those over 60, a risk-benefit evaluation is done to determine if the patient is at a higher risk of contracting yellow fever or having an adverse event from the vaccine. The travel physician group we work with usually recommends a waiver for those over 60, but you can still give it to those over 60 if there is no reason not to. Additional information from the CDC website is available at cdc.gov/yellowfever/vaccine/index.html. The statement regarding those over 60 is near the bottom.

Shepherd's pie or cottage pie?

In the December 2017 issue, on page 49 [Farm to Table], there is an important error in the recipe labeled "Shepherd's Pie."

This recipe is for cottage pie, not shepherd's pie. Shepherd's pie is made with lamb or mutton—i.e. sheep meat. That is why it is called shepherd's pie! When made with beef it is cottage pie.

There is also apparently a little-known version made with turkey and ham called St. Stephen's Day pie (December 26); pre-

sumably a more modern dish created for using up Christmas leftovers.

—John Richards
West Richland, Washington

Recipe instructions

I found the instructions for the Egg, Ham and Hash Brown Pie ["Kitchen creatives," December 2017] confusing. It says "pour mixture into now-empty skillet," but the hash browns are still in the skillet after being browned and crisp. Unless a line was omitted that they should be turned out?

—Ann MacLean
Richmond, Virginia

In the second paragraph, you'll see it says "Whisk eggs, Monterey Jack, parsley and pepper together in a large bowl, then stir in ham and cooked potato mixture." That will leave the skillet empty.—Editor

DECEMBER CORRECTIONS

- Jack Morgan is in James Patterson's *Private* series. Michael Bennett is in Patterson's *Michael Bennett* series ("Page-turner Patterson").
- The rice should be cooked prior to mixing with other ingredients ("Stuffed Peppers," Farm to Table).

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Engaging with deaf and hard-of-hearing customers

MY PARENTS ARE deaf, but I'm not. To shop for furniture, pick up groceries and do other daily errands, I'd often go along to interpret in case communication got difficult. There are more than 360 million people who, like my parents, are deaf or have hearing loss, but many small businesses are not sure how to best serve this community. The following simple tips, which should be shared and discussed with all employees, can help deliver successful interactions with deaf and hard-of-hearing (HOH) customers.

Patience and respect. You often won't notice someone is deaf until communication begins. Don't be surprised if a customer sounds different or presents a new way of communicating. Give them your full attention and time to express themselves.

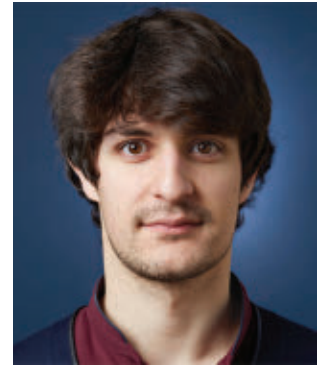
Clear communication. Always face the person you're talking to, and make sure they are looking at you before you begin speaking. Articulate and slow down, but not too much. Half-speed is a good rule of thumb, and everyone understands simple

gestures like pointing, thumbs-ups, etc. Want to go the extra mile? Learn a few basic signs.

Phone calls. Deaf and HOH people often use on-call video interpreting services, where the deaf person signs with the interpreter, who then speaks. If an interpreter calls your business on behalf of a deaf person, realize there may be lags in timing, but you should otherwise carry on the conversation as you would with any customer.

Longer interactions. Need to exchange complex information? Having a notepad and pen handy can be helpful. Also, be open to trying new technologies that transcribe and interpret for deaf and HOH people.

Communication is a two-way effort, and following these basic tips will help you and your employees stand out and become more inclusive. A restaurant that works at being deaf-friendly has become a go-to place for hundreds of my parents' friends. The deaf community has strong word of mouth. Serving them better can improve both your interactions and your bottom line. **C**



THIBAUT DUCHEMIN

is the CEO of Ava (ava.me), which helps deaf and HOH people participate in conversations via a free smartphone app that transcribes what people say into text.



BY ISAAC LIDSKY

I'M BLIND, AND I insist upon verbal feedback. An unequivocal "yes" is rare. Far more often I get a response like "Uh, yeah, I guess I mainly agree," a response that begs further discussion. With that discussion, my team at ODC Construction confronts the proverbial devil in the details, digs deeper and brings in everyone's diverse perspectives. It leads to more effective conversations and better decisions.

Consciously and unconsciously, we communicate with facial expressions, gestures and posture. You've heard the statistics: It's 20 percent what you say and 80 percent how you say it. Part of that 80 percent is speech—your intonation, emphasis, confidence, timing, etc. The rest is visual. Visual "communication" can be imprecise and ambiguous, vague and easily misunderstood.

Using the right words helps ideas take form, clarifies stances and opens up opinions to examination and discussion. It's a great thing for effective teamwork—for business success. But sometimes saying exactly what you mean can be difficult and uncomfortable. When you tell someone what you think, you become accountable for your thoughts. We often seek refuge from this vulnerability at the expense of meaning. In the process, we sacrifice our potential for excellence in our businesses.

Consider the nefarious nod. Your team sits around the conference room table; a complex issue is raised; someone proposes a course of action. Then there's silence and nods. The team moves on.

What if you insisted upon verbal feedback instead? Would each team member offer an unequivocal yes? I'd bet not. It has never happened in my experience.

Try it. At your next meeting—or in an important conversation with a friend or relative—eliminate visual distractions. Make your meanings precise by being specific and honest. Speak with words; listen with your ears. You'll love what you hear. **C**

Isaac Lidsky is CEO of ODC Construction in Florida (odcbuilds.com), a corporate speaker, author and the only blind person to serve as a law clerk for the U.S. Supreme Court.

More than the blues

How to get the depression help you need

DEPRESSION IS ONE of the leading causes of disease or injury worldwide, according to the Centers for Disease Control and Prevention (cdc.gov). It can cause troubles at home, at work, with money and in relationships. It can lead to self-harm or death. Symptoms include loss of interest in activities, feelings of hopelessness and changes in sleep or appetite. If you have been experiencing these symptoms for more than two weeks, medical experts say that you could have depression.

Depression is a medical illness. As a consumer, you need to know the resources available: how to get the best care, your insurance benefits, the doctor-patient relationship, choosing a therapist, paying for therapy, drug options and psychiatric hospitals. Here's a look to help you and your family members navigate this difficult situation.

Getting help. While licensed psychologists, counselors, social workers and psychiatric nurse practitioners all treat depression, seeing a psychiatrist is recommended if you have depression symptoms along with thoughts of self-harm. Psychiatrists' medical training includes four years of medical school and four years in a psychiatric residency. They are trained to prescribe and manage psychotropic medications. The American Psychiatric Association has a physician locator at psychiatry.org. Click "Patients & Families," then "Find a Psychiatrist."

If you live in an area with a lack of mental health providers or lack of access to mental health services, some mental health experts recommend consulting with a primary care physician as a good first step. In certain states, clinical psychologists can legally prescribe medication for mental health treatment. There is debate about this among medical health professionals.

Discuss treatment options with your physician. According to Dr. Philip R. Muskin, a professor of psychiatry at Columbia University, research indicates psychotherapy with psychotropic medication is the most effective overall treatment for depression. However, individual treatment plans vary. Art, music, group or equine therapy or self-help groups may be part of a treatment plan. Treatment could include tests by other physicians that screen for illnesses that could mimic depression symptoms.

Medication. Some psychotropic medications could make your symptoms worse at the beginning of treatment; you could have uncomfortable side effects or an increase in thoughts of self-harm. Tell your physician immediately if symptoms occur. If you have been treated with medication before, one way to potentially get

clues about how your body may respond to a new medication is to ask your physician to administer a genetic test.

Treatment-resistant depression. When depression is unresponsive to other forms of therapy, brain stimulation therapy, such as repetitive transcranial magnetic stimulation or electroconvulsive therapy, or pharmacotherapy using ketamine may be suggested. Be aware that while the Food and Drug Administration has approved ketamine as an anesthetic, it is not approved for treating depression. Physicians may choose to use it unapproved ("off label") when they judge it is medically appropriate. Consider the available data on ketamine and the potential risks associated with the drug before using it.

Costs. Check with your health insurance coverage provider for access to mental health benefits (also called behavioral health benefits). Check your plan for providers in your area. Note that not all providers accept insurance.

A provider may charge patients on a sliding scale to assist those with financial challenges. Patient-assistance programs and discount drug cards may make medication affordable for some individuals. Physicians sometimes can provide free samples of certain medications.

If you are in crisis. In these cases, don't hesitate to call 911 or go to the local emergency room. Also, the National Suicide Prevention Lifeline is available for support 24/7/365 at 1-800-273-TALK (8255). If necessary, an inpatient hospital stay can provide a safe space to formulate a treatment plan.

Residential care facilities and clinics offer mental health services. Ask a trusted mental health provider for a referral. Programs and cost vary. **C**

ADDITIONAL RESOURCES

- For current or former service members: mentalhealth.gov/get-help/veterans.
- American Society of Addiction Medicine: asam.org/resources.
- National Alliance on Mental Illness: nami.org.
- Mental Health America: mentalhealthamerica.net.
- U.S. Department of Health and Human Services: MentalHealth.gov.
- National Institute of Mental Health: nimh.nih.gov.
- Substance Abuse and Mental Health Services National Helpline: 1-800-662-HELP (4357); SAMHSA.gov.



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AMANDA HOROWITZ

Amanda Horowitz is a writer, businesswoman and owner of Fight Back! She is the daughter of Fight Back's founder, David Horowitz. Fight Back! has received multiple Emmy Awards and awards from more than 400 government and citizen groups and has helped to draft over 50 pieces of consumer-related legislation in the United States.

Horowitz can be contacted at Amanda@fightback.com. Please include "Consumer Connection" in the subject line. She will select questions to answer in this column but regrets that unpublished questions cannot be answered individually.

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Please note that Amanda Horowitz and Fight Back! are not licensed professionals in any field. If you are seeking professional advice, you should consult with your own licensed professional. Amanda Horowitz and Fight Back! do not assume any liability or responsibility for the interpretation, application, or accuracy of any information provided.



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Managing money

Mortgage and retirement-fund advice

Q *My granddaughter wants her father to co-sign for her to buy a home. She has quite a bit saved toward a down payment, but she works on commission and it's hard for her to get a mortgage. What is the best way for him to cover himself, as he and his wife have a special-needs son and another daughter in college?*

—A.L., Phoenixville, Pennsylvania

A Asking anyone to co-sign a loan means you are asking that person to take 100 percent financial responsibility if you fall behind. Good for your son for wanting to be careful. He should be concerned, given what's at stake: his entire family's financial security.

One of my most important rules is "Say no out of love, rather than yes out of fear." It is never right for anyone to agree to something out of love if it will cause financial hardship. I want your son to carefully consider whether he should agree to this.

The fact that a bank won't lend to your granddaughter on her own should be a warning. Why should he step in if a bank is that concerned? Does your son know his daughter's FICO score? Does she have credit card balances and other debts? He needs to understand all the facts.

Q *What exactly are the advantages of paying off a mortgage loan in 15 versus 30 years? My wife and I are in our mid-40s with two kids.*

—D.T., Alhambra, California

A The biggest advantage: You will save a ton in interest costs. At recent mortgage rates, a \$250,000 mortgage over 30 years will cost you more than \$173,000 in interest. Total interest charges for a 15-year loan would be around \$80,000. Of course, there's a tradeoff: Your monthly payments will be a lot higher, with a shorter payback. Using this \$250,000 example, a 15-year loan locks you in to a mortgage payment of more than \$1,800 a month, compared with around \$1,200 a month for the longer loan.

If you can handle the higher monthly payment for a 15-year loan, it can be a great way to build financial security faster. At your age, a 15-year mortgage today means you will own the home outright before you retire. That is at the top of my retirement rules, if you expect to retire in that home.

A nice bonus of choosing a 15-year mortgage is that the fixed interest rate can typically be at least half a percentage point lower than the rate for a 30-year. But I want to be very clear: It makes sense to do this only if you have a large emergency fund, no credit card debt and can keep saving for retirement. Those are priorities.

The Goldilocks solution may be to take out a 30-year loan, with the intention that you will send in extra principal payments every month or on a set annual schedule, with the goal of having it paid off in 15 years. By doing it this way, you aren't obligated to make the higher payments of a 15-year mortgage; this flexibility can be helpful if you run into a rough patch, such as an illness or layoff. Websites such as Bankrate.com have calculators that will show you how those extra principal payments will shorten your loan term.

Q *I am close to 59 years old and have an IRA that my adviser wants me to transfer to an income and growth model exchange-traded fund (ETF). The fund is 60 percent equity and 40 percent fixed income, so it seems to be a bit more aggressive than I need, but I'm not sure. The IRA is now invested with the objective of moderate growth. Any thoughts on good questions to ask?*

—S.V., Des Moines, Iowa

A You bet I have some questions, and everyone should ask them before following anyone's advice.

- What are the expenses for the ETFs you are recommending? Every mutual fund or exchange-traded fund charges an annual fee called the expense ratio. What you don't pay in expenses leaves you more money for retirement.

- Why do you recommend this particular mix of stocks and bonds? You want a detailed explanation of the factors that went into this recommendation. And please confirm that the bond ETFs invest in short- or intermediate-term bonds. High-quality bonds can provide important steadiness when stocks falter, but longer-term bonds are way too risky right now.

Bond investments have two components: the interest yield and any changes in the underlying price of the bond. When interest rates rise, bond prices fall. Right now, bond interest rates are very low, and the likelihood is that they will begin to rise. That's why you should not own longer-term bonds; they will have the largest price drop when rates rise.

- Over the past 80 years, what has been the worst 12-month performance for a portfolio like this? Advisers have easy access to historical data like this. I want you to understand the best example of a worst-case scenario. That can be a good gut check: If your portfolio fell that much, would you be able to ride it out?

If it scares you, that's a good indication your adviser needs to spend more time with you to talk through your options. If you want to invest more conservatively, you might consider saving more or reducing your living expenses. **C**



SEAN LEE DAVIES

SUZE ORMAN

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Orman will answer selected questions in this column. She regrets that unpublished questions cannot be answered individually.

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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 peak 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, allowing you to take your phone everywhere.

You have plenty of choices in brands and prices. And don't forget the accessories: a protective (and perhaps fashionable) case, premium earbuds, a wireless keyboard for typing and so on.

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.

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

Smart home devices are growing in popularity, including Wi-Fi thermostats, app-controlled lights and cameras, video doorbells and smart locks—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, a drop in prices and the option to use your voice to manage it all.

Speaking of your voice, hands-free personal assistants in the home—including small speakers like Google Home—will also become popular in 2018; these devices let you ask a question or give a command after you wake it up with a "wake" word. Whether you want to hear a song, make a phone call, get homework help for the kids, control your smart home gadgets or ask how long it'll take to get to work (with traffic in mind), these handy assistants are both fun and practical.

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 come with popular video streaming services (such as Netflix, YouTube and Crackle), music services (Spotify, Google Play Music, etc.), 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



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

the experience. Use your voice to indicate 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 favorite 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 16 books. He's on Twitter at @marc_saltzman

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Treasure islands

Cruise lines and their private getaways

THE TREND of cruise lines stopping at their own private island resort started in the late 1970s and has heated up in recent years as cruise lines have sought ways to differentiate the experiences they offer. These private spots offer a wide variety of activities and special experiences.

Here are some of the top private island stops, activities and experiences they offer, and tips for getting the most out of your visit.

Norwegian Cruise Line

Great Stirrup Cay, Bahamas. Reggae and calypso bands get you in the mood for palm trees and barbecue at this former pirate hideout and U.S. military base. Enjoy snorkeling, paddleboarding, kayaking and parasailing. Sign up for a guided encounter with stingrays. A must for families is the 40-foot-high, 175-foot-long Hippo Water Slide.

Special tip: Pre-book for a beachside cabana.

Harvest Caye, Belize. This new tropical destination, though technically not an island, offers private pristine white-sand beaches, a pool for kids, a zip line and a shopping village featuring local arts and crafts. Visit the nature center, which offers a butterfly garden, reptiles and birds. Paddle through the lagoon amid the mangroves. Post a letter at the British-style red postal box, an homage to Belize's history as British Honduras.

Special tip: Sign up to visit Mayan ruins.

Disney

Castaway Cay, Bahamas. The names here say it all: They include Castaway Family Beach, Serenity Bay (adults only) and the Teen Hideout (teens). There are supervised programs for children at Scuttle's Cove, though the whole island is for children, big and small. And yes, the traditional Disney touches abound—Disney characters greet guests.

A snorkel trail is dotted with sunken treasures, such as a replica of the submarine from the classic *20,000 Leagues Under the Sea* and a statue of a famous mouse. Traveling with a little princess? Stop by Olaf's Summertime Freeze, a nonalcoholic-drink stand, for a "Let It Go." Strollers and wagons are available, including spe-

cial oversize-tire wheelchairs for use on the sand.

Special tip: Be sure to grab one of the two-person hammocks on the beach.

Holland America

Half Moon Cay, Bahamas. Book a horseback ride that includes a dip in the sea. Much of this island is a nature preserve and international bird sanctuary, so bring your binoculars. The cay's 700-acre lagoon allows guests to feed stingrays and enjoy various water sports. Plus, there's an aqua park for the kids.

Special tip: You can get married in the non-denominational Bahamian church and throw a reception—or just have a beach party for friends—at the Private Oasis, an air-conditioned pavilion with a hot tub, waterslide, showers, butler and personal chef.

Royal Caribbean

Labadee, Haiti. Royal Caribbean leases this self-contained hideaway from the Haitian government. The cruise line has worked hard to maintain the beautiful beaches, which are surrounded by lush mountains. In addition to water sports and an aqua park with trampolines and slides, there are two spectacular rides: The 2,600-foot-long Dragon's Breath Flight Line zips down the side of a mountain, while the Dragon's Tail Coaster races along at 30 miles an hour, offering stunning glimpses of the ocean.

Special tip: Bring cash to purchase arts and crafts from vendors approved by Royal Caribbean and give a small boost to the Haitian economy. Bartering is customary.

A personal tip: Remember, there's no requirement to visit the private islands. No matter what cruise line you choose, and as much fun as the islands can be, if you stay onboard, the ship almost becomes your private yacht. Enjoy an uncrowded pool and your choice of lounge chairs. **C**

Photo at top: Princess Cays, located in the Bahamas, is the private port belonging to Princess Cruise Line; it features water activities, land sports, shopping, and casual and fine dining opportunities.



TODD BIGELOW

PETER GREENBERG

Peter Greenberg is the multiple-E Emmy Award-winning travel editor for CBS News and host of The Travel Detective on public television (petergreenberg.com).

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Is too much confidence a bad thing?

THROUGHOUT OUR LIVES, everyone from parents to teachers to bosses tells us about the importance of self-confidence. Self-confidence helps motivate us to move forward in life, take on challenges and, ultimately, succeed. But how often are we warned about having too much self-confidence? Some experts believe overconfidence can lead to an unwillingness to see the world through others' eyes, a lack of empathy and not being able to recognize our own faults and errors.

What do you think?



FIND OUT MORE ABOUT THIS TOPIC.

On the internet, search:

- When self-confidence is a bad thing.
- Why high self-esteem is a bad thing.
- How much confidence is too much?

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When confidence turns into arrogance and cockiness, that's when it is definitely a bad thing. No one likes a know-it-all and no one likes a showoff. Confidence is great, but you have to learn how to control it.

—Alesha Nicole

Too much confidence is fine within the boundaries of humility, kindness, critical thinking and always knowing how much one has yet to learn.

—Poonam Quick

Too much confidence sounds like overconfidence, which sounds like more confidence than ability. Whether that's a bad thing or not would be determined by those on the receiving end of it. An overconfident nerd asking out a beauty queen is brave and admirable. An overconfident service person who can't really help you is annoying and frustrating.

—Diana Oliver

Confidence is what allows you to take a leap of faith and stretch yourself beyond current expectations. However, too much confidence can lead to a lack of empathy or a false sense of entitlement.

—Kristal McCarroll Speller

Confidence is the balance point between arrogance and fear. A confident person knows they can do the job and do it well, but they also realize they are not infallible. At the same time, they don't have to prove to everyone else how confident they are because then that shows that they're actually insecure.

—Rebekah McDonald Maxim

I'm somewhat confident that it is.

—Jason Durand

YES FROM EXPERTS IN THE FIELD



Subimal Chatterjee is a marketing professor at Binghamton University's School of Management in New York. He studies behavior.

CONFIDENCE IS GREAT, but overconfidence can be very bad or even dangerous.

For many generations, a value was placed on the process through which we would seek answers to better understand the things we saw, heard or read in our daily lives. In the age of instant information, this process has given way to the expectation and the misplaced confidence that we already know the answers. "I've got this," we may say, when we're really just guessing.

As we learn and encounter new information and knowledge, it is natural to gain confidence about what we know and to develop a more accurate sense of what may be true. Confidence cannot be divorced from knowledge—and therein lies the problem.

Our knowledge (and confidence) comes in two ways: instinctively or intuitively, with little thought; or deliberately, with reason and thinking. Unfortunately, we turn first to our instincts for an answer, and if our instincts seem reasonable enough we have great confidence in our answers, even if wrong.

Once we have confidence that our answer is right, we stop collecting data, stop reading about the issue or only seek out information that supports our conclusions. Academics call this the confidence bias, the consistency bias or the jumping-to-a-conclusion bias, and the terrible thing is that we humans are very resistant to correction when others point out that we are wrong.

Too much confidence makes us very narrow-minded. It tells us that we are right and others are wrong, when it may in fact be the other way around.

There was once a stigma attached to making decisions based on misunderstanding, confusion and superficial knowledge of a topic. Today, it seems OK for anyone writing a blog or posting a tweet to consider themselves an expert. That's because it has become easier and more acceptable to simply look at the surface, as long as it is done with confidence.

This socially acceptable overconfidence means that many doors to new information—and to better understanding—will remain unopened. **C**

NO FROM EXPERTS IN THE FIELD



Lori K. Long (bw.edu/academics/bios/long-lori) is a professor in the school of business at Baldwin Wallace University in Berea, Ohio, and is a faculty fellow in the Center for Innovation & Growth.

AN OVERWHELMING BODY of research reveals the crucial role that confidence plays in advancing the belief that we can do something, and supports the theory that a strong sense of confidence can function as a formula for self-efficacy.

While the concept of confidence hasn't changed, our need to communicate our confidence has evolved in recent years. Social media has put our opinions and our ability to confidently express who we are and what we know on broad display for all to see.

Online, and especially in person, real confidence is a very powerful thing. It is based on accurate self-awareness and self-reflection that reveal what we know and what we know we can do. There can be a fine line that we can slip over into overconfidence or arrogance, which is how our confidence is perceived by others around us. In those cases, it's not about having too much confidence; it's about not really understanding ourselves—our abilities and limitations—well enough.

The ability to collaborate is an increasingly valuable skill in today's learning environments, workplaces, civic groups, parent organizations and anywhere else people come together with goals to accomplish. This skill is based not just on our ability to be confident, but on how we demonstrate that confidence.

Never has it been more important to be able to positively influence others. Having plenty of real confidence helps us do this effectively. However, when we allow ourselves to move beyond real confidence and demonstrate what others around us may view as arrogance, it can become hard or even impossible to assert any level of influence.

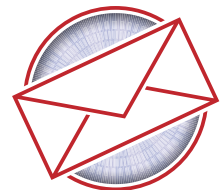
Highly confident people possess the self-awareness that keeps them from slipping into arrogance, real or perceived. They know what they can handle, understand their shortcomings and know when to ask for help. They continue to build their abilities as they grow their confidence accordingly, and they do not hesitate to use their confidence to reach out and surround themselves with others who can step in to fill in the gaps, when necessary. **C**

WHAT DO YOU THINK?

Is too much confidence a bad thing?



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See Member Comments for more Debate responses

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Percentage reflects votes received by December 14, 2017.

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Tim Hurlocker
Director of Fuel
Quality & Compliance

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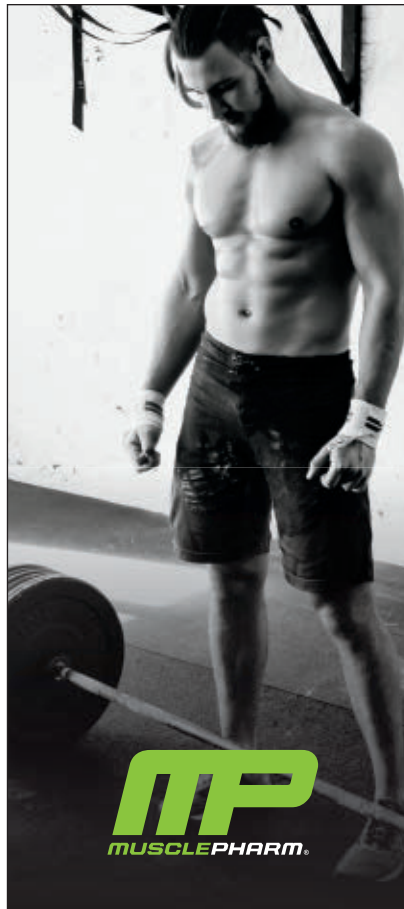
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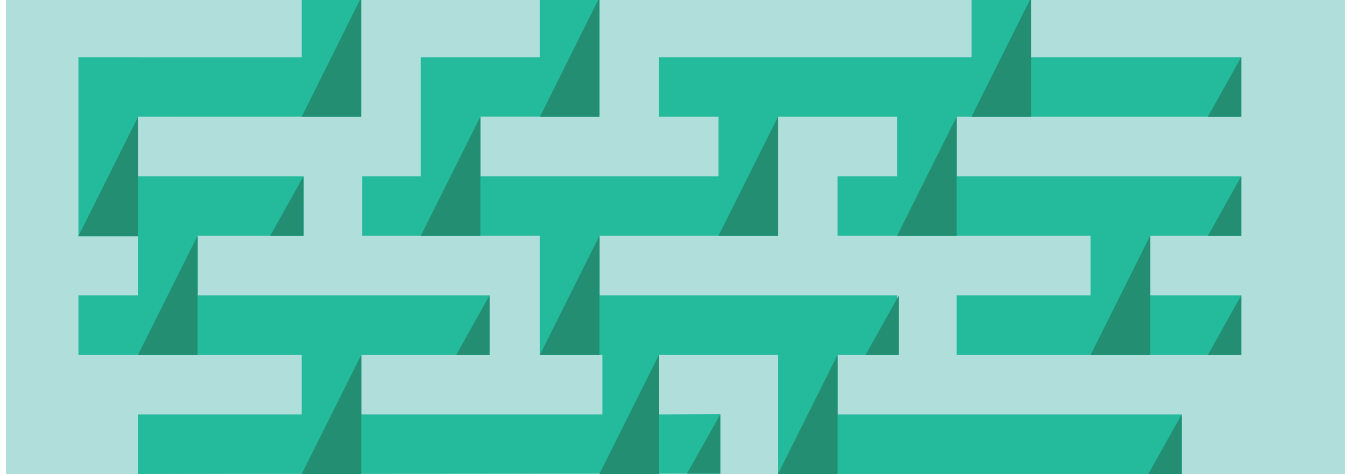


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Spending the right kind of workplace currency to get ahead

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BY CARLA A. HARRIS



COURTESY OF CARLA HARRIS

THERE ARE two types of currency in any professional environment: performance and relationship. Both performance currency and relationship currency work like any medium

of exchange that buys you something. In the workplace, this currency can get you access to a senior person, it can set you up for a promotion and it can also help to generate plum assignments for you. However, not all currencies are created equal.

Performance currency is generated by delivering that which was asked of you and a little bit extra. Every time you deliver on an assignment and exceed expectations, you generate performance currency. This, in particular, is important because it will do three things: It will create a reputation in the marketplace for you, it will also get you paid and promoted early on in your career and it may even attract a sponsor relationship for you.

However, as time goes on in the same environment, performance currency starts to experience diminishing marginal returns, because now it is assumed you will always do a great job and there is no longer any premium associated with the outstanding job you deliver. The workplace medium of exchange that now becomes more important is relationship currency.

Relationship currency is generated by the investments you make in the people in your environment. None of us work in a silo anymore. In every industry we are all working in highly interdependent environments; therefore, in order to be successful, at a minimum, you should have a relationship with every seat that touches your seat. If you adopt the motto “Just keep your head down and work hard,” there is no way you can maximize your success,

The reality, however, is that performance alone will not enable you to get to the top of your career or the top of the organization.

because your ability to move up will always be a function of somebody’s judgment: judgment about whether you will do a great job in this next assignment; judgment about whether the team will follow you; judgment about whether you will ultimately be successful. And judgments are directly influenced by relationships.

Think about it this way: Everybody has power, hard-earned personal influential currency. However, how many people will use that personal currency on someone they do not know? So if people don’t know

you very well or don’t feel as though they have a relationship with you, no one will speak on your behalf and you will not get the new opportunity, the promotion or the plum assignment—and it has nothing to do with whether you can really do the job.

It is a huge mistake to hold back on connecting with others and forming the key relationships you need, because then you will not have any currency that will give you the ability to ask the right person for the promotion, to ask someone to support you behind closed doors, to ask for a salary increase or bonus.

In almost every organization, most people are sold the message that if they put their heads down and work hard, they can get to the top. The reality, however, is that performance alone will not enable you to get to the top of your career or the top of the organization. By definition, when people are involved in the decision-making there is a measure of subjectivity in their opinions, and those opinions are influenced by relationships. Enabling you to maximize your career and organizational success is never a question of whether you can do the work, but instead a matter of who knows you and will speak about the work you have done. **C**

Costco member Carla A. Harris is a managing director at Morgan Stanley, a motivational speaker and an author.



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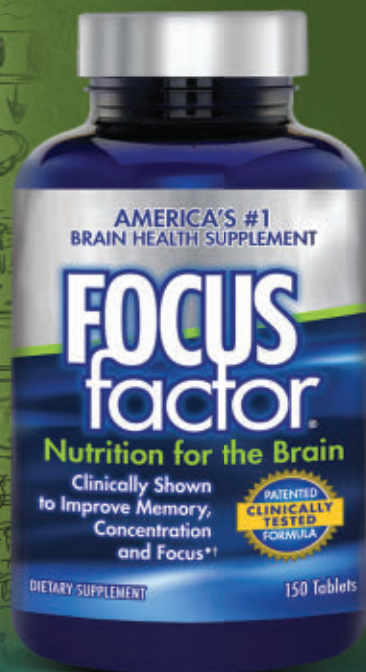
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Chobani founder and CEO Hamdi Ulukaya.

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A dream made real

Chobani's success is rooted in the classic American quest

BY CHRISTINA GUERRERO

WHEN HAMDI ULUKAYA, founder and CEO of Chobani, emigrated from Turkey in 1994 to learn English and continue college in New York, he had never heard of the American dream. But the dream became clear to him over the last decade, as Ulukaya launched Chobani, now the No. 1-selling Greek yogurt brand in the United States. Chobani, whose name is derived from the Turkish word for “shepherd,” produces its yogurt in three plants, located in South Edmeston, New York; Twin Falls, Idaho; and South Victoria, Australia. It was while working in smaller U.S. towns and cities, such as South Edmeston, Ulukaya says, that he realized what the American dream was.

“What makes this country so special to everywhere around the world is that inclusion. Is that everyone has a shot. Is that everyone is welcomed as long as they are an honorable member of the community, that all they want to do is provide for their families within the law, within community rules and expectations, and be who you are from your culture,” Ulukaya tells *The Connection* from an inviting open room at Chobani offices in New York City.

Ulukaya grew up in a Kurdish family of generational nomadic farmers, who mostly raised sheep and prepared cheese. Ulukaya’s mother broke the succession by sending him to boarding school at 11 years old. Despite being home only for summer and winter breaks, Ulukaya says his parents, now deceased, were an important influence in his life.

“My father was a leader in the community. People respected him a lot,” he says. “And my mother was, of course, the center of the household, center of the community. She was the teacher; she was the deep thinker; she was the, I would say, [center of] sanity. She was quiet, but, you know, she would set the tone in everybody. And like any mother, she sacrificed a lot for her children. I always say, whatever I am is because of my mother.”

Ulukaya attended Ankara University, in the capital of Turkey, with ambitions of going into politics, but was persuaded by others to apply for college in the U.S. He first attended Adelphi University in Long Island and later University at Albany, State University of New York, while working on a nearby dairy farm.

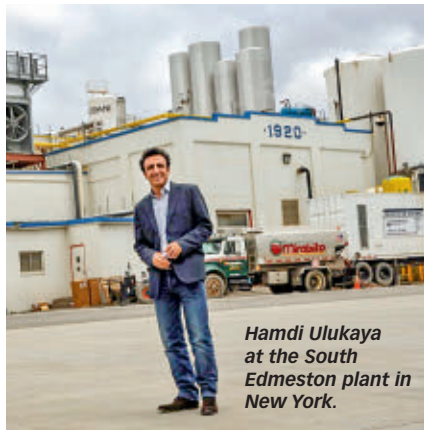
“It was hard, but I found out that what I did back home was very similar to what

they were doing up here,” Ulukaya says. “It’s different here and there, but fundamentals were the same, and it was eye-opening for me.”

Ulukaya’s father, who helped neighboring farmers in Turkey by selling their cheeses in other cities, came to visit him and suggested he import the family’s cheese, an idea Ulukaya originally laughed off. But then he found a distributor, which led him to purchase a building in Johnstown, New York, for manufacturing feta cheese. Euphrates Inc., sister company to Chobani, was created in 2002 and is still in operation.

In 2005, Ulukaya happened across an advertisement for the sale of a yogurt manufacturing plant that was going out of business. Although he initially threw the ad away, he later revisited the idea and scheduled an appointment to visit the building in South Edmeston, New York, the next day. He recalled how his mother made the most delicious yogurt that he had ever tasted, and he could not find anything like it in the U.S.

“I think I can do something with this,” Ulukaya recalls saying about the old plant. “And I think I can make some really good



Hamdi Ulukaya at the South Edmeston plant in New York.

yogurt like my mother used to make.”

He applied for a small-business loan and purchased the plant, hiring back four of the former employees to run it and a yogurt master to help him perfect the recipe for Chobani yogurt, which was introduced at a small Long Island grocery store in 2007. As Chobani continued to grow and the pool of local job applicants started to shrink, Ulukaya reached out to a nearby refugee center in Utica, New York, to assist with placement in his factory. Shoulder to shoulder with his employees, he grew the



Clockwise from top left: An employee at work in the South Edmeston, New York, plant; Hamdi Ulukaya at the opening of the plant in Twin Falls, Idaho; aerial view of South Edmeston plant; an employee takes a sample of raw milk for quality testing.

company and developed the company’s culture, known as “the Chobani way,” by giving back to the community along the way.

“Nothing was going to stop us,” Ulukaya says. “We moved the earth; we moved the mountain; we found a way to make it happen. And in that mode we found out what the Chobani way was: that we respect each other, that we lift up the community, that we have a high reason [for] what we do every day, that we create an environment [where] everybody exists.”

In 2010, the Chobani Foundation was created to give a portion of company profits to charity by investing in communities, such as building baseball fields and community centers in the areas where the Chobani factories are located.

In 2012, Chobani opened its second U.S. production facility—the world’s largest yogurt plant, at 1 million square feet—in Twin Falls, Idaho. Again Ulukaya reached out to find workers from the local refugee center. Approximately 30 percent of Chobani employees are immigrants, speaking more than 19 different languages. Last November, Chobani announced expansion of the facility, with a 70,000-square-foot building that will house a community center and the company’s global research and development team.

Ulukaya is involved with the develop-

CONTINUED ON PAGE 34

COMPANY INFO

COMPANY Chobani

FOUNDER AND CEO Hamdi Ulukaya

EMPLOYEES Approximately 2,500

HEADQUARTERS Norwich, New York

WEBSITE chobani.com

ITEMS AT COSTCO

Chobani Greek Yogurt Cup Variety Pack

QUOTE ABOUT COSTCO

“What Costco taught us is quality food safety. I think that Costco’s food safety and quality team is better than any government quality, any standards that I’ve ever seen anywhere in the country and maybe in the world.”

—Hamdi Ulukaya, founder and CEO



A DREAM MADE REAL
CONTINUED FROM PAGE 33

ment of all Chobani flavors and products, which are made with natural, non-GMO (genetically modified organism) ingredients, including milk from local farms, and without any preservatives, artificial ingredients or artificial colors. He says he is proud to serve his yogurt to his 2-year-old son.

The birth of his son also made him re-evaluate his parental leave policy, and in 2016 he included six-week paid leave for all new parents. Earlier in the year, Chobani, which already pays employees well above both the state and federal minimum wage and offers full health care benefits and a company-sponsored retirement plan to all full-time employees, announced that 2,000 full-time employees would participate in a profit-sharing program. Ulukaya says he wanted to be able to provide more than just a salary to his employees, who helped to create Chobani's success.

"I think everybody has a responsibility in this. Not only a government or state; it's the businesses," he says. "Every one of us has the responsibility. And shortcutting on people's wages or people's benefits is not helping the businesses either. You take care of your people well, you make sure that they get right compensation and they live comfortably, your business will [be] sky-high."

For entrepreneurs, Chobani has introduced the Chobani Food Incubator, a program located at Chobani headquarters that supports innovative early-stage food and beverage startups with grants and mentorship from Chobani's leaders



Hamdi Ulukaya addresses employees at the Twin Falls, Idaho, production facility, the world's largest yogurt plant (pictured below).

in operations, finance, sales and marketing. It also provides examples for young entrepreneurs on how to be effective business owners.

"I love the field of business because it has creativity, it has leadership, it has community, it has sustainability," Ulukaya says. "So you create profit to be able to sustain. And if you put all of this in the right motive, not only [do] you create wealth for your shareholders and your company's

members and yourself—[there] is nothing wrong with that; this country is built on that and it's a free enterprise—but, at the same time, you can lift our community. We can help the environment. We can reach out to the people who are in need. These are also fundamentals of the business." **C**

The Chobani timeline



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It all began when *Shape* magazine introduced an article with a very provocative statement: “When you see a 50-year-old actress who can pass for 35, you can bet that good genes aren’t the only things responsible for her youthful glow.” *Allure* magazine added to the excitement when its “Anti-Aging Special” issue highlighted a key pituitary “Youth Hormone” as its year-end callout.

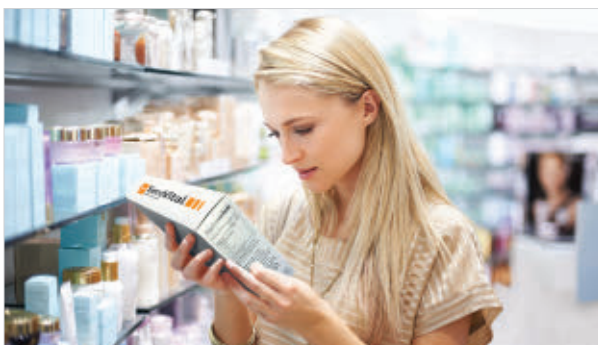
Anti-aging clinics have been offering a synthetic version of this “Youth Hormone” for years, because their clientele believes it helps reduce body fat, increase lean muscle mass, boost mood, heighten sex drive, get rid of wrinkles, tighten saggy skin and provide plenty of youthful energy. As attractive as these benefits are, it’s been, for the most part, an “underground” thing for the wealthy. Why? Because the high cost of about \$15,000 a year (for monthly treatments) limited its benefits to the very rich and famous.

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But that’s not all. The results of the SeroVital study have been exhibited at scientific conferences around the world, including the 9th World Congress of Cosmetic Dermatology held in Athens, Greece; the prestigious Obesity Society’s international scientific meeting held in San Antonio, Texas; and the 2017 annual meeting of the prestigious Endocrine Society. Plus, the SeroVital formula is protected by not one but **15** U.S. and international patents!

With all of this, SeroVital has become the fastest-selling, most talked-about “anti-aging” compound in America, and the clear leader in the “smart aging” revolution. And it’s shaping up to be another great year for SeroVital, thanks to all the publicity, the U.S. and international patent offices, and most especially to all of you who have used it and generously spread the word about SeroVital. We at SanMedica International™ want to sincerely thank you for contributing to SeroVital’s overwhelming success, and to those of you who wish to learn more about this amazing, patented formula and get all the facts, please visit SeroVitalFacts.com.



†SeroVital-high is protected by U.S. Patent Numbers 8,551,542; 8,715,752; 8,722,114; 8,734,864; 8,747,921; 8,747,922; 8,765,195; 8,808,763; 8,808,764; 8,815,311; 9,066,953; 9,198,889; 9,238,023; 9,339,490; and Canadian Patent Number: 2840809. All trademarks are the property of their respective owners. Individual results will vary. ©2017 All Rights Reserved. BR16772-1

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Energy bites

Quick, simple and healthy options for busy people

BY HANA MEDINA

AS EXHAUSTED PARENTS of a newborn, my husband and I were in search of something healthy that we could quickly eat for breakfasts (preferably with one hand). That's when I happened upon a wealth of online recipes for energy bites that we could make at home.

Also called protein balls, energy bites are rolled balls of raw ingredients, often using nut butter or dates as a base. I was happy to find that we already had all the ingredients to make a basic version in our cupboard, a win for our stretched budget. Ingredients often include dried oats, nuts, dried fruits, seeds (we like pumpkin, hemp and flax); protein powder is sometimes listed, as well as an optional sweetener (chocolate chips, honey, agave and maple syrup are great choices). We later expanded upon our original recipe (see the recipe for The Basic Bite, at right), quickly realizing that energy bites can include just about anything you want.

You simply combine the ingredients into a dough, roll them into 1-inch (or so) balls and put them in the fridge, ready for snacking. Some doughs, usually the ones based on nut butter, require refrigeration prior to rolling into balls for easier formation.

The result is a protein-packed snack or meal replacement (two or three keep me satiated) that you can pop into your mouth. Most versions taste like cookie dough, but they are packed with good-for-you ingredients. And because you made them, you know precisely what's inside. These are quick and easy, perfect for anyone short on time. **C**

THE COSTCO CONNECTION

Look for the ingredients you'll need (including Kirkland Signature™ varieties) to make energy bites at your local Costco, and on Costco.com under "Grocery."



THE BASIC BITE ▾

- 1 cup peanut butter (or any nut butter)
- ¾ cup rolled oats
- ¼ cup ground flaxseeds
- 1 tablespoon hemp seeds (optional)
- 1 tablespoon chia seeds (optional)
- ½ cup semisweet chocolate chips
- 2 tablespoons maple syrup or honey

Combine all ingredients in a large bowl and refrigerate for 30 minutes. Remove from fridge and roll into 1-inch balls. Store energy bites refrigerated in an airtight container. Makes 12 to 15 energy bites.

Recipe from Hana Medina



CASHEW AND GINGER ENERGY BITES ▾

- ½ cup rolled oats
- 1 cup cashews
- 1 cup pitted dates
- 2 heaping teaspoons ground ginger

Pulse the oats and cashews in a food processor until they form a flour. Add the pitted dates and ginger to the food processor. Blend until everything forms a sticky dough. Roll the mixture into 12 balls and refrigerate for an hour to set, then store refrigerated in an airtight container. Makes 12 energy bites.

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DELICIOUSLY ELLA



NAMELY MARLY

◀ SUGAR COOKIE ENERGY BITES

- 1 cup rolled oats
- ½ cup raw or roasted cashews
- 4 to 5 tablespoons maple syrup, agave nectar or honey
- 1 tablespoon peanut butter
- 2 to 3 teaspoons vanilla extract
- Pinch of salt

Place the oats and cashews in a food processor. Pulse for a few seconds, until a coarse mixture results. Add the maple syrup and peanut butter. Pulse until combined. Next, add the vanilla extract and salt. Pulse until combined. Transfer the mixture to a bowl and roll into balls. Store in an airtight container in the fridge for up to 2 weeks. Makes 12 energy bites.

Recipe reprinted with permission from namelymarly.com



MYKITCHENLOVE.COM

MOCHA MOMMA BITES ▲

- 1 cup pitted dates (12 to 13 dates)
- 1 cup rolled oats
- ¼ cup mini chocolate chips (semisweet, dark chocolate or vegan)
- 2 tablespoons ground coffee or 2 teaspoons instant espresso
- 2 tablespoons chia seeds

Place dates in a food processor and blend until a paste forms. Place date paste, oats, chocolate chips, ground coffee and chia seeds in a medium bowl. Mix by hand until all ingredients are well blended. Place bowl in refrigerator for 10 to 15 minutes to make mixture easier to handle. Roll mixture into balls. Refrigerate up to 1 week or freeze for up to 4 months. Makes 9 to 11 energy bites.

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NAMELY MARLY

◀ CHERRY VANILLA ENERGY BITES

- ½ cup raw almonds
- ¼ cup plus 1 tablespoon almond or sunflower seed butter, divided
- ½ cup plant-based vanilla protein powder
- ½ cup dried cherries
- 2 tablespoons maple syrup, agave nectar or honey
- 3 tablespoons unsweetened coconut flakes
- 2 tablespoons dried cranberries

Place the almonds in a food processor and pulse until the almonds are just broken up into small pieces. Add ¼ cup almond butter, protein powder, dried cherries and maple syrup. Pulse until ingredients are combined and nuts and cherries are broken into smaller bits. Roll into balls, pressing the mixture between your hands to seal everything together. Place each energy bite on a plate.

Place the coconut flakes and dried cranberries in the food processor bowl (don't bother cleaning it out; it's all good stuff). Pulse until the coconut and cranberries are broken into small pieces. Spread a little bit of the remaining almond butter over an energy ball and roll it in the coconut-cranberry topping. Repeat with each ball. Store in an airtight container in the fridge. Makes 8 energy bites.

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Coconut Oil Body Scrub

2 cups Kirkland Signature™
Coconut Oil

1 cup Kirkland Signature
Pure Sea Salt

Place softened coconut oil and salt in a bowl; mix well. If desired, add a few drops of essential oil for fragrance. Store in airtight container.

Use as a body, hand or foot scrub.



Coconut Popcorn

2 Tbsp. Kirkland Signature
Coconut Oil

¼ cup popcorn kernels

Kirkland Signature Pure Sea Salt,
to taste

Place coconut oil and popcorn in a heavy 3-quart pot over medium heat; cover with lid. As kernels pop, gently shake pan continuously. After several minutes, when popping slows to a few seconds in between pops, remove pot from heat. Pour popcorn into a large bowl and season with salt. Makes approximately 5 cups.

All-around goodness

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Tasty turmeric

An ancient spice goes modern

BY JENNIFER BABISAK

“VARIETY IS the spice of life,” asserted poet William Cowper. Ancient cultures might urge us to consider the spice of life in a more literal sense and give that title to turmeric. The pungent spice imparts a slightly bitter complexity to savory dishes, and rounds out other spices, such as ginger and pepper, that often accompany it.

Health benefits

Turmeric has been revered in Indian culture as a medicinal aid, culinary spice, beauty remedy and fabric dye for at least 6,000 years. Chinese medicine has integrated the spice into remedies for a thousand years; traditional Brazilian medicine utilizes turmeric as an anti-venom to counter the poison of pit vipers.

Turmeric has extended its reach to modern scientific support for its value in a number of applications. Many scientific studies have reported that turmeric may assist in the treatment of cancer, cardiovascular disease, arthritis, Crohn's disease, ulcerative colitis and renal conditions, among many others.

Those looking to utilize turmeric as a nutritional supplement can find it in powdered form as well as in tablets and liquid extracts. However, turmeric can amplify the effects of blood thinners, so anyone taking blood-thinning medication should avoid the spice.

THE COSTCO CONNECTION

Kirkland Signature™ Ground Turmeric and turmeric supplements are available in your local Costco warehouse and on Costco.com.



OUR DIGITAL EDITIONS

Click here to watch Sapna Punjabi-Gupta share her recipe for savory oats. (See page 10 for details.)

Costco member Sapna Punjabi-Gupta, a registered dietitian and ayurvedic practitioner (naivedhya.com), teaches ayurvedic cooking classes. She shows participants how easy it is to integrate turmeric into daily meals and advises them that consuming the spice in culinary applications allows potential benefit from its healing properties.

Cooking essential

Turmeric is derived from the root of the *Curcuma longa* plant, a relative of ginger that grows in tropical regions of Asia. These roots are dug up, dried and powdered.

From traditional curries, to intriguing takes on chicken salad to jazzed-up mac and cheese, turmeric adds spark to dishes of diverse cultures and tastes. “Turmeric adds so much beautiful color, flavor and vibrancy to your meals,” says Punjabi-Gupta.

The spice also makes a soothing bedtime drink when mixed with milk. Called golden milk, the beverage has gained popularity lately, with iced and hot golden milk recipe variations appearing on the internet and pre-mixed golden milk spice blends available on store shelves. Punjabi-Gupta allows that a soothing turmeric tea can serve the same purpose for those restricted by dairy intoler-

SPICED SAVORY OATS

- 2 tablespoons ghee or clarified butter
- 1 pinch asafetida (optional)
- 1 teaspoon cumin seeds
- 2 teaspoons minced ginger
- 2 cups kale
- ½ cup carrots
- ½ cup corn
- ½ cup peas
- 1 cup rolled oats
- 1 teaspoon turmeric
- 1 teaspoon roasted cumin seed powder
- 1 teaspoon coriander
- 3 cups water
- Salt and black pepper, to taste

Heat ghee over medium in a pan and add asafetida, cumin seeds and minced ginger, heating the spices for 10 to 15 seconds. Add vegetables and sauté over medium heat for a couple of minutes. Add oats and remaining spices. Add water and cover the pan. Cook for 5 minutes or until the oats absorb most of the water content. Stir before serving. Makes 4 servings.

Recipe and photo courtesy of Sapna Punjabi-Gupta



ance. She also emphasizes that pairing the spice with black pepper will increase the bioavailability of turmeric's beneficial effect on body systems.

So whether you're looking to enliven your cooking with a dash of Far East flavor or supplement with a potent anti-inflammatory, turmeric may be the spice of life that's been missing from your diet. **C**

Jennifer Babisak is a Dallas-based writer.



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BISTRO APPLE PIZZA

CMI Orchards

- 2 teaspoons garlic, minced
- 2 tablespoons olive oil
- 1 (12-inch) prepared pizza dough crust
- 2 cups fresh spinach, chopped
- 1½ cups Ambrosia apples, unpeeled, thinly sliced
- ½ cup crumbled blue cheese, divided
- ¼ cup shredded part-skim mozzarella
- ½ cup shredded Parmesan cheese
- 1 teaspoon dried oregano

Heat oven to 450 F. In a small skillet, sauté garlic in olive oil over medium heat for 1-2 minutes. Remove from heat. Brush olive oil blend onto pizza crust. Distribute spinach evenly onto crust. Lay apple slices over spinach.

Reserve 1 tablespoon blue cheese. Blend remaining blue with mozzarella and Parmesan cheeses. Distribute cheese mixture evenly over apples. Sprinkle with oregano. Bake 12-15 minutes or until cheese bubbles and crust is brown. Sprinkle on reserved blue cheese as garnish. Makes 2-4 servings.



CMIorchards



Ambrosia



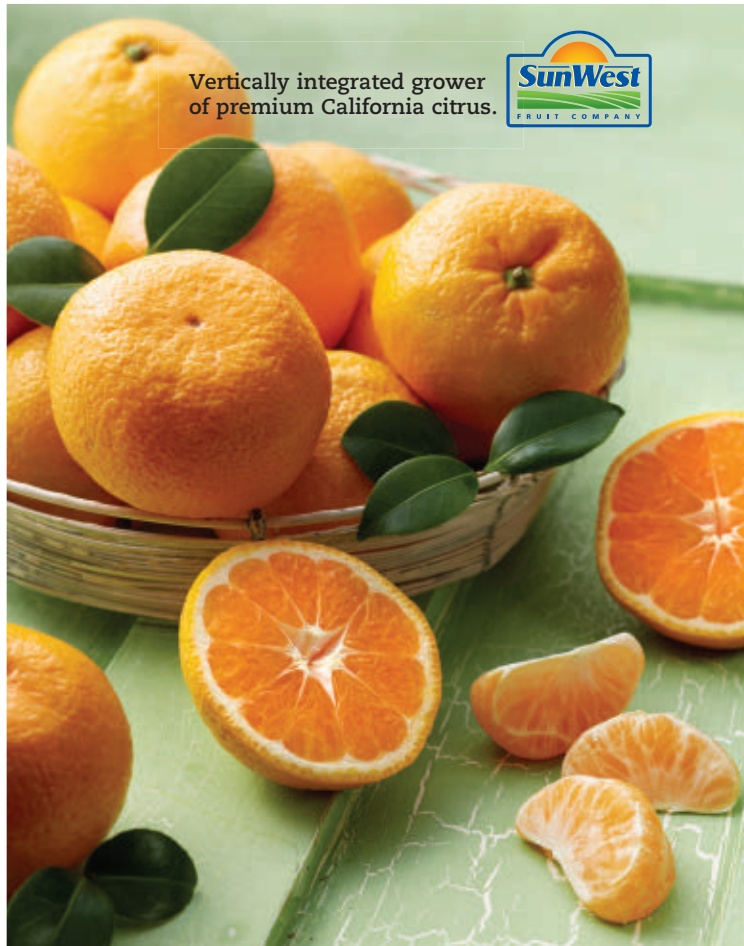
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SAVORY GRILLED CHEESE WITH KANZI

CMI Orchards

- 2 slices sourdough bread
- 1 tablespoon butter
- 1 tablespoon mayonnaise
- 2 ounces of sharp cheddar cheese, sliced thinly or grated
- ¼ Kanzi apple, cored and thinly sliced
- ⅛ small red onion, peeled and thinly sliced
- Arugula

Preheat a skillet over medium heat.

Lay bread slices flat on work surface. Spread butter on one side of each slice of bread.

Place 1 slice buttered side down onto heated skillet. Spread mayonnaise on bread, then top with cheese, Kanzi apple, red onion and arugula. Place second piece of bread on top, buttered side up.

Cook, flipping once, until bread is golden and cheese is completely melted. If sandwich is getting dark too quickly, reduce heat. Makes 1 serving.





Explore the delicious flavors of seasonal citrus with these two easy-to-make recipes. Deliciously versatile, the simple addition of citrus elevates recipes of all kinds—from morning to night.



SLOW-COOKER CITRUS MAPLE OATMEAL

Sunkist Growers, Inc

Start your day with this hearty oatmeal featuring the comforting taste of maple syrup balanced with bright, tangy Sunkist Cara Cara orange. Top with zest for an additional burst of seasonal citrus flavor.

- 1½ cups freshly squeezed Sunkist Cara Cara navel orange juice
- 1½ cups water
- 2 cups milk
- ½ cup maple syrup
- ½ teaspoon ground cinnamon
- ¼ teaspoon salt
- 1½ cups steel-cut oats
- Orange zest, optional

In a large mixing bowl, whisk together orange juice, water, milk, maple syrup, cinnamon and salt.

Generously spray inside of a 3- to 4-quart slow cooker with nonstick cooking spray. Add oats and then pour in liquid mixture; stir.

Set slow cooker to low heat and cook 7 to 8 hours. Garnish with orange zest, if desired. Makes 6 servings.



CITRUS-MARINATED SALMON

Sunkist Growers, Inc.

SALMON

- 1 small salmon fillet with skin, about 2-2½ pounds
- 1 Sunkist navel orange, thinly sliced
- 1 Sunkist lemon, thinly sliced

MARINADE

- 3 tablespoons extra-virgin olive oil
- 1 tablespoon Dijon mustard
- 1 tablespoon local honey
- 1 Sunkist lemon, zested
- 2 tablespoons chopped minced fresh dill
- 2 tablespoons chopped fresh parsley
- 2 tablespoons thinly sliced fresh chives
- 1½ teaspoons kosher salt
- ½ teaspoon freshly ground black pepper

Preheat oven to 250 F. Cut 2 pieces of heavy-duty foil to fit a baking sheet. Stack the foil shiny side down. Spray generously with cooking spray.

Pat fish dry with paper towels. Place fish skin side down in center of baking sheet. If necessary, tuck the tail under fish.

In a small bowl, mix together marinade ingredients. Spoon the marinade over the salmon, coating well. Lay citrus slices over top of the salmon, overlapping in a scale-like pattern. Bake salmon for 40-45 minutes, depending upon desired doneness and the thickness of your salmon (internal temperature should reach 145 F). Makes 6-8 servings.



MEDITERRANEAN YOGURT CHICKEN SALAD

Taylor Farms

- 4 skinless, boneless chicken breasts
- 1½ cups plain whole-milk yogurt
- 1 cup coarsely chopped fresh cilantro
- ½ large Spanish onion, peeled and coarsely chopped
- ⅓ cup olive oil, plus more for brushing
- 6 garlic cloves, peeled and coarsely chopped
- 1 tablespoon fresh lime juice
- 2 teaspoons kosher salt
- 1 teaspoon freshly ground black pepper
- 1 piece fresh ginger, peeled and chopped
- 1 (24-ounce) pack Taylor Farms Organic Mediterranean Crunch chopped salad kit

Place chicken breasts 1 at a time between 2 sheets of waxed paper; pound to ½-inch thickness. Transfer chicken to a resealable plastic bag.

Combine remaining ingredients (except salad kit) in a food processor. Blend until smooth. Pour yogurt mixture over chicken, seal bag and turn to coat. Refrigerate 1 hour or overnight.

Preheat grill to medium. Brush grill lightly with olive oil. Remove chicken from marinade and wipe off excess. Grill chicken until completely cooked through (internal temperature reaches 165 F). Slice and add to Mediterranean chopped salad. Makes 4 servings.



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AUTUMN GLORY APPLE CHEESY BITES

Domex Superfresh Growers

Quick, simple and decadent, these Cheesy Apple Bites are an easy way to entertain your guests during the holidays.

3 Autumn Glory apples
6 ounces blue cheese, softened, or whipped cream cheese
¼ cup thinly sliced celery
3 tablespoons chopped chives
3 tablespoons walnuts, lightly toasted and chopped
½ cup pomegranate arils
3-4 tablespoons honey, optional
Fresh thyme leaves, optional

Lay an apple on its side and cut it into ¼-inch-thick slices. Gently remove any seeds. Repeat with remaining apples. Spread each apple slice with cheese. Sprinkle with celery, chives, walnuts and pomegranate seeds. If desired, drizzle with honey and garnish with fresh thyme leaves. Place on platter. Serve immediately. Makes 10-12 servings.

Note: To prevent browning, dip apple slices into a small bowl of water to which 1 tablespoon lemon juice has been added.





The Clark family left to right: Jon, Penny, Joel and Richard.

SAM FEATHERSTONE

Selling like hotcakes

Kodiak Cakes offers whole-grain goodness and more

BY MARK RAY

NECESSITY MAY be the mother of invention, but some mothers are pretty inventive in their own right. Take Penny Clark. Back in 1982, she sent her 8-year-old son, Joel, around the family's Utah neighborhood selling pancake mix out of a red wagon. This wasn't just any pancake mix, however. It was a version of an old family recipe that called for egg whites, baking soda and vinegar, as the instructions she stapled to each brown paper lunch sack explained.

Joel quickly sold his stock, but Penny decided she and her husband, Richard, weren't ready to run a business and raise five kids at the same time. The dream never died, however. A dozen years later, Joel's older brother, Jon, revisited the idea of launching a pancake business.

This time around, Jon envisioned a just-add-water version of Grandpa Wallace Christofferson's familiar recipe, a version he perfected after months of research and tinkering. In 1995, the brothers loaded up their car and began selling Kodiak Cakes Frontier Flapjack and Waffle Mix to shops

in ski towns like Park City, Utah; Sun Valley, Idaho; and Jackson, Wyoming. Two years later, Jon handed the reins to Joel, who is now CEO.

"It was slow going for many years, and sticking with it was incredibly tough," says Joel Clark. "It was hard to stay motivated, but one of the biggest reasons I stuck it out was because of the customer letters and emails that would arrive almost every day, telling us how much they loved Kodiak Cakes and thanking us for making a healthy product that tasted so good."

It took years before Clark could quit his day job, but business has been booming since Kodiak Cakes nabbed national distribution deals, including one with Costco in 2013. Much of the growth stems from a 2014 appearance on ABC's Shark Tank, where entrepreneurs pitch their ideas and seek venture capi-

tal. The sharks on television, unlike their aquatic counterparts, had quite a taste for pancakes. In fact, one shark offered \$500,000 for 50 percent of the business, an offer





OUR DIGITAL EDITIONS

Joel Clark tells the story behind Kodiak Cakes and the development of Power Cakes. (See page 10 for details.)

Clark and national sales director Cameron Smith turned down. (“I think you guys are smart,” said host Mark Cuban.)

Also fueling the company’s growth has been an increased interest in the value of whole grains. Kodiak Cakes doesn’t just substitute whole-wheat flour for the refined white variety. Instead, it uses 100 percent non-GMO (genetically modified organism) whole grains and infuses protein into its mixes. The results are apparent on the nutritional labels. For example, the company’s original mix contains more than four times the fiber and nearly twice the protein contained in mixes made by competing brands. Kodiak Cakes’ Butter-milk Power Cakes Flapjack and Waffle Mix—its best-selling product by far—boasts 14 grams of protein per serving, the same as a 2-ounce serving of beef.

Over time, the Kodiak Cakes product line has expanded to include muffin mixes, cookie mixes, frozen waffles, syrups and more. All align with the company’s mission to “inspire healthier eating and active lifestyles with great-tasting products for today’s frontier.”

What’s next for the company? “We’re looking for categories where there is a need for great-tasting whole-grain and high-protein products,” Clark says. “The forest is the limit when a Kodiak bear is on the loose. And it’s a big forest out there!” **C**

Costco member Mark Ray is a freelance writer based in Louisville, Kentucky.

COMPANY INFO

COMPANY Kodiak Cakes

CEO Joel Clark

EMPLOYEES 40

HEADQUARTERS Park City, Utah

WEBSITE kodiakcakes.com

ITEMS AT COSTCO

Power Cakes, Apricot Syrup, Raspberry Syrup, Marionberry Syrup, Mountain Berry Syrup, Northwest Berry Syrup, Super Fruit Syrup (selection varies by location)

QUOTE ABOUT COSTCO

“They treat their members with the utmost respect and always work to sell the highest-quality products at the best prices. It is easy for us to partner with Costco because we have similar values here at Kodiak Cakes. We put our consumers first, work hard to release only the best products and always strive to be awesome to work with.”—Joel Clark, CEO

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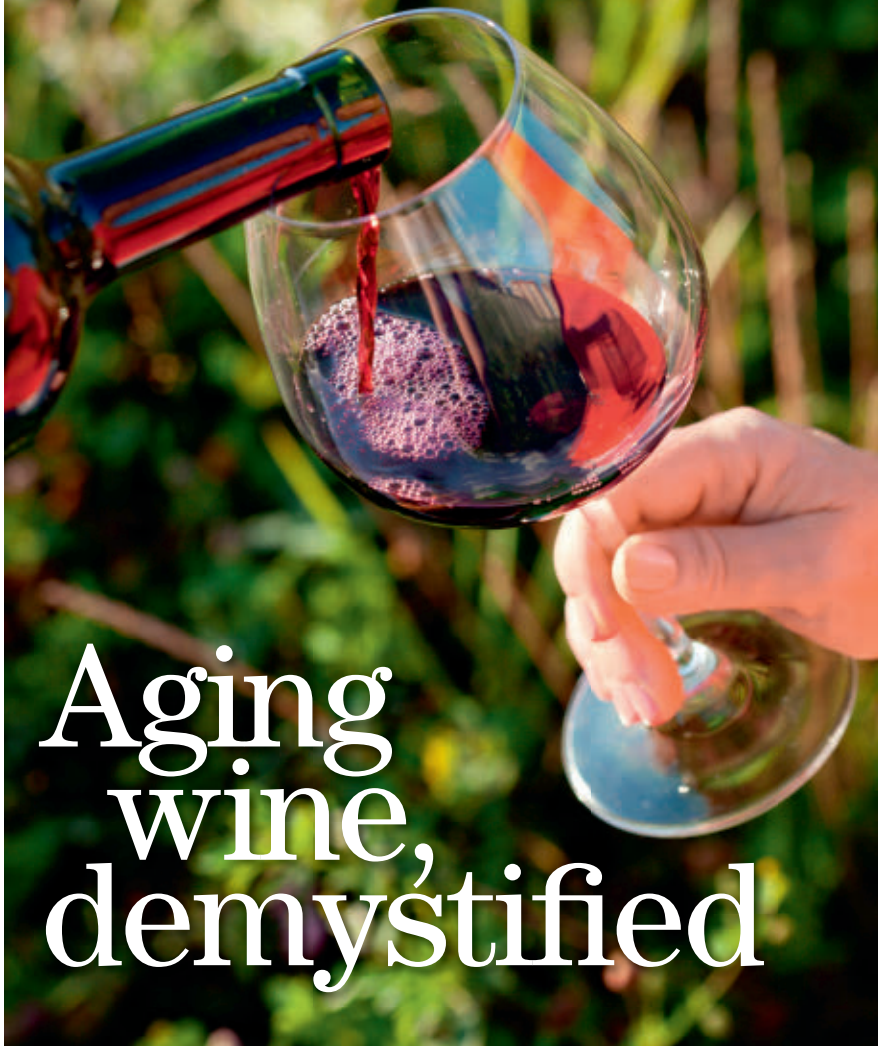
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1. Refresh Idaho® Spuds™ Hashbrowns according to directions; place in large bowl.
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 3. Form into bite-size portions—recommend using a small ice cream scoop.
 4. Cover bottom of medium frying pan with 1 inch of oil; preheat over medium-high heat.
 5. Cook tots in hot oil for 3 minutes, flip and cook another 3 minutes.
 6. Remove from pan; place on plate covered with a paper towel to remove excess oil.
- 1 carton Idaho® Spuds™ Hashbrowns
 - 1/3 cup flour
 - 1 egg
 - 1/2 cup Kirkland Signature™ Bacon Crumbles
 - 1/2 cup Kirkland Signature Shredded Cheddar Cheese



Learn how to make it. Video available mid-January at: www.costco.com/quick-and-easy-recipe-videos.html

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Aging wine, demystified

Which wines will improve with time?

BY JANE ANSON

A FEW YEARS ago, I went to a friend's house for dinner. He got out a bottle of Bordeaux AOC 2000 and asked me if it would be ready to drink. It was 15 years old, from a part of Bordeaux that is best known for its easy-to-drink fresh merlot wines that I would normally recommend opening soon after bottling.

I did my best to be optimistic (having a wine writer for a friend must get annoying), but it was definitely past its best. All that plump fruit that would have been so tasty when young had faded away.

At the other end of the spectrum, there are plenty of times when we miss out on the best bit of a wine's life by opening it when it's too young, and experience a punch of primary fruit and chewy tannin that completely overwhelms everything else. When this happens, we never get to enjoy the more subtle, spicy flavors that can

develop with a little bottle age. I've done this myself tons of times with wines from Napa, where the plump fruit in the first few years is just so seductive that you can forget how beautifully it softens and deepens with a few years of bottle age. The real question is, how do we know which bottles are worth holding on to? It's not an exact science, although there are factors that can help.

Three big influences

Wines with higher acidity (which generally means from cooler climate regions or picked early enough that the fruit is not overripe) generally last longer than ones with low acidity. So do wines with reasonable levels of ripe tannins, which are found in the seeds, skins and stalks of all red grapes and add structure to assist with aging ability.

Alcohol levels are a little less clear-cut. Unlike tannin, high alcohol does not nec-

THE COSTCO CONNECTION

If you're interested in experimenting with aging wine, you'll find plenty of reds, whites and sparkling wines at your local Costco warehouse.

essarily make a wine age well, particularly if combined with low acidity.

The balance among these three things will give you a good idea of how a wine is going to perform over the next few years. It's why plenty of white wines taste better with a bit of aging. You can confidently expect pretty much any sweet wine, such as Sauternes, Tokay and most ports, to age well. Some dry whites, like a good Sonoma chardonnay or a Hunter Valley (Australia) sémillon, and pretty much any riesling, Loire chenin blanc or Rhône white, can also age brilliantly, even if they also taste great when they're young.

This delicate balance of acidity, tannins and alcohol level is why plenty of fresh, juicy reds, such as a sappy cabernet franc from the Loire or a fresh gamay, which you can find from all over California, taste best when young. This is also true for plenty of pinot noirs and merlots—even those from Burgundy, Oregon or Bordeaux. The pleasure comes from the light tannins and fresh fruit that make aging unnecessary.

Aged and ready to drink

Some producers make it easy for wine lovers. Vintage Champagne, for example, is held back until it is ready to drink. A Rioja Gran Reserva is held back for at least two years in oak barrels and three years in bottle before being sold, in theory developing the perfect amount of leather and soft tobacco savory notes to add complexity and interest to the fruit. Similar built-in-aging techniques are used by Ribera del Duero Reserva and Piedmont and Tuscan Riservas.

Other regions—like the Napa Valley, Bordeaux and Barossa—usually sell wines when they are young and leave it entirely up to the buyer to decide when to drink them.

In the end, the structure of a wine tells you how well it will age. Whatever the color or type, if you find concentration, restrained power and a fresh backbone of acidity in a young wine, it is likely to give you great pleasure over the years ahead. **C**

Jane Anson is a wine writer who lives in Bordeaux, France.



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Bringing outdoor sports inside



IF YOU ARE someone who enjoys being active outdoors, the winter months can feel like an eternity of deprivation. It's difficult to get motivated for a bike ride or a run, or to drag that rowing shell out to the water, for instance, when temperatures are hovering in the 30s and 40s and it's pouring down rain.

Fortunately, as you'll see in the articles on the following pages, it's possible to stay connected to your favorite activities, with some minor variations, throughout the dreaded dark days.

Technological advances in equipment and the proliferation of public and private facilities have made participating in team sports and individual athletic endeavors attainable year-round.

Indoor cycling, once a model of drudgery and boredom, has taken a dramatic and exciting turn. Whether you enjoy spin classes at the gym or

want to keep your legs in shape at home, new machines offer a wide variety of connectivity. Want to race a virtual leg of the Tour de France? Climb the road to Haleakala?

Treadmills have seen similar advancements, giving runners the ability to re-create their favorite outdoor routes or challenge themselves with new ones, based on actual routes around the world.

Even rowing machines have benefited from inventive advances, using a variety of approaches to keep users engaged.

Whatever activity motivates you, the winter months are no longer a time of idleness and loss of muscle tone. And Costco is there every step of the way, with gym memberships, exercise machines, healthy food and more. Now you can stay in the game year-round. — *T. Foster Jones*



Team up inside for the winter

You can enjoy your favorite activities year-round

DURING THE WINTER, you may feel like your main workout options are classes at the health club or ch-chilly runs or walks outside. The good news for sports enthusiasts is that many of the athletic endeavors enjoyed outdoors, from tennis to baseball, football, soccer, volleyball and more, can be played indoors. The indoor element—with climate control and new softer surfaces—is even bringing back competitive sports players who’ve long since given up their favorite pastimes.

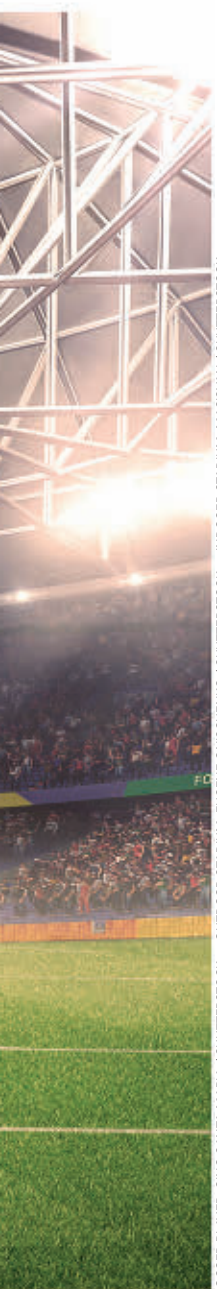
“Technological advancements in flooring, including artificial turf and its sub-base, have translated into less wear and

tear on knees, for example, enabling older players to stay active with less risk of injury and more of the fun,” says Don Shapero, a Costco member and president of the United States Indoor Sports Association.

Indoor sports facilities exist across the country, with lessons and leagues for kids and adults. Some athletes enjoy the temperature control so much they even decide to play indoors during the hottest days of summer.

Football

Rules can vary by facility, but recreational flag football generally starts in January. It can be played on both turf



INDOOR STADIUM: MASISYAN / SHUTTERSTOCK
OUTDOOR STADIUM: EUGENE ONISCHENKO / SHUTTERSTOCK
SOCCER PLAYER: GINO SANTA MARIA / SHUTTERSTOCK

and hard floors with line markings. “The most popular variety of indoor football at the recreational level is flag,” says Shapero, “although some [member facilities] host tackle leagues on their rink-sized or larger fields, similar to outdoor football but with fewer players.”

There’s even a version of arena football that allows the ball to bounce off a net while remaining in play.

Volleyball

Seeking summer fun in the winter? Volleyball rules are generally the same outdoors or indoors, but some facilities even provide sand for beach-like games indoors. If it’s a hard surface, kneepads and elbow pads are strongly recommended.

Soccer

Leagues offer seasons year-round, and indoor soccer can be played in facilities with turf or on a hard surface. On turf, soccer is similar to its outdoor version. On a hard floor, there are fewer players and it is faster-paced because the ball rolls quicker. It’s more exercise as well, because everyone tends to get more time with the ball.

Arena soccer, a version of indoor soccer, is played in the confines of a boarded

(walled) system, like ice hockey, with goals embedded in the far walls, says Shapero. Players use the walls strategically on offense, as well as defense.

Indoor soccer is popular enough that you can find shoes specifically made for the indoor version, but tennis shoes will work for most other sports, says TJ Dunn, program manager at HotShots Indoor Sports Arena in Mount Pleasant, Pennsylvania. Because a wood floor is harder than grass or artificial turf, kneepads and elbow pads are recommended for many sports.

Lacrosse

Recreational lacrosse player Cat Crowley grew up playing lacrosse in Southern California. She recommends being careful

THE COSTCO CONNECTION

Costco members will find sports equipment seasonally in the warehouse and year-round on Costco.com, for tennis, soccer, lacrosse, hockey, table tennis and more.

when playing lacrosse indoors because on a hard floor the ball can bounce at weird angles that are hard to predict. She says it’s best to use an indoor space to practice shots that don’t require bouncing off the floor.

Conditioning drills, passing and setting up plays are also doable in an indoor facility. Box lacrosse is a special version played completely indoors with the boards (walls) used in play and the goals set inside the walls.

Tennis

When choosing among indoor tennis facilities, ask about ease of getting court time. For instance, if you’ll primarily need court time after 7 p.m., ask how far in advance you’d have to book. If you want lessons, ask about instructor credentials. If you want to join leagues or social clubs, ask what’s available.

Meadow Creek Tennis and Fitness Club in Denver is experiencing an influx of customers for pickleball, which is increasing in popularity, says Adam Kahn, Meadow Creek’s co-owner and managing director. The club divides a tennis court into two smaller courts set up for pickleball, which uses smaller rackets and a Wiffle ball. There’s enough demand that pickleball leagues can be found all over the U.S.

Another indoor alternative is table tennis (pingpong); some facilities offer ping-pong or pickleball lessons.

Baseball and softball

Indoor facilities for baseball and softball are generally set up for practice, as opposed to actual games. Netting often separates the two sides of the court, so that base-running practice can take place on one side, with batting practice on the other. You can also look for separate batting cage facilities.

No matter what sport you choose, make sure the facility you opt for is set up with the rules and markings you need, whether the markings are temporary, using tape or chalk, or permanent, with field markers on a surface that’s used for multiple sports.

You may be surprised what activities you find when you begin exploring. Who knows—maybe pingpong will become your next winter workout! **C**

Reyna Gobel is a freelance writer from Brooklyn, New York.

6 QUICK TIPS

1. Book ahead of time. You generally can’t call an hour or so before arrival and score court or indoor field time. Have a winter plan for activities and coordinate with friends.

2. Know what adaptations you’ll need to make. Equipment isn’t much different from outdoors, but think about whether you’re OK with a hard floor versus turf. Also, ask questions about sport changes, such as not playing full baseball games and instead spending time on skills practice. If you do sign up for a league of any sport, ask if you can try a practice game or take a lesson before fully committing.

3. Look for leagues. Unless you are looking to play racquetball or tennis, most indoor sports require having a team to play. Bring your own group or find out when leagues are formed.

4. Ask arena setup questions. Indoor arenas vary quite a bit in how they’re designed, from hockey arenas to artificial turf fields. It’s important to understand not just the facility but how it is set up for field markers and other sports needs.

5. Try a new sport or go back to childhood gym class. You can play anything from tennis to dodgeball indoors. Take this time to try a sport you normally wouldn’t play or one that takes you back to when you aced gym class.

6. Use usindoor.com to find a facility. Go to the website and click on “Find a Facility” at the top right of the screen. You can also use the site to learn about a variety of sports played indoors. —RG

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COMPANY INFO

COMPANY Life Fitness, a division of Brunswick Corp.

EXECUTIVE TEAM Jaime Irick, president of Life Fitness; Mark Schwabero, president and CEO of Brunswick Corp.

EMPLOYEES 2,765

HEADQUARTERS

Rosemont, Illinois

WEBSITE lifefitness.com

PRODUCTS ON COSTCO.COM

A selection of stationary bikes, (including the IC-1, Item #1173164, pictured at right), as well as elliptical trainers, rowing machines and more. On Costco.com, search "Life Fitness" (see current coupon mailer for offer).

QUOTE ABOUT COSTCO

"Costco picks the best [vendor partners] and they get the best value. Our brand is very well recognized in the fitness industry, and our home products are built with the quality and durability the Costco member is looking for, so it is a really good match. That's why we're proud to be a partner of theirs."

—Matt Elsesser, Life Fitness business manager, consumer sales

Life cycle

Life Fitness keeps the pedal to the metal

BY ANDREA DOWNING PECK

WHEN THE LIFECYCLE stationary bike first appeared in health clubs in the late 1970s, a standard for innovation was established that 40 years later continues to power the Life Fitness brand's cutting-edge indoor cycles.

The original Lifecycle, which displayed pulse, calorie and revolutions-per-minute readings, was the first electronic stationary bike. It set the stage for today's high-tech models, with biomechanically ergonomic designs, computerized feedback, customizable training and touch-screen tablets with on-demand virtual programming that provides one-on-one personal coaching and scenic worldwide cycling routes.

"The Lifecycle was created to give the exerciser feedback, and that feedback is some of the same information we look at today," says Matt Elsesser, Life Fitness business manager, consumer sales, and a Costco member. "Instead of checking for pulse, like the original Lifecycle did, now we're using Bluetooth heart rate monitors and tracking devices. The need for data is what started the company, and it's what we stand on today."

Evolutionary cycle

The evolution of indoor cycling has been ongoing. In the 1980s, Life Fitness introduced bikes with digital readouts as well as bikes made specifically for home use. Equipment was enhanced with interac-

tive online tools in the 2000s, while today's state-of-the-art home bikes replicate a fitness club experience, complete with Bluetooth and internet connectivity.

"When you talk about bikes for indoor cycling, it's a departure from the upright, stationary cardio bike that existed 20 or 30 years ago," says Costco member Mike Michels, a Life Fitness manager. "Now they feel more real, like what a traditional road bike feels like. From there, the biggest innovations have been the technology."

Californian Augie Nieto co-founded Lifecycle Inc. in 1978 and guided the company to national prominence in the early 1980s by selling the Lifecycle directly to health clubs. In 1984, Nieto sold Lifecycle to Bally Manufacturing and become president of Bally Fitness Products, later renamed Life Fitness. In 1997, Life Fitness became a division of Brunswick Corp. Nieto continued as Life Fitness CEO until 2002.

Headquartered in Rosemont, Illinois, Life Fitness has grown into one of the world's leading fitness brands, with distri-



OUR DIGITAL EDITIONS

Watch a demonstration of Life Fitness indoor cycling. (See page 10 for details.)

bution in more than 160 countries. It continues to make many products in the U.S., with factories in Minnesota, Illinois, Kentucky, Oklahoma and Massachusetts. The brand portfolio includes Life Fitness, Cybex, Indoor Cycling Group, Hammer Strength, SCIFIT, InMovement and Brunswick Billiards.

Beyond the bottom line

In 2005, Nieto was diagnosed with amyotrophic lateral sclerosis (ALS). Today, Life Fitness continues to honor Nieto's legacy (Nieto is still living, but unable to walk or talk) by supporting Augie's Quest, which is dedicated to raising funds to fund research and find a cure for the disease.

"We stay connected with Nieto and his organization to help fight this terrible disease. It's not taken lightly. We develop products whose proceeds go toward ALS research," says Elsesser, pointing to the limited-edition Augie's Quest Lifecycle bike and other company fundraisers.

Life Fitness also sponsors PHIT America, which is a national campaign to reform the federal tax code through passage of the Personal Health Investment Today (PHIT) ACT, legislation that would allow consumers to pay for fitness-related memberships and equipment using medical saving accounts. PHIT America also provides grants to schools to expand physical education programs.

Elsesser credits Life Fitness employees with the company's success. "We have great people that are looking to help people live healthier lives," he says.

He explains that Costco's current Life Fitness indoor cycling lineup builds on the company's reputation for value and durability while providing members with "good, better and best" choices, and highlights the brand's durability by noting one customer calculated he had ridden his Lifecycle the equivalent of "to the moon and back."

"We don't sell widgets," Elsesser says. "We're selling products that can impact people's lives and help them live longer lives, enjoy time with their families and stay active." **C**

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

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JANUARY 2018 *The Costco Connection* 67

CYCLING TIPS

IF YOUR NEW Year's resolution is to get in shape, indoor cycling can put you on a path to fitness.

"When it comes to cycling, anybody can participate regardless if they are young or old, have been in shape for years or are just trying to get back into it," Houston-based certified indoor cycling instructor Robby Robbins says. "Because it's not a weight-bearing exercise, you don't have the wear and tear on your joints."

Robbins offers the following pedaling tips:

- Start slowly. Cycling challenges the core muscles, from knees to chest, so slowly increase speed and resistance as fitness improves.
- Make sure your equipment fits. Adjust saddle height, saddle fore and aft position, handlebar position and pedal clips or straps so you are in a comfortable riding position.
- Invest in cycling shorts, shoes, heart rate monitors and other gear only after committing to cycling regularly. —ADP





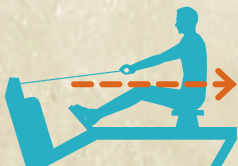
1. CATCH

Lean slightly forward to 11 o'clock, arms extended, knees at a 90-degree angle.

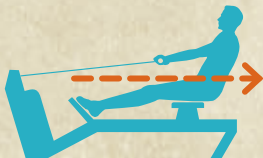


2. DRIVE (two-phase motion)

Extend at the knees and hips, driving the seat backward. Keep arms extended and back straight.

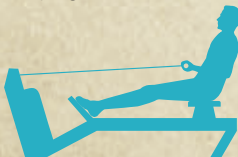


Legs come to full extension. Open the hips and lean back slightly at 1 o'clock.



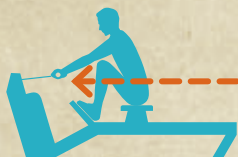
3. FINISH

Arms pull handle to the lower part of the ribs, keeping the back at 1 o'clock.



4. RECOVERY

Reverse order of the drive—arms, hips and legs. Recovery allows for a rest period between strokes and for you to reset to the beginning position.



Infographics courtesy of Life Fitness.



Row your boat

Indoor rowing makes another splash

BY HANA MEDINA

THE INDOOR ROWING machine is no longer a 1980s relic collecting dust in basements across America.

With dedicated indoor rowing studios popping up all over the nation and technological innovations of at-home equipment, Americans are rediscovering an accessible, low-impact and efficient workout that can be tailored to just about anybody.

Rowing can be pretty intense, especially if you're doing an interval or racing workout. It gets your heart rate up quickly, and when the proper form and technique are executed (see left infographic), it works 85 percent of your body's muscles, making it an efficient and timesaving workout. If you only have 20 or 30 minutes, Bill Patton, a Costco member and fitness industry consultant, says, rowing can be "an incredibly intense workout in a very short amount of time."

But the nice thing is, rowing can be done at your own pace, which is especially important if you're just getting started. Many classes are structured to have students focus on bettering their own times, no matter their fitness level. Chelsea Moore, owner of Rō Fitness studios in Austin, Texas, says the most notable thing

about rowing is that it doesn't discriminate. "If you are older or if you are heavier, a lot of workouts are not approachable," says Moore. "With rowing, anyone can sit on that machine and do the workout."

Rowing is also a good alternative for runners, bikers and those accommodating injuries. "It's great for any orthopedic issues or if you have any joint issues. It's a great back strengthener," says Costco member Garrett Roberts, a former collegiate rower and the owner of GoRow Studios in Hoboken, New Jersey. Roberts adds that he often modifies his classes for those with certain injuries, and he reminds patrons to check with their doctor to make sure the workout is a good fit for their health condition.

Why it's trending

Moore, a former collegiate rower, says the growing popularity of group fitness

THE COSTCO CONNECTION

Costco members will find air, fluid and magnetic rowing machines, including the Dynamic R1 Pro Rower, Item #100123672, pictured at right, on Costco.com (see current coupon mailer offer).



COURTESY OF RO FITNESS

NEWBIE NO NO'S

PROPER FORM IS crucial not only to avoid injury, but to ensure you're actually working out the right muscles. Garrett Roberts, a rowing studio owner, adds that it's important to start slow and nail the form before progressing, just as you would with any other exercise.

IMPROPER FORM



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LEANING BACK TOO FAR AT THE FINISH.



MIMICKING A CIRCULAR ROWBOAT STROKE.



PULLING THE ARMS BACK TOO HIGH.

classes have launched rowing back into the mainstream. CrossFit and boot camp classes, which incorporate the rower into a broader workout regimen, seem to be among the activities most credited for this resurgence. But Moore says boutique fitness studios dedicated to rowing are inspired by the spin class format, making an outdoor sport more accessible to all.

What to row

Innovations in rowing equipment have also driven this resurgence of interest. More options are available, compared with the first models developed for home use.

Flywheel models are the most common design. Where the machines differ is how resistance is created (i.e., how hard you have to work) and how much the user can control that resistance.

The three common types of rowers are air, fluid and magnetic. Air rowers use the blades of a fan encased in a circular drum to create resistance; the resistance is adjusted by a damper on the side of the flywheel. Fluid rowers use a round drum filled with water and have limited resistance settings; an internal paddle is connected to the strap, and the harder you

A common rookie mistake is relying on the upper body to do the work (leaning too far forward or too far back).

Roberts says to stay between 12 and 1 o'clock positions, and make sure 80 percent of the effort is coming from the legs. Chelsea Moore, another rowing studio owner, describes the motion as a horizontal deadlift: "If you focus on thinking about it as a push instead of a pull, then you'll be in a much better position." She adds that rowing's about power and efficiency over speed. —HM

push or pull, the more it resists. Magnetic rowers use electromagnets to create resistance and often have a broad range of resistance settings.

Moore and Roberts have air and fluid rowers in their studios, but there does not seem to be an industry consensus on which kind of rower is the best. Patton states it simply: "The rowing machine that's best for you is the one that you will enjoy using the most. If you don't use it, it's not going to do you any good." He says whether it's the way it looks, the way it stores or the way it performs, whatever keeps you coming back is the rower for you.

Whether you're just getting started on a fitness journey or you want to make waves in your routine, consider hopping on an indoor rower. **C**



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GEAR UP!

HERE'S WHAT you'll need for your first sprint triathlon. If you're a beginner, it's best to borrow equipment to see if a triathlon is something you'll want to do again.

- Fitness or road bike.
- Bike helmet.
- Padded bike shorts.
- Running shoes.
- Swimsuit.
- Swim goggles.
- Wetsuit.
- Padded bike gloves.
- Water bottle and cage.
- Bike repair kit.
- Bike pump.
- Race instructions and race bib.

For more information, visit BeginnerTriathlete.com. —CF

TIME TIPS

HAVING TROUBLE making time for training? Try these tips.

- Exercise first thing in the morning, when there are fewer demands on your time.
- Schedule your workouts on a weekly calendar. Keep your appointments.
- Exercise with a friend or group for support and motivation.
- Lay out your exercise clothes and equipment the night before to make it easier to get started in the morning.
- Multitask by riding a stationary bike when watching TV or while reading to make best use of your time. —CF

Sprint to the finish

With the correct preparation, you can swim, ride and run a triathlon



© OSTILL / SHUTTERSTOCK

BY **CHRISTLE FIEDLER**

EVER DREAMED ABOUT competing in a triathlon? You're not the only one. According to USA Triathlon, the organization that oversees all of the nation's triathlon races, triathlons are growing in number.

One reason is the sprint triathlon, which features shorter distances per discipline (a half-mile swim, 12.4-mile bike ride and 3.1-mile run) than the much more demanding Ironman challenge (a 2.4-mile swim, 112-mile bike ride and 26.2-mile run). "Anyone can train for a triathlon, regardless of their age, as long as they

swim, bike and run to build fitness," says Joe Friel, author of *Your First Triathlon: Race Ready in 5 Hours a Week* (Velo Press, 2012; not available at Costco). "It's definitely doable."

"Most athletes who are new to the sport don't have an endurance background or equipment they'll need for longer distances, so competing in a sprint triathlon is a good way to test the waters," says Debi Bernardes, a triathlete and tri coach trainer (ucandoitcoach.com) based in Virginia.

This was true for one of her coaching clients: Karen Vesey, 53, of Ridgeland,

Mississippi, a marathon runner. When Vesey wanted to cut back on running to reduce the wear and tear on her body, Bernardes suggested taking up swimming and cycling, and encouraged her to compete in a local sprint triathlon. Vesey enjoyed the challenge. “It was really hard, and I wasn’t very good, but when it was over I wanted to do it again,” she says.

To date, Vesey, now a certified fitness coach herself, has completed an Olympic triathlon and several Ironman triathlons. Her advice? “Take it one day at a time and surround yourself with people to train you, support you and cheer you on, and you can do it too.”

Of course, it’s important to see your doctor before you begin any exercise program, particularly if you are obese, smoke, have a pre-existing condition, have a family history of premature death and are a male over 40 or female over 45 who isn’t active and in good physical shape.

Take baby steps. “Most people have a tendency to jump in, and then after a week they get tired and sore and they take time off to recover and don’t continue,” says Bernardes. “Instead, start with 10-minute segments in one of the three disciplines: Get in the pool and swim a few laps, or get on a bike or take a short run, and rotate.”

The goal is to work up to 30 minutes or so each day, aiming for four to five hours of training per week for at least three months before the competition. “In this way, exercising becomes a habit, and this consistency makes working out easier,” says Bernardes. “It becomes part of your life.”

Lean on your strengths. Think about your skill set before you begin to train, says Bernardes. Can you cycle, swim or run? Once you know the answer, you can focus on the areas you need to improve most. If, for example, you’re an experienced runner like Karen Vesey, who regularly ran 30 to 40 miles a week, concentrate more on cycling and swimming. If you’re a swimmer, cycle and run more to get ready for competition.

Balance your training. If you don’t have a background in any of the three sports, you’re better off spending half of your training time on a bicycle, since that’s the biggest section of each race, says Friel. After that, split running and swimming. “Get out the door to get in two swims, two bikes and two runs every week if you possibly can,” suggests Friel.

Hiring an instructor, teacher or coach

THE COSTCO CONNECTION

Costco members will find swimming, running and cycling gear and accessories seasonally in the warehouses and regularly on Costco.com.

can help you with proper form and help you meet your goals. One of the best resources for beginners is the website Beginner Triathlete.com, where you can create a custom training program at no cost, including a beginner exercise program, beginner sprint and even couch-to-sprint training.

3
TO GET READY

YOU’LL NEED three months to get ready for a sprint triathlon, so keep this in mind when you search for races on TriFind.com. “The search engine allows you to sort events by state and race distance,” says triathlon expert Joe Friel. “You’ll also find listings for beginners.”

Visit teamusa.org to find the latest list of events. Select “short” (sprint distance) and the preferred dates, location and other details to find races sanctioned by USA Triathlon. Many races take place in the spring and summer, so January can be the perfect time to begin your training.—CF

Avoid injury. Most injuries occur during the run because of the pounding of the feet on the ground. “That’s why it’s good to start small—say, with a minute or two for the first month or so—and slowly build up over time,” says Bernardes. “This allows the body to adjust to the demands without the risk of getting injured.”

Other safety steps include always wearing a helmet when cycling and not wearing headphones when walking or riding, except on stationary equipment. For more information about gear, see “Gear up.”

Get support. Working out is easier if you do it with friends or an exercise partner. “Your friends may not all have the same fitness goals, but they can still support you while you pursue yours,” says Bernardes. Joining a triathlon group or club can also help keep you motivated. “The triathlon community is very supportive,” says Vesey. “If you go to a big race you’re competing with the professionals, but people are always willing to help each other out.” **C**

Chrystle Fiedler is a writer and author who specializes in health and fitness topics.

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HOT TIPS

Branch out. Add an element of massage and aromatherapy to your sauna by using a whisk, a bundle of leafy birch branches you tap against your skin.

The sauna elf. Legend says saunas are protected by elves who ensure that bathers follow proper sauna etiquette. Elves can be grumpy, so make sure you keep the sauna elf happy by following sauna rules.

How sweet it is. Some people apply honey while in a sauna, which is said to help cleanse and moisturize the skin.

Take it all off. Clothing may release dirt or chemicals into the sauna as well as trap sweat and block pores, so going nude is the best way to take a sauna. But wrapping up in a towel is a perfect option for those uncomfortable in their birthday suits.

OK, you can wear a hat. Many say wearing a hat in a sauna allows you to tolerate high heat better and also protects your hair from heat damage.

Scents make sense. You can use essential oils like eucalyptus and lavender in the sauna. Add a few drops to the water ladled on the hot rocks—and breathe deeply.

Cool down. In Finland, taking a sauna can be a two-hour experience. Sauna bathers break periodically for hydration, snacks and a breathtaking dive into a cold pool.—PS



Almost Heaven Princeton
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Costco.com only).

TIM PRIEST

The heat is on

Enjoying the “ah” of sauna

f BY PEGGY SIJSWERDA

FOR CENTURIES, humans around the globe have been gathering in enclosed spaces to sweat—a practice that continues today. Native Americans conduct sweat lodge ceremonies. Koreans and Mexicans sweat in dome-shaped structures. In Finland, where the word “sauna” originated, small wood-paneled rooms or buildings provide the setting.

All of these practices share the goal of bringing people together in a hot space to sweat. Sauna bathers believe the experience offers physical, spiritual and mental benefits. Many say it promotes relationship building and togetherness. In fact, Finnish business meetings are sometimes held in saunas. But why?

Hot can be healthy

Experts say sauna bathing is a healthy activity for most people. A National Institutes of Health study in 2015 that found sauna bathing is associated with a reduced risk of sudden cardiac death and is linked to better overall cardiovascular health. More-recent studies say regular sauna bathing may lower the risk of dementia and Alzheimer’s, reduce the possibility of developing hypertension and provide relief for those with acute and chronic respiratory conditions.

Most sauna fans claim that, in addition to

physical benefits, they experience a mental and spiritual cleansing. Costco member Rusty Everett, executive vice president of a tech firm in California, heads for his outdoor barrel sauna when he needs to do a lot of “deep, critical thinking.” It frees his mind and allows him to think in different directions, he says.

Everett’s children, ages 11 and 13, also enjoy the sauna, which they call the “hot box.” In fact, Everett and his wife are convinced that using the sauna helps their family ward off colds and illness. (Consult with your doctor before jumping into the heat, and kids should be supervised.)

Sweating the details

Costco member Rick Mouw, owner of Almost Heaven Saunas, a Costco supplier, says not everybody understands the differences between traditional versus infrared saunas.

Traditionally, a dry sauna uses rocks heated in specially designed heaters to increase the temperature of the air to 195 F, while reducing the humidity to a bare minimum. A wet (or steam) sauna occurs when water is poured on the rocks, and the resulting steam makes the air feel even hotter. Infrared saunas use heating panels, which produce infrared light, as opposed to radiant heat. The infrared light rays increase your body temperature by penetrating your skin, and can do so at a lower temperature than traditional saunas. Infrared saunas warm up faster than traditional saunas but are not designed to use water or generate steam.

Whichever method you prefer, Mouw says a hidden benefit of sharing a sauna is that it’s one of the few places where you can still enjoy the art of conversation. “You talk with your spouse or your kids or your friends,” he says. “You get the cleansing, you get the endorphin release in your body and you relax. You sleep better than ever because you’re just so cleansed and relaxed. It’s absolutely delightful.” **C**

Peggy Sijswerda writes about wellness and travel.

THE COSTCO CONNECTION

Costco.com offers two kinds of saunas for the home: infrared and traditional. Both are available in sizes that accommodate one to six people. (Search “saunas.”)



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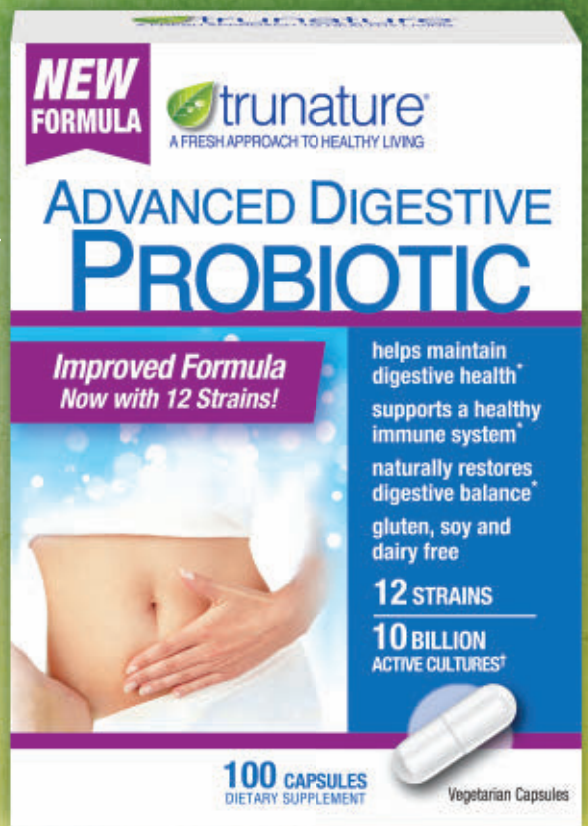
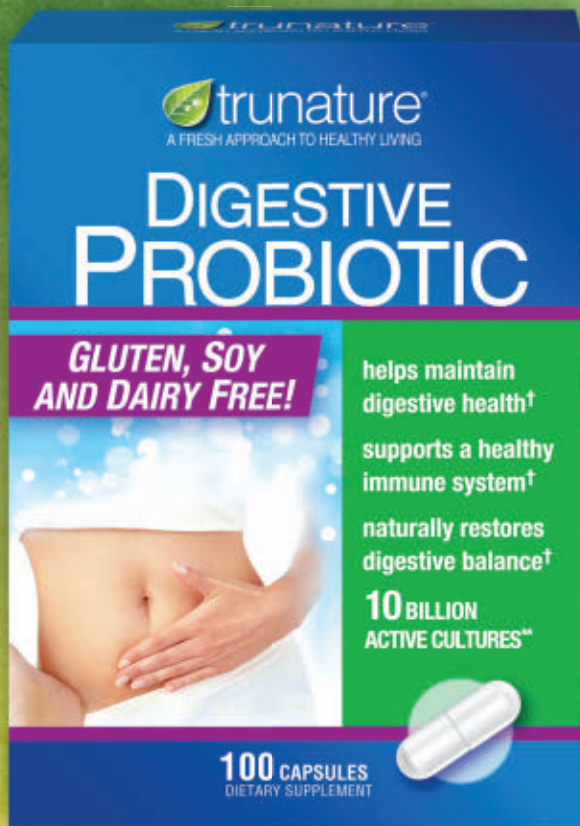
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Which is best for your pain?

Analgesic answers

BY MARIJKE VROOMEN DURNING

WHEN YOU have pain, you may find the large number of over-the-counter (OTC) analgesics (pain relievers) overwhelming. And how do you know if you can manage with an OTC analgesic or if you need something stronger, a prescription analgesic? Here is a quick primer with information from anesthesiologists and pain-management experts that may help you decide. **C**

WHAT TYPE OF PAIN DO YOU HAVE?

SIMPLE, SUPERFICIAL PAIN. Nonsteroidal anti-inflammatories (NSAIDs) may help with aches and pains, strains, anything that could be inflammatory in nature.

Over-the-counter

Nonsteroidal anti-inflammatories (ibuprofen, naproxen and aspirin). NSAIDs often work best for treating pain caused by inflammation, such as sprains, toothaches, headaches, backaches and even arthritis.

Acetaminophen can also treat pain from headaches and arthritis, but it doesn't reduce inflammation and swelling.

The most common **side effect** of NSAIDs is stomach upset. NSAIDs can react with anticoagulants (blood thinners) and are metabolized through the kidneys, so if you have kidney disease your doctor may advise against taking NSAIDs. Acetaminophen doesn't upset the stomach the way NSAIDs do, but large doses can affect your liver.

NERVE PAIN, where it is more of a sharp, shooting sensation or a pain that radiates from one location to another, may require a prescription medication.

Prescription

A prescription **NSAID** for mild to moderate pain may help if you have pain that isn't responding to OTC medications.

Opioids, which are narcotics, are prescribed alone or in combination with acetaminophen. Opioids treat more serious or severe pain caused by injury, surgery or illness. They are usually meant for short-term use only, as long-term use (commonly prescribed for long-term chronic cancer pain) carries a risk of physical dependence or addiction.

Other prescription medications, such as **antidepressants** and **anti-seizure** drugs, may also be prescribed for pain. If you have neuropathic (nerve) pain or chronic pain that doesn't respond to these analgesics, other prescription drugs, such as antidepressants and anti-seizure medications, may help.

Side effects from prescription drugs vary widely, depending on the medication and the dose, but the most common ones are sedation, nausea and vomiting, constipation and the potential for addiction.

THE COSTCO CONNECTION

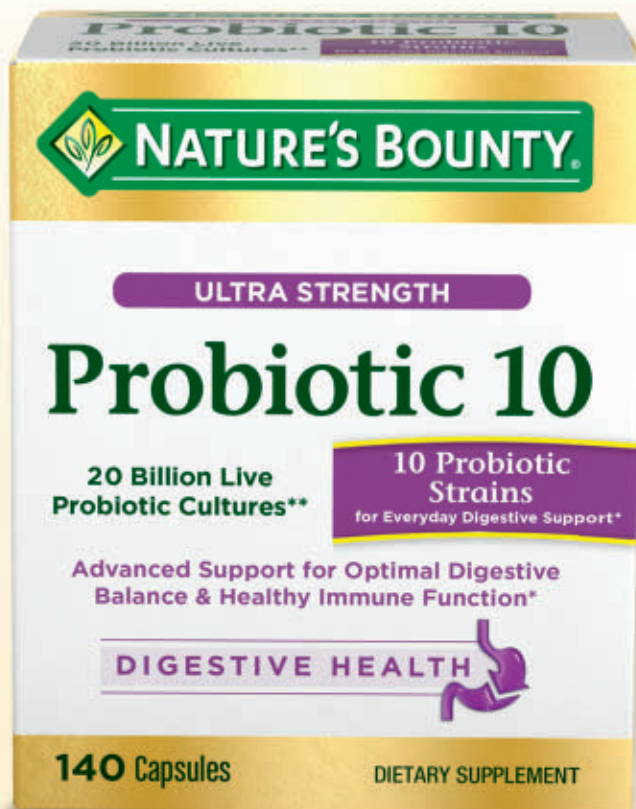
Costco and Costco.com offer a variety of over-the-counter pain medicines. Costco members can get their pain prescriptions filled at Costco pharmacies.

Marijke Vroomen Durning is a registered nurse and author.



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Schedule checkups
throughout the year

A healthy routine



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a BY LISA RABASCA ROEPE

S PARENTS, we never hesitate to schedule regular checkups for our children, but, as adults, we frequently skimp on planning well-patient visits for ourselves. Too often, we visit the doctor only when we are sick.

Yet, doctors agree it's important for adults to schedule regular checkups for themselves too, even when they aren't sick. "Just as we advise routine checks for children to provide health and safety advice and talk vaccines, we need to see adults too," says Costco member Dr. Jessica Ross, who practices family and emergency medicine in Port Perry, Ontario. "Checkups are a great time to talk about healthy lifestyle choices and review any immunizations that you might be due for or new, optional vaccines that might not even be on your radar."

To help fill out your medical calendar, here is a month-by-month health planner that lays out the best times to schedule appointments and start a new fitness routine or diet. Be sure to check with your physician before you start to exercise.

January

Most people start a new diet or fitness routine as their New Year's resolution, yet doctors agree that few patients have long-

SPECIALISTS BY THE NUMBERS

THERE ARE recommended ages for adult screenings and vaccines. "It is important to become familiar with the inevitable milestones and talk to your doctor about moving forward with these tests and specialists," says health and safety investigator Caitlin Hoff.

- 20** The age when the American Cancer Society (ACS) recommends beginning annual skin cancer screenings.
- 21-29** The age when women should begin getting a Pap test every three years, according to the ACS.
- 30-65** The age when women should begin getting a Pap test combined with an HPV test every five years, according to the ACS.
- 50** The age when men should begin getting prostate screenings, according to the ACS. Also the age when men and women should schedule their first colonoscopy.
- 60** The age when men and women should get the shingles vaccine, according to the CDC, which recommends getting the vaccine regardless of whether you recall having had chickenpox.
- 65** The age when men and women should receive the pneumococcal vaccine, according to the CDC. Also the age when women should get a bone-density scan.
- 70** The age when men should get a bone-density scan.—LRR

term success when they start on January 1. Instead, they suggest beginning a new routine based on a birthday or anniversary, or even just the start of a new week, month or season. "Any milestone that resets your life in any big or small way is a great start

day for a diet," says Costco member Claire Martin, a registered dietitian and nutritionist in Oakland, California.

February

Winter months are a good time to schedule a yearly eye exam, especially if you have allergies, says Caitlin Hoff, a health and safety investigator with ConsumerSafety.org. Avoid scheduling an appointment during peak allergy season, when your eyes are more likely to be watery or swollen. Hoff also recommends scheduling a morning appointment, possibly at the start of the workweek, when your eyes are well rested.

March

Only 64 percent of adults ages 18 to 64 visited a dentist in 2015, according to the Centers for Disease Control and Prevention (CDC). Yet, adults should see their dentist at least once a year, and possibly



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twice a year, if they are at high risk for cavities and gum disease, Hoff says.

The best time to schedule an appointment is in early spring, early summer or late fall to avoid the back-to-school rush. You may also want to schedule your visit before December to avoid waiting rooms crowded with patients seeking to use their insurance benefit before year's end, Hoff says.

April

Allergy season begins this month in most states and continues through fall. In some states, allergy season can start as early as February. Consider seeing an allergist before spring begins in your region. If you take allergy medication, make sure your prescription is up to date.

May

Smoking, high blood pressure and heart disease can lead to a stroke. During Stroke Awareness Month, familiarize yourself with the possible signs, as outlined by the CDC:

- Sudden numbness or weakness in the face, arm or leg, especially on one side of the body.
- Sudden confusion, trouble speak-

ing or difficulty understanding speech.

- Sudden trouble seeing.
- Sudden trouble walking, dizziness, loss of balance or lack of coordination.
- Sudden severe headache with no known cause.

Call 911 if you or someone you're with exhibits any of these signs.

June, July and August

Although it's important to protect your skin year-round, be sure to use sunblock during the summer months. In addition, familiarize yourself with water safety rules. According to the American Red Cross, you should always:

- Swim in designated areas supervised by lifeguards.
- Swim with a buddy, never alone.
- Supervise children near water.

Never leave young children alone near water, and teach them to ask for permission to go near water.

- Wear a life jacket if you go boating.

September

This is the perfect month to schedule your annual exam, because you can get your flu shot during your visit, Hoff says. It's also a good time to determine if you

need to see any specialists or schedule any health screenings before year's end.

October

This is National Breast Cancer Awareness month. Women who are age 40 or older should talk with their physician about when to schedule a mammogram. All women should begin having yearly mammograms by age 45 but, if they have a family history of breast cancer, they want to start screening sooner, according to the American Cancer Society guidelines.

November

If you're planning a second visit to the dentist, schedule it this month before waiting rooms get crowded with patients looking to use their insurance and flexible spending benefits.

December

If you haven't yet received your flu shot, the CDC says it's not too late. Flu season usually peaks from December to February. **C**

Lisa Rabasca Roepe is a freelance journalist based in Washington, D.C.

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Item #1140951



Item #1140957



Item #650377



Item #650382

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Kirkland Signature Lozenges, Uncoated Gum and Coated Gum reduce withdrawal symptoms, including nicotine craving, associated with quitting smoking.

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Item #906492

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For more information go to
www.smokefreehabits.com/costco



Health Benefits:

Here are some facts about how your body recovers after quitting**



20 MINUTES

Your heart rate drops.



12 HOURS

The carbon monoxide level in your blood drops to normal.



2 WEEKS

Your heart attack risk begins to drop. Your lung function begins to improve.



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1 YEAR

Your added risk of coronary heart disease is half that of a smoker's.



5 YEARS

Your stroke risk is reduced to that of a non-smoker's 5-15 years after quitting



10 YEARS

Your risk of dying from lung cancer is about half that of a smoker's.



15 YEARS

Your risk of coronary heart disease is the same as that of a non-smoker.

*The Centers for Disease Control and Prevention says that using a nicotine lozenge, gum or patch can double your chance to successfully quit when used as directed with a support program. Many people require several quit attempts to stop smoking.

** American Lung Association

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Beauty inside and out

Topical and dietary tips for healthy skin

BY ILENE RAYMOND RUSH

While healthy skin depends on a healthy diet, adding products called nutraceuticals—ingestible or topical vitamins, minerals and other nutrients—to your regimen “may change how your skin looks and feels,” says Dr. Papri Sarkar, a Costco member and vice president of the New England Dermatological Society (nederm.org). But where do you start? The selection and variety of products are dizzying.

Below are some top ingredient recommendations from members of the American Academy of Dermatology (aad.org).

Biotin. “It’s great for growing stronger nails and hair,” says Dr. Carolyn Jacob, director of Chicago Cosmetic Surgery and Dermatology, who recommends taking 3 milligrams per day.

Ceramides. These lipids can help moisturize and hydrate the skin, says Dr. Diane Berson, a Costco member and associate clinical professor of dermatology at the Weill Cornell Medical College.

Coenzyme Q10. A powerful antioxidant, CoQ10 can promote “[anti-]aging and reduction of fine lines and wrinkles,” says Costco member Holly Carpenter, a chemist and co-founder of HiQ cosmetics. A small 2016 study, published in the journal *BioFactors*, showed that intake of CoQ10 reduced wrinkles and improved skin smoothness.

Collagen peptides. A 2014 study showed that there was a significant reduction in wrinkles among individuals taking a daily supplement containing bioactive collagen peptides, with improvements in their skin collagen and elastin after eight weeks.

THE COSTCO CONNECTION

Costco members will find a wide variety of cosmetics, creams, lotions and supplements for skin care, including retinol, biotin, vitamin C, ceramides, omega-3, zinc and much more, in Costco warehouses and on Costco.com.

Evening primrose oil. “This is a potent anti-inflammatory that can calm down inflamed skin,” says Berson, who notes that some people may have an allergic reaction to the product.

Flavonoids. “Popular ingredients include green tea, soy and grapeseed extract [resveratrol], which are all potent antioxidants and anti-inflammatories,” says Berson.

Hyaluronic acid. A humectant found in the body, hyaluronic acid can hold up to 1,000 times its weight in water. Applying it topically can help keep skin hydrated and plump, says Sarkar.

Omega-3 and -6 fatty acids. “Omega-3s are anti-inflammatory and good for psoriasis, eczema, dry skin and anti-aging,” says Jacob. Crucial to the development of the skin’s natural oil barrier, they can keep skin smoother and younger-looking. Most people get enough omega-6 in their diets, but often lack omega-3s, which can be found in cold-water fish, flaxseed and flaxseed oils.

Vitamin A (retinol). “Retinol can help make skin look younger and plumper, [and help with] reducing fine lines, wrinkling and sun spots,” says Sarkar. Results typically appear in three to six months.

Vitamin C. “Vitamin C is probably my favorite topical agent,” says Sarkar. “The supplement helps build collagen, brightens skin and works as an anti-aging agent.” Look for products with a low pH in dark bottles, since over time the product can oxidize in light and lose potency.

Vitamin E. A combination of vitamin C and E can protect against sun damage and help heal DNA and collagen damage from free radicals, which destroy collagen and elastin fibers in the skin, causing wrinkling and aging.

Zinc. “Zinc and copper are co-factors in the production of collagen,” says Jacob. “So you need to keep your levels up.” A potent anti-inflammatory, zinc can be helpful for acne, says Sarkar, adding the caveat that “as with all supplements, it’s best to consult your doctor to see what things would be especially good for you. A lot depends on your skin and your background.” **C**

Ilene Raymond Rush is a health and science writer.

SKIN CARE

FOR MAXIMUM skin health, experts suggest that you:

- Eat a whole-food, low-glycemic diet.
- Moisturize regularly.
- Use sunscreen. Adding an antioxidant either topically or orally can produce an extra layer of skin protection.
- Buy hormone-free or organic dairy products.
- Reduce mental stress.
- Exercise.
- Include walnuts, wild-caught salmon and berries (antioxidants) in your diet.
- Drink lots of water to keep your skin and body well hydrated. — IRR



OUR DIGITAL EDITIONS
See skin-care tips from the American Academy of Dermatology. (See page 10 for details.)

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**Unless otherwise noted.

**FOR MORE PRODUCT INFORMATION,
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THE COSTCO CONNECTION

Costco and Costco.com offer Kirkland Signature™ hair regrowth treatment. Prescription treatments can be filled at Costco pharmacies.

may also be helpful. They emit a low level of laser light that may help stimulate hair growth, and can be used without a prescription at home. “Lasers used with minoxidil can also have a synergistic effect that may lead to increased hair growth,” Francis says.

Most current treatments, such as minoxidil and lasers, need to be used continuously to sustain the effect; once stopped, hair loss will continue to progress, Francis notes. “What patients don’t realize is that treating hair loss can mean a life-long commitment, and you have to be consistent and patient.”

Transplants and cover-ups

Of all treatments, hair transplants are often the most effective, resulting in the greatest amount of hair regrowth. In these procedures, hair is transplanted from one part of the scalp to areas where there is thinning or baldness. A hair transplant procedure can take four to eight hours, since it is performed by harvesting and transplanting single hair follicles consecutively, but complications are rare. It can take six to nine months for patients to see significant hair growth after surgery.

If all else fails, wigs and toppers (partial wigs that usually cover the top of the head) can be used to cover up hair loss. Powders and spray-on topical hair fiber products can also make thinning hair appear fuller, but they must be applied to existing hair to provide coverage. Most studies have not found any beneficial effect from using supplements and shampoos said to thicken and grow hair.

Research continues

The good news is that research continues to delve into new treatments for hair loss, including stem cell therapies and platelet-rich plasma (PRP) therapy. One of the newest treatments for hair loss, PRP is now being used by dermatologists. With PRP treatments, the patient’s blood is used to formulate a concentration of platelets that are injected into the areas of hair loss. “This may help retain and thicken the hair that one currently has, and may lead to regrowth of new hair,” says Dr. Marc Glashofer, a dermatologist specializing in hair loss who practices in northern New Jersey. **C**

Barbara Boughton is a medical writer and editor.

Growth factors

Dealing with hair loss

BARABASA / SHUTTERSTOCK

BY BARBARA BOUGHTON

AT FIRST THE signs were subtle. Christina, 35, noticed an increasing amount of hair in her hairbrush, and her hair seemed thinner than usual. A year later, she realized she was experiencing gradual but steadily increasing hair loss—including a bald spot near her crown. A Costco member who lives in Tustin, California, Christina has androgenetic alopecia, the most common cause of hair loss; it affects 50 million men and 30 million women in the U.S.

An inherited condition, androgenetic alopecia (also called male- or female-pattern hair loss) usually occurs after the age of 50, but it can begin as early as young adulthood, according to the National Institutes of Health.

More than just a physical challenge

Christina, a single mother, has found it difficult to cope with her hair loss. “After I was diagnosed, my self-esteem went down the toilet,” she says. “I felt embarrassed about how my hair looked, especially on dates. It’s a tough topic to talk about.”

Hair loss can certainly be disheartening and can cause anxiety and embarrassment, particularly for women. “For many of the women I treat, their hair loss is devastating,” says Dr. Shani Francis, medical director of Ashira Dermatology and clinical assistant professor of medicine at the University of Chicago Pritzker School of Medicine. “Hair is often the foundation of

a woman’s self-identity and femininity.”

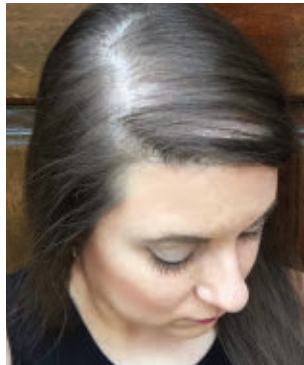
Treatment options

There are two Food and Drug Administration (FDA) approved pharmaceutical products for androgenetic alopecia. Minoxidil, a lotion or foam available in 2 percent and 5 percent strengths, must be applied to the scalp once or twice daily. Oral finasteride (also marketed as Propecia) at 1-milligram strength is FDA-approved for use by men, but cannot be used by women because it causes birth defects.

Although these two pharmaceuticals are considered among the most effective treatments for male- or female-pattern hair loss, they do have disadvantages. Minoxidil, particularly in lotion form, can cause itching and rashes in some people, and finasteride may produce the side effect of sexual dysfunction in men. “With minoxidil, some hair growth occurs in most people to varying degrees. Yet real improvements are not seen for at least four months and sometimes up to a year,” says Dr. Michelle Galant, professor of dermatology at Stanford University.

Other alternatives

Some studies have found that other drugs are useful for hair loss, including oral spironolactone and oral contraceptives for women and topical latanoprost for both men and women. Laser combs, laser helmets and other laser devices for hair loss



The effects of androgenetic alopecia, prior to treatment.

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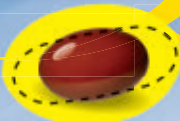
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Buyers' picks

Product selections from Costco's buying teams



Kathy Erisman
Optical



Kim Walior
Pharmacy



Lucy Correa
Non-Foods

ORGAIN PROTEIN POWDER

ORGAIN, A LINE of nutritional shakes and a protein powder certified organic by the U.S. Department of Agriculture, was created by Dr. Andrew Abraham, a Costco member, with one simple goal. "I wanted to create the healthiest, most nutritious certified organic products in the world," says Abraham, a cancer survivor and physician.

Costco has offered Orgain's plant-based Organic Protein Powder for a few years, in sweet vanilla bean and creamy chocolate fudge.

Starting in January, Costco is introducing Orgain Organic Protein + 50 Superfoods, an incredible new product that is exclusive to Costco. Each serving contains 21 grams of organic, plant-based protein, 50 organic superfoods, 1 billion (!) probiotics and food-based vitamins from whole-food sources such as organic guava for B vitamins and organic amla fruit for vitamin C. Available in a vanilla bean flavor, this delicious ultra-premium protein powder has a creamy texture that is perfect in a smoothie, mixed with milk or water, or added to just about any food.

Costco members will find this product on Costco.com and at Costco locations, and at an incredible value. Item #1195611.
—Lucy Correa



COSTCO SINGLE-VISION LENSES

COSTCO PURCHASES THE highest-quality lenses from the largest lens supplier in the world. Our exclusive in-house labs manufacture our lenses with a premium anti-reflective treatment, hard coating and UV protection. To make our lenses easier to keep clean, Costco conditions each

lens with an oleophobic coating that repels oil and water. All of these attributes make our lenses better than our competitors'.

As with all our products and services, we

strive to provide not only the best possible product, but also the best possible value. And the already low pricing on most single-vision lenses at Costco was recently reduced by 16 percent. These single-vision lenses can cost up to twice as much at competing retailers.

As we like to say in the Optical Department, the savings are easy to see.

—Kathy Erisman



KIRKLAND SIGNATURE™ HEARTBURN CAPSULES

HEARTBURN IS A painful, burning sensation in the lower chest or throat that occurs when stomach acid backs up and irritates the sensitive lining of the esophagus. Heartburn can be occasional or it can be frequent, which means it occurs two or more days a week.

One popular over-the-counter medication indicated for the treatment of frequent heartburn is a proton pump inhibitor (PPI). Costco is proud to offer Kirkland Signature Esomeprazole Magnesium Delayed-Release Capsules 20 mg to our members who may be suffering from frequent heartburn symptoms. This new, high-quality, Food and Drug Administration–approved over-the-counter PPI medication treats the same symptoms as the national brand Nexium 24HR, but at significant savings to members.

Ask your Costco pharmacist for help in finding the right frequent heartburn treatment for you. Find Kirkland Signature Esomeprazole Magnesium Delayed-Release



Capsules 20 mg at Costco locations and on Costco.com. Item #1140422, 3 x 14-count.

—Kim Walior

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Treats Frequent Heartburn

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3 Pack

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CAPSULES

Clinically Proven to Treat Frequent Heartburn

Actual Size

The image shows the packaging for Kirkland Signature Esomeprazole Magnesium Delayed-Release Capsules 20 mg. The packaging is yellow and purple, featuring the Kirkland Signature logo at the top. It includes text comparing the product to Nexium 24HR, stating it is clinically proven to treat frequent heartburn and provides 24-hour acid reduction. The packaging also indicates it is a 3-pack containing 42 capsules, which is equivalent to three 14-day courses of treatment. Three individual capsules are shown in the foreground, and a small image of a capsule is labeled 'Actual Size'. The text on the packaging also mentions that it may take 1 to 4 days for full effect.

Esomeprazole Magnesium Delayed-Release Capsules 20 mg treats frequent heartburn that occurs 2 or more days a week. Get 24-hour frequent heartburn treatment.

Not intended for immediate relief of heartburn; May take 1 to 4 days for full effect.

Kirkland Signature products are subject to the manufacturing standards mandated by the Food and Drug Administration, just like the leading national brands.

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USP has tested and verified select dietary supplements for their ingredients, potency and manufacturing process. USP does not verify efficacy claims. See www.USPverified.org.

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Power up with protein

How to get more from
this dietary essential

KIRKLAND SIGNATURE PROTEIN BARS

BUYERS AND suppliers at Costco spent a year developing the Kirkland Signature Protein Bars, released with great success in two flavors: Chocolate Chip Cookie Dough and Chocolate Brownie. This month, additional flavors (Cinnamon Roll, Chocolate Peanut Butter Chunk, and Cookies and Cream) will be available in select locations. Packages of single-flavor options will be available on Costco.com.

Each gluten-free bar is packed with 21 grams of protein. A 2.12-ounce bar has just 190 calories, 7 grams of fat (only 2.5 grams of which are saturated fat), 1 gram of sugar and 4 grams of net carbohydrates. Milk protein isolate—a concentration of cow's milk—and whey are the primary sources of protein. "We've recently adjusted some of the ratios in the protein to achieve a softer texture than the original bars that launched," says Troy Kozen, Costco corporate foods buyer.

Kozen explains that the Kirkland Signature bars are much "cleaner" than others on the market, as they don't contain guar gum, sucralose or palm oil.

Developers created more than 30 variations of the item before they arrived at the current recipe. "The bars were created with a focus on high-quality ingredients, but we also wanted to create an item that tasted great," says Kozen. "Our members have proven with their purchases how much they love the product."—*Laura Bode*

WBY HANA MEDINA

we've heard time and again that protein is key to eating a balanced diet and feeling satiated. But how do we get enough? *The Costco Connection* spoke with Costco member and nutritionist Leslie Bonci (activeeatingadvice.com), who, in addition to working with notable names in the food industry, helped develop the Kirkland Signature™ Protein Bar. She gave us the lowdown on how to increase intake of this crucial building block.

The Costco Connection: *Why is protein so important to our diets?*

Leslie Bonci: It is involved in so many aspects of health, literally from head to toe. We talk about the need for protein, certainly for maintaining and creating healthy muscles, which means it impacts our strength and our ability to move. It's also important for bone health, and protein is involved in remodeling our joints, tendons and ligaments, helping to keep that supporting structure healthy. A lot of people don't realize that protein helps to support a healthy immune system, because protein is a component of antibodies. If you don't have adequate antibodies, then you can't fight off various types of infection.

Protein also [plays a role] in hormones; it is involved in many metabolic processes.

CC: *How much protein do people need?*

LB: The dietary guidelines in the United States recommend roughly about 0.36 gram of protein per pound. For a 125-pound person, this would be 45 grams of protein per day, and for a 200-pound person it would be 72 grams. However, these are minimal amounts, not optimal. Our needs will probably be higher than that.

[Protein intake is] not so much about being male or female, and it can vary by age and activity levels. As we get older we may need more protein, as we lose muscle with age. To keep muscle loss at a minimum, consuming optimal amounts of protein may preserve muscle mass and strength. Plus, during times of active growth [in childhood and adolescence], it is important to consume enough protein to optimize the health and growth of muscle.

Protein needs are higher for people trying to

lose weight, because we don't want them losing muscle. We want them losing fat.

We also need to [spread protein intake] over the day. Over the day, the body goes through periods of time where we have muscle protein synthesis—protein is used to help form new muscle—and other parts of the day, we're having [muscle] breakdown. The goal is to have more protein synthesis than breakdowns.

Most people tend to eat a little, a little more and then an entire cow for dinner. We should space protein evenly throughout the day, ideally 25 to 30 grams of protein at meals and about 10 to 15 grams in snacks.

CC: *What are convenient ways of meeting protein requirements?*

LB: Ideally [it's through] food first. But protein shakes, bars, powders and pre-mixed beverages can help people optimize intake, and since protein is routinely underconsumed at breakfast and in snacks, this can be a great place to add the bars and shakes.

CC: *What should you look for in a bar?*

LB: Leucine, an amino acid and one of the building blocks of protein, tends to have the most pronounced effect on muscle protein synthesis, and a bar with whey protein as its primary protein is going to be one that provides the most leucine. That's number one.

Number two is that if you choose to eat a bar, it will typically not have 50 grams of protein; you'll likely see somewhere in the 20s or lower. This puts a cap on the total calories, which can be helpful for weight control as well.

Number three, a bar should also address one of the other shortfalls in the United States diet, which is not enough fiber. So if you can find a high-fiber bar, that's a good thing as well.

And then, you know, it has to taste good. **C**

THE COSTCO CONNECTION

Look for protein bars, shakes, powders and a variety of protein-packed foods in Costco warehouses and on Costco.com.



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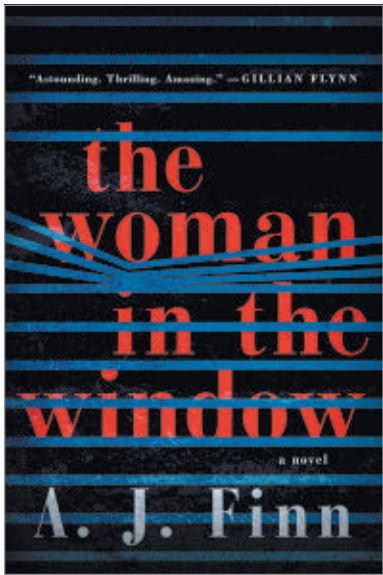
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†Based on median % survivability of Digestive Advantage® probiotic vs. leading probiotic supplements and 19 yogurts in simulated gastric pH for 2 hours. Survivability and delivery of probiotic cells to the small and large intestines is one of the several factors influencing overall product effect. ©2018 Reckitt Benckiser REV. 111517

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*Airborne and Digestive Advantage Gummies are available in the warehouse only.



It isn't paranoia if it's really happening

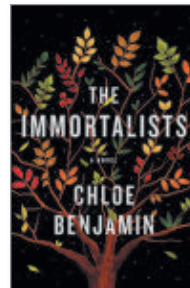
William Morrow | hardcover | available January 2 | Item #1217124

Anna Fox lives alone, an agoraphobic who is unable to go outside. She spends her days drinking wine, dwelling on happier times and spying on her neighbors. But then the Russells move into the house across the street. They seem to be the perfect family, until Anna sees something she shouldn't.

A dazzling family love story

G.P. Putnam's Sons | hardcover | available January 9 | Item #1217139

In 1969 the four teenaged Gold children visit a psychic who claims to be able to tell anyone the day they will die, and her prophecies guide their next five decades. A remarkable debut, *The Immortalists* probes the line between choice and destiny.



Something for everyone

Penguin Random House | paperback | available early January | Item #1216059



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Truth is stranger than fiction

Grand Central Publishing | paperback | available January 2 | Item #1217138

Passion, money, revenge—there's no telling what it might take to drive someone to do the unthinkable. Don't miss true-crime thrillers from James Patterson—premiering on Discovery's *Murder Is Forever* TV series.



Come home to a warm meal

Adams Media | paperback | available mid-January | Item #1215342

Busy families know what a valuable appliance their slow cooker truly is. With minimal prep and easy cleanup, the hardest part is finding the perfect recipe. Luckily, *Slow Cooker Favorites* has them all—from healthful, meatless meals in *Vegetarian* to family favorites in *Beef* and beyond.



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—ANITA SHREVE

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St. Martin's Press
Available January 9 | Item# 1217125

THE WHOLE30

Begin your journey to "food freedom"

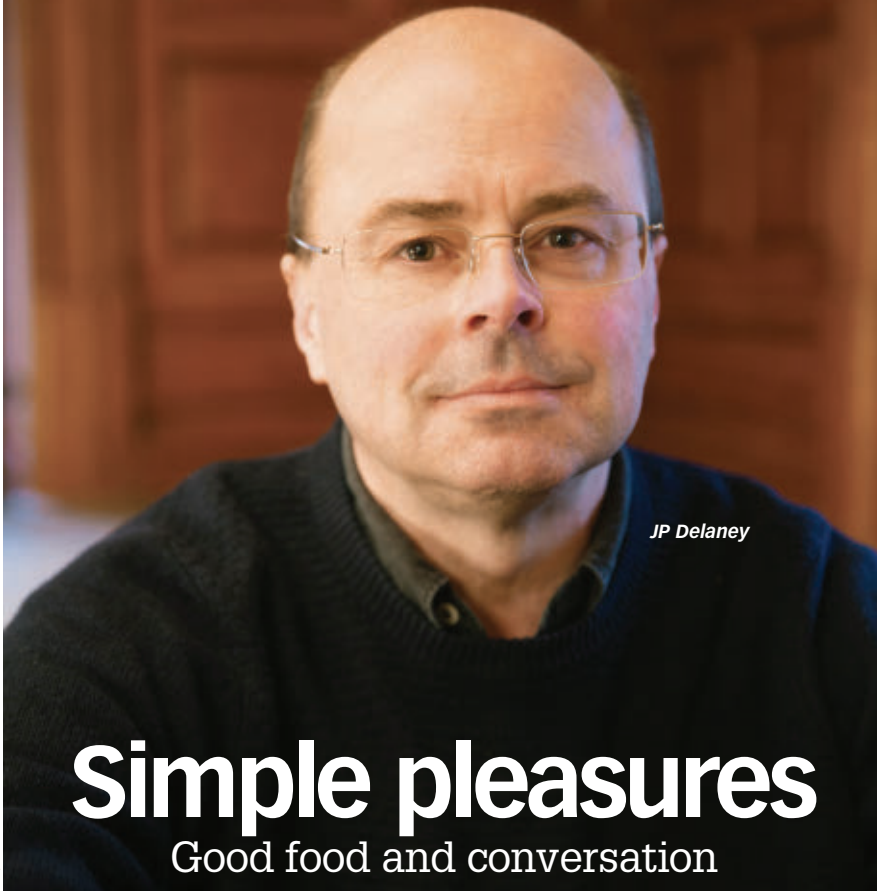
Houghton Mifflin Harcourt

Millions have transformed their lives in just one month with the *Whole30* program. Now it's easier than ever to achieve success while still enjoying creative, delicious meals. The new *The Whole30 Fast & Easy Cookbook*, the follow-up to popular *The Whole30 Cookbook*, is designed to get you out of the kitchen fast so you can enjoy all the benefits of your *Whole30*-inspired life. Make sure to pick up the essential *Whole30* companion, *The Whole30 Day by Day*. It's the daily handbook that will keep you motivated, accountable and inspired.

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Melissa Hartwig and Dallas Hartwig

Flexibound | available now | Item #1208997



Simple pleasures

Good food and conversation

BY JUDY GELMAN AND VICKI LEVY KRUPP

Costco's suggested Book Club read provides insight into a selected novel, as well as an appropriate recipe to accompany your own book club's discussion.

IN JP DELANEY'S psychological thriller, *The Girl Before*, Jane, recovering from a traumatic event, has applied to be a tenant at a minimalist London rental home designed by the owner, architect Edward Monkford. Jane seizes the opportunity to reside at One Folgate Street, despite Edward's selective process and unusual house rules. When Jane begins a relationship with Edward she learns that Emma, a previous occupant, met a mysterious death in the house. Jane and Emma tell their stories in alternating narratives as Jane attempts to untangle truth from lies.

"Afterward, it's as if he comes out of a kind of trance, and the urbane, thoughtful Edward is back in charge. He cooks us some pasta, the sauce nothing more than some green olive oil from an unlabeled bottle, a smear of fresh goat's



THE COSTCO CONNECTION

The Girl Before (Item #1213105, 1/5) is available in most Costco warehouses, along with food and drink to make this dish and more for your book club.

cheese and plenty of ground pepper," Jane reports in *The Girl Before*.

"Edward is a minimalist architect who requires that those who live in his houses adopt the minimalist credo 'less is more' in its entirety, meaning no ornaments, no pictures, no rugs, even no books," Delaney tells *The Connection*. "When Jane starts a relationship with him, she discovers that his minimalism even extends to the food he cooks, such as this incredibly simple dish, a variation on the classic *cacio e pepe* [cheese and pepper]. Yet because the ingredients are very high quality—in Edward's version, the oil is 'lacrima,' the 'tears' which rise to the surface even before the olives have been pressed, hinting at his obsessive and uncompromising nature—Jane discovers how delicious it is. She's being seduced by his beliefs even as she's being seduced into his bed."

To non-Italians, Delaney says, *cacio e pepe* can look almost Spartan. "But if you have really good cheese and really good olive oil, those flavors sing through," he explains. "Pecorino Romano is traditional, but it's hard to find a good one out of Italy, so I substitute fresh goat's cheese, which has the same acidity. Most Parmesan doesn't have that sharpness." Delaney suggests half Parmesan cheese



EDWARD'S CACIO E PEPE

¾ pound fresh linguine
½ cup freshly grated Parmesan cheese
2 tablespoons good-quality olive oil
2 teaspoons coarsely ground black pepper
Salt to taste
2 ounces goat cheese
Basil leaves (optional)
Cherry tomatoes, quartered (optional)

In a pot of boiling salted water, cook the pasta until al dente. Drain, reserving ½ cup of the cooking water. Return the pasta to the pot and add the Parmesan cheese, olive oil, pepper and cooking water. Toss well. Season with salt. Divide the pasta among 4 bowls. Smear ½ ounce of goat cheese on top of each portion. Add basil and tomatoes if desired. Serve immediately. Makes 4 servings.

Recipe and photo courtesy of JP Delaney

and half goat's cheese for a less aggressive taste. "You can jazz it up with basil leaves and quartered cherry tomatoes," he adds, "although jazzing it up somewhat goes against the spirit of the dish, which is its simplicity."

Delaney's past work as a food and travel writer covering Italy for Great Britain's *The Sunday Times* left him with a love of Roman food and its simple, fresh ingredients. "As they say in Italy: 'Whereas French food is all about the skill of the chef, Italian food is all about the glory of God—respect for the ingredients,'" he says.

To accompany this dish, Delaney says, "Italian wine is a must!" He suggests a light-bodied, fragrant red such as Chianti or other sangiovese, or an unoaked, piquant white such as Gavi or vermentino, or an Italian aperitivo, such as an Aperol Spritz, made with Aperol, prosecco and soda water. ☛

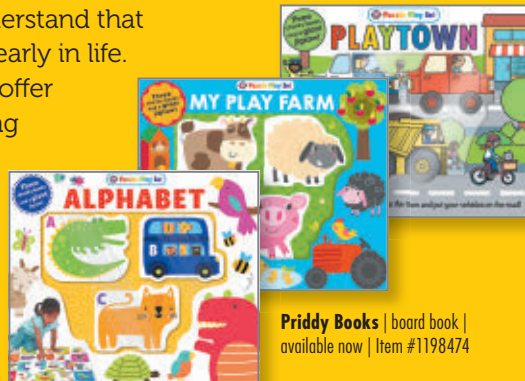
Judy Gelman and Vicki Levy Krupp are behind the cookbook and website The Book Club Cookbook (bookclubcookbook.com).

What's new in Kids books!



Alex Kanenwisher
Asst. Buyer, books

At Costco Wholesale we understand that interactive play helps build skills early in life. So this month we are pleased to offer colorful Puzzle Play Sets for young readers. Each includes three little board books, individually shaped, and a jigsaw puzzle playmat to build on. Durable jigsaw pieces come together to form a scene so the books can be played with as well as read.



Priddy Books | board book | available now | Item #1198474

1



Penguin Young Readers | hardcover | available mid-January | Item #1169128

3



Guinness World Records | hardcover | available early January | Item #1217046

5



Phoenix International | board book | available mid-January | Item #854194

7



Parragon | paperback | available mid-January | Item #1216384

1 Give them more of their TV favorites

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2 It's Fun to Be Smart!®

Vetted by a panel of award-winning teachers, *Brain Quest® Workbooks* open a world of information and education to kids from pre-K through sixth grade. Each book is jam-packed with hundreds of interactive, curriculum-based activities, exercises and games that make learning fun.

3 The authority on record-breaking achievements

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4 Reference books they'll treasure

Take a stunning visual journey into a variety of subjects with a little help from DK and the Smithsonian Institution. Bring the periodic table to life with *The Elements Book*, learn about humans and their stories throughout time with *History Year by Year* and more.

5 Interactive reading fun

Stories come to life with the *MeReader Jr. Electronic Reader* and *8-Book Library*. By following along with prompts and reading themselves, children will gain skills and confidence as they navigate the new world of words. Choose from the gang at *Mickey Mouse Clubhouse* or the pals at *Paw Patrol*.

6 Make reading your superpower

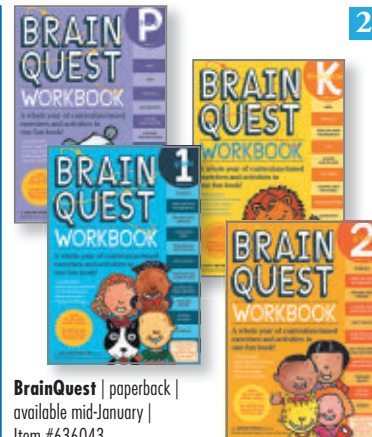
Based on Sylvan's proven techniques for education success, these workbooks are two books in one, offering a solid foundation in essential math and reading skills that prepare students for early education.

In the popular *DC Icons* books for young adults, Bruce Wayne is living proof that superheroes don't need superpowers. There's pulse-pounding action in *Batman: Nightwalker* and *Wonder Woman: Warbringer*.

7 Help build skills at home

Gold Stars Big Workbooks help prepare young learners for school and keep them on track once they're there. Developed by teachers and educational specialists and chock-full of parent tips and advice, *Gold Stars Big Workbooks* make learning fun and engaging.

2



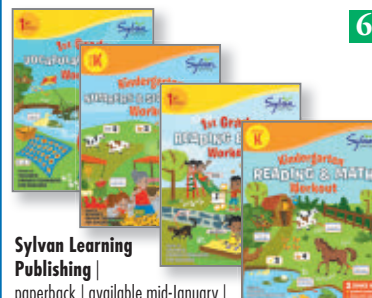
BrainQuest | paperback | available mid-January | Item #636043

4



DK Publishing | hardcover | available mid-January | Item #1064515

6



Sylvan Learning Publishing | paperback | available mid-January | Item #974842



Random House Books for Young Readers | hardcover | available January 2 | Item #1186425

Luck story

Author finds inspiration in ancestors who survived the Holocaust

BY HOPE KATZ GIBBS

FOR AS LONG as she can remember, Georgia Hunter has been a writer. At age 4, in homage to her father Thomas Hunter's 1982 sci-fi book, *Softly Walks the Beast*, she penned her first novel, calling it *Charlie Walks the Beast*.



Georgia Hunter

ANDREA CARSON

When she was 11, she pitched an opinion piece to her hometown newspaper; since that debut in the Attleboro, Massachusetts, *Sun Chronicle*, her personal essays and photos have been featured in *The New York Times*' "Why We Travel" column, in *travel* magazine and on *Equitrekking.com*.

At 15, the seeds for her epic historical novel, *We Were the Lucky Ones*, were planted when a high school teacher assigned an I-Search project for students to explore their ancestry. Over an afternoon spent talking with her grandmother, Hunter—who was not being raised in the Jewish faith—was surprised to learn that she came from a family of Holocaust survivors.

"I had no idea that my grandfather was Polish-born, much less Jewish," shares the author, whose book was named one of the "Best Books to Read in 2017" by *Glamour* and *Harper's Bazaar*. She didn't think about the project for another six years, until she attended a family reunion, when additional stories of the war were revealed. "I knew then that I needed to investigate and write about what happened," she says.

Armed with a digital voice recorder and a Moleskine notebook, Hunter set off on a nine-year journey that took her around the globe. The

result is her acclaimed book starring her ancestors, the Kurc family.

From the first page, readers are catapulted to the spring of 1939. In the small Polish town of Radom, 62 miles from Warsaw, the close-knit clan is living under the cloud of the looming war. By the end of the 400-page novel, readers have traveled from the jazz clubs of Paris to Krakow's most brutal prison to the ports of Northern Africa and the far reaches of the Siberian gulag.

Does the Kurc family reunite, as they promise each other they will?

"Without giving away too much of the plot, I can tell you that in real life my family is somewhat of a statistical anomaly," Hunter, now 39, tells *The Connection*. "I can only imagine how hard it must have been for my relatives to keep putting one foot in front of the other, to stay one step ahead of danger and to remain hopeful that they may see each other again."

Walking in their footsteps was essential, Hunter insists, noting some of the most poignant moments of her research were the hours she spent in Radom: "I felt drawn to visit, but was scared to go. But I found a quaint town with beautiful cobblestone streets, wrought-iron lamps and red poppy flowers spilling out over balconies, and understood why my great-grandparents had chosen to raise a family there."

Hunter also visited the empty square where Radom's synagogue once stood, along with the old Jewish cemetery, which, before World War II, was populated with thousands of headstones. Only a handful exist today, as the majority were ripped up by Nazis to build an airstrip. "While Radom felt surprisingly livable, it also left me with a very haunting, chilling feeling of ghosts being all around me," Hunter acknowledges.

Hunter hopes to inspire others to go on their own I-Search expeditions. "It's incredibly rewarding to look back in time, to put your relatives on a map in a time frame, then research that era and think, what was it like to live back then? If you have the chance, ask questions of your relatives and write your findings down in a notebook or an online blog. It'll be your gift to future generations." **C**

Hope Katz Gibbs is a journalist living in northern Virginia whose ancestors hail from Kiev.



COSTCO STUDIO / FRANCE FREEMAN

PENNIE'S PICK

I'M ABOUT AS sentimental as they come. It's not just stories about my family that pull at me and have me tearing up faster than you can say "reunion." I'm ready to listen to or read about any family saga—fact or fiction. First-time novelist Georgia Hunter delivers just the kind of story I love in this month's book buyer's pick, *We Were the Lucky Ones*.

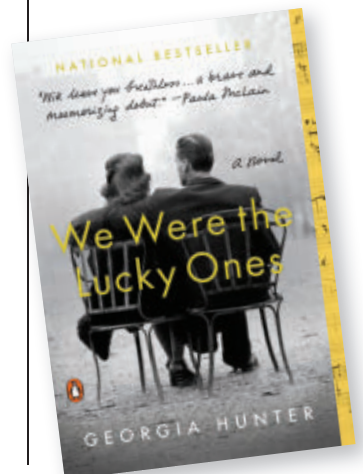
In a novel spanning many years and countries, Hunter tells the story of the Kurc family, which is split apart at the outset of World War II. The rest of the novel follows the family as they fight to reconnect.

The fact that this book is inspired by her family's story makes it all the more touching.

We Were the Lucky Ones (Item #1213108) will be available in early January in most Costco warehouses.

For more book picks, see page 107.

—Pennie Clark Iannicello,
Buyer, Books



SIGNED BOOK GIVEAWAY

Costco has 50 signed copies of Georgia Hunter's *We Were the Lucky Ones* to give away. To enter, go to costcoconnectionbookgiveaway.com.

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Staff book pick



Shana Stowers
Assistant Buyer,
Books

EACH YEAR I wake up on January 1 determined to adopt healthy eating habits. And then, before I know it, I've slipped back into my normal routine. Before I can say "resolutions," the year has passed, and the cycle starts all over.

This year will be different. In addition to my resolve, I also have *Atkins: Eat Right, Not Less: Your Guidebook for Living a Low-Carb and Low-Sugar Lifestyle*, by Colette Heimowitz. She has 25 years of experience as a nutritionist and is the nutritionist face of the Atkins community.

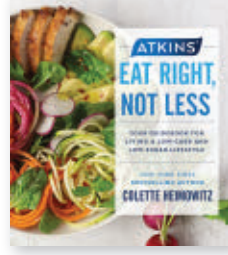
Filled with delicious recipes that are low in carbs and sugar, this all-new guide focuses on eating right—not less—for weight management and better overall health. Readers will find meal plans, healthy takes on comfort foods, and tips for creating a low-carb kitchen and for setting achievable goals.

When asked what she'd like readers to

know about this book, Heimowitz had this to say: "There is something for everyone here. If you need tight guidelines to lose weight and improve your health with the Atkins diet, our structured Atkins 20 and Atkins 40 plans will help you achieve your goals. Atkins 100 shows you how to ease into a low-carb lifestyle.

"I explain the hidden sugar effect; you'll be surprised to learn what so-called 'healthy' carbs can do to your waistline, energy levels and health. Finally, I'm excited to introduce 100 mouth-watering low-carb and low-sugar recipes that are perfect for any occasion, from weeknight to date night."

Atkins: Eat Right, Not Less: Your Guidebook for Living a Low-Carb and Low-Sugar Lifestyle is available in most Costco warehouses. (Item #1214329; available now) **C**



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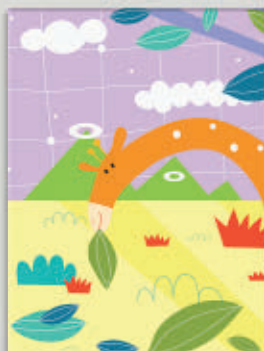
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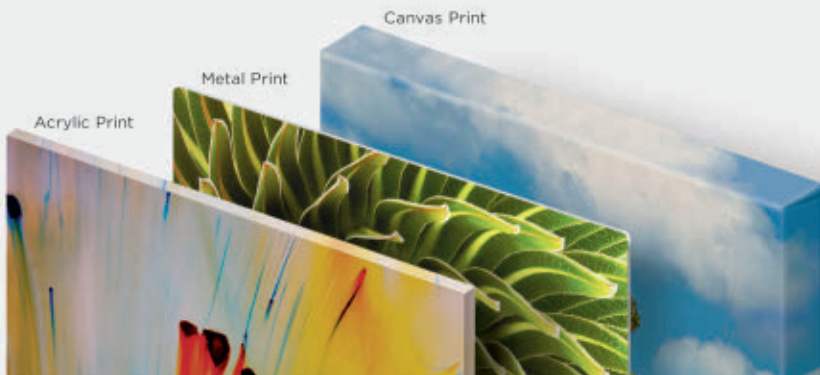
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The greatest room of all

Functional layout options to make your great room great again

BY JENNIFER ADAMS

How great is your great room? And how good do you feel when you're there? Do your kids have room to play? Can everyone in your family comfortably watch TV or have a meaningful conversation?



JENNIFER ADAMS HOME

SINCE A great room combines living and eating space, arranging your furniture just right is key. Successful furniture arrangements are like a lively cocktail party or get-together, where you have several small groups of friends talking with one another. Think about your furniture as if the pieces are friends. If the room is crowded, with too much furniture, it's hard to move around and see everyone. If the room is too empty or everyone is standing too far apart, you feel awkward.

Before you purchase anything, consider how you intend to use the space. Ask yourself what mood you want to create. For example, is it for fun and games or more for relaxing? This will help you establish your color palette and decide what furniture, accents and accessories to buy. How many people do you intend to have in the space at any one time? Will it be mixed use for kids, adults and pets? This will determine the number of places to sit and the durability of the fabrics you select.

Next, identify your main focal feature, such as a TV, a fireplace or a nice view. If there isn't enough space for your TV next to or above the fireplace, prioritize one over the other (it's completely OK if you choose the TV). If you hang your TV directly on the wall, try using a media console, a shelving system or an attractive statement armoire to hide the extra equipment.

Your focal feature dictates the direction for most of your furniture. Too many focal points and the room may look chaotic. Place the sofa or sectional and at least one other chair oriented toward your main focal feature. Angle at least one or two chairs or seating cubes, poufs or ottomans toward the sofa for easy conversation. The most interesting great rooms have a variety of seating options, enough for everyone in the



family, plus a few guests. Keep your furniture close together for conversation, but not so close you can't easily walk through the arrangement. Make sure everyone has a place for a beverage or book within easy



OUR DIGITAL EDITIONS
Click here for a short video with Jennifer Adams on great-room design. (See page 10 for details.)



Great rooms should be open, have a central focus and be anchored by a coffee table or smaller tables.

have space, a floor lamp or a tall tree on the opposite side of the sofa balances the arrangement. A sofa table behind a floating sofa adds a place for lamps and objects you love. It also softens the back of the sofa or sectional.

Layering in lightweight seating such as stools, floor pillows or a bench that can be easily moved around adds a lot of flexibility. An armless sectional functions like a bench and allows somebody to sit facing the main part of the sofa or in a different direction. Sofas with sturdy, boxy arms also work this way; somebody can perch on the arms or even on the back. Consider using lightweight ottomans as a coffee table if you have kids, so you can easily create a big open space in the center for play.

Typically, great rooms are casual and inviting, but it all goes back to how you



TOP LEFT: © MONKEY BUSINESS IMAGES / SHUTTERSTOCK, ALL OTHERS COURTESY JENNIFER ADAMS

reach, wherever they're sitting. Look for small, portable accent tables that can accommodate a laptop, a glass of wine or a cup of coffee. The coffee table anchors the room, and whether it's one big table or a clustered group of small tables for added interest, the coffee table should always be placed close to and centered on the sofa. A coffee table you can sit on is great for quick conversations, but nobody wants to be in the middle of the seating group for very long.

Place an end table at each side of the sofa and between pairs of chairs or on one side of an individual chair. Round tables take up less space than square ones. If you

want to use the room and the vibe you want to create. Personally, I love to kick back and curl up with my dogs or my husband anywhere in our great room, and I prefer to have nothing so precious that we can't actually use it. Your great room should be all about how you want to live. It should give you that love-coming-home feeling every time you walk into the room. **C**

Jennifer Adams is an award-winning designer, author and TV personality. Send your questions to AskJennifer@JenniferAdams.com. A variety of Jennifer Adams Home products are available on Costco.com and rotate in Costco warehouses.



LIGHTING IN YOUR HOME

THE RIGHT lighting can make your home shine. The wrong lighting can have a number of unfavorable effects: poor sleep, how you feel about yourself, the way you see colors in your clothing and décor, your general mood and even the safety of your home. Here's how to create a sparkling, beautiful, light-filled home year-round.

Include lamps and accent lighting in addition to the ceiling fixtures.

Overhead lighting isn't flattering to anyone, and if there is only one fixture in the center, a room actually seems darker because you are always looking into your own shadow.

Before you begin updating your home's lighting, start by taking an inventory. Do you need lamps in your living room, bedroom or office? Do you have nightlights in hallways and bathrooms? Do you have artwork, plants or accessories that need highlighting?

Use dimmer switches wherever you can. Controlling the lighting level is key to setting the right mood, especially in dining rooms and bedrooms. Double-check that your bulb works with a dimmer and doesn't hum or make noise.

Experiment with different bulbs. Buy one or two of several different types of lightbulbs. Find the ones that you like best and that make you feel good.

- Daylight bulbs have bright blue-white light. They will make your whites look amazing, but tend to feel harsh.
- Soft white bulbs and many incandescent bulbs have warmer tones and won't make your fabrics look yellow.
- Warm white bulbs are great for fall or for décor with dark tones, but don't work well for light-colored décor as they can turn everything yellow.

Welcome yourself home. A shining lamp on a timer, or a light in your entry or living room, helps your home look occupied. And it's more inviting to come home to than a dark house.—JA



OUR DIGITAL EDITIONS

Click here for a short video with Jennifer Adams on lighting tips. (See page 10 for details.)

Distinctly modern

*Mixing stylish versatility
with modern design*



▲ Relax-A-Lounger

Sit, recline or sleep in style. With its padded pillow-top surface, this multi-position bonded leather lounger offers extreme comfort in any room. **Item #1158043.**

▼ **Pulaski Sliding-Door Curio Cabinet** Includes a sliding, lockable, tempered-glass door, adjustable glass shelves, LED lighting and a mirrored back panel. **Item #1158050.**



◀ Global Direct Floor Lamp

Featuring a rubbed, dark-bronze finish, an adjustable arm and a fabric shade, this lamp houses a 100-watt-maximum socket. LED bulb included. **Item #1074736.**



▲ Pike & Main 48\"/>

Features premium mahogany solids and mindi veneers, raised door panels, a solid-edge wood top and full-extension ball-bearing drawer guides. **Item #1074651.**



◀ Tresanti 74\"/>

This media console holds all of your entertainment accessories, while the infrared fireplace provides supplemental heat for up to 1,000 square feet. **Item #1158044.**



▲ **Pulaski 9-Piece Counter-Height Dining Set** This set includes one table and eight chairs, featuring cherry veneers, a solid-edge top and a self-storing butterfly leaf for easy extension. **Item #1074666.**

▶ **Ave Six 3-Piece Fabric Chair and Table Set**

Accent chairs are upholstered in a decorative fabric; the round accent table features poplar solids and birch veneers. **Item #1158042.**



◀ **Fabric Push-Back Recliner**

Features decorative fabric, solid wood legs and a three-position push-back Leggett & Platt reclining mechanism. **Item #1049313.**



▼ **Fabric Twin Sleeper Chair** Smart and functional, this chair opens up into a comfortable twin-size sleeper with a memory foam mattress. Includes two accent pillows. **Item #1049330.**



▲ **Bayside® Furnishings 60" Double-Pedestal Writing Desk with Power** This desk features three drawers on the left and bookcase storage on the right, with a built-in USB/power port on the back. **Item #1074717.**

▼ **Sofa, Chair and Ottoman Set** This three-piece set features nailhead trim, sinuous spring suspension, three accent pillows and reversible seat and back cushions. **Item #1049282.**





▲ **Bayside® Furnishings Ladder Bookcase**

Offers display storage on five fixed shelves finished in a hand-applied antique coffee color. Poplar solid wood construction with birch veneers. **Item #1158049.**



▶ **Bayside® Furnishings 66" Accent Console**

Versatile cabinet with decorative inset motifs accommodates most flat-panel TVs up to 75". **Item #1041180.**

▲ **Leather Swivel Glider Recliner**

Features top-grain leather and swivels 360° with a Leggett & Platt reclining mechanism. **Item #1049338**

▶ **Bainbridge Fabric Sectional with Ottoman**

Premium fabric, nailhead accents and deep, luxurious seating make this sectional a cozy family room centerpiece. **Item #1158040.**



▶ **Bayside® Furnishings 72" Accent Console**

This coastal-style accent console features interchangeable glass/wood panels and accommodates most flat-panel TVs up to 80". **Item #1049405.**



◀ **Bayside® Furnishings 72" TV Console**

With sliding barn doors and a hand-distressed rustic finish, this country-inspired console holds all your media accessories and accommodates most flat-panel TVs up to 80". **Item #1049340.**



Finding the best rest



OUR DIGITAL EDITIONS
 Click here for a short video on Eight Sleep mattresses. (See page 10 for details.)

“We are [so] confident customers will love it, ... we give them 100 nights to test and try it,” says Franceschetti. “If they don’t like it, at no cost we will take the mattress away. It’s risk-free. We have a very low number in terms of returns.” The small number of mattresses that are returned are donated to nonprofit organizations.

Eight Sleep began with four employees, including the founders, and is now up to 20. Franceschetti expects that number to more than double in the next few months. The tiny garage startup now has offices in New York and China, where they manufacture the technology. The mattresses are made in the United States.

Franceschetti says his small band is like a family. “We are a passionate team with a clear mission: to make you feel great in the morning and to give you the energy to perform at your best during your day and enjoy your life.” **C**

Eight Sleep offers comfort and data

BY STEVE FISHER

FOR YEARS we have been told we need eight hours of sleep every night to feel fully rested. Matteo Franceschetti does not believe that. He and his co-founders named their company Eight Sleep to poke fun at the theory. They suggest that what’s important is not the quantity of sleep but the quality.



Matteo Franceschetti

SANDRA ZAVALA

“People think that they should sleep eight hours every single night. But the reality is, that is not proven,” Franceschetti says. “But we will prove to you that everyone needs a different [amount].”

Eight Sleep’s initial product was an electronic pad, the Sleep Tracker, that fits over the mattress. Multiple sensors monitor your bedtime, time asleep, wake-up time, tosses and turns, sleep breaks, heart rate, respiratory rate, periods of light and deep sleep, and bed and room temperature.

“The information is displayed on your Eight app so you can see trends about your sleep, like what days of the week you get more deep sleep, or whether your toss-and-turns number is below or above a healthy average,” he says. “We also provide insights through notifications and emails, letting you know when a pattern changes and what you can do to feel less groggy on a Monday morning.”

The connected app can also wake you during your lightest sleep cycle, when you’re naturally the most awake. Sensors in the cover detect the changes in your body’s movement, breathing and heart rate to know the best time to wake you up

using sounds on your phone designed to soothe you awake.

Franceschetti, whose background is in law, started the company in 2014 with Alexandra Zatarain and Massimo (Max) Andreasi Bassi. “We came up with the idea because I have problems sleeping and I wanted to check what was going on,” he explains. “My co-founder Max was able to [create] the first prototype in his garage. He built both the hardware and the software. Once the prototype was ready, we organized a pajama party at his place. After that night we got the first [investor] check.”

Franceschetti estimates they went through 200 to 300 iterations of the Sleep Tracker hardware and millions of lines of code for the software before they had a product that was ready for the public. An Indiegogo campaign raised more than \$1.2 million, more than 1,100 percent of their initial request.

The company now makes its own mattresses. “[We wanted to] bring to market the highest quality at the cheapest price,” says Franceschetti.

There are two different mattress types: hybrid and foam. “The difference between the hybrid and the foam mattress is its composition,” explains Zatarain, now the company’s chief marketing officer. “The hybrid mattress includes a layer of sleeved coils, providing more bounce and better airflow, creating a cooler sleep environment. The all-foam mattress is denser—great for people who want to reduce movement transference between the two bed sides [read: so you don’t bother your sleep partner] and for those who like a slightly firmer mattress.”



COMPANY INFO

COMPANY Eight Sleep Inc.

FOUNDERS Matteo Franceschetti, Massimo Andreasi Bassi, Alexandra Zatarain

CEO Matteo Franceschetti

EMPLOYEES 20

HEADQUARTERS New York, New York

WEBSITE eightsleep.com

ITEMS AT COSTCO.COM Eight Sleep Lift 11" Sleep Tracking and Temperature Control Hybrid Mattress; Eight Sleep Bliss 10" Sleep Tracking and Temperature Control Cal King Mattress (Available only on Costco.com)

QUOTE ABOUT COSTCO “It is impressive how much everyone at Costco cares about the quality of products and service they offer to their members. ... Having the opportunity to sell Eight Sleep products to Costco customers means a lot to us.”

—Matteo Franceschetti, CEO

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Uni-Ball Vision Elite™ Color Gel Pen Set

Includes 10 gel pens that feature smooth ink and consistently smooth writing in assorted colors. Item #441214.

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Uni-Ball 207™ Gel Pen Set

Includes 12 gel pens featuring Uni Super Ink to help prevent check fraud. Item #163197.

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Tops® 2-Inch Locking D-Ring Binder 4-Pack

Each binder features locking Slant-D® rings with GelTab™ triggers and two pockets, and holds 540 sheets of paper. Item #534739.

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Westcott iPoint Halo Electric Nonstick Sharpener

Nonstick Titanium Bonded® blades resist buildup from graphite and colored pencils, with an EZ-view shavings reservoir and auto-sensor shut-off for easy cleaning and use. Item #130631.

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Brother 1890C P-Touch Label Maker

Get organized for tax time. Includes two tapes and batteries. Item #999190.

SAVE \$8

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Each heavy-duty box offers 850 pounds of stacking strength and assembles in seconds. Item #412263.

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Z-Grip Retractable Ballpoint Pen 40-Pack

These quick-drying ballpoint pens feature a sturdy metal pocket clip and a ridged latex-free grip for comfort and control. Available in black or assorted ink (nine vibrant colors). Item #135893.

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Pilot G2 Gel Pens

Pilot's G2 pens write smoothly and last longer than average competitive gel pen brands. Item #856294.

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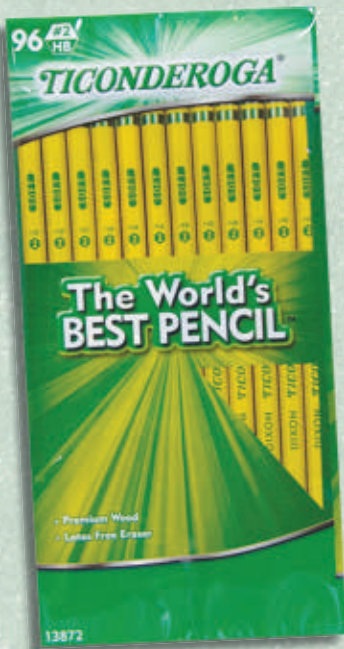


Pentel Twist-Erase® Click Mechanical Pencil 15-Pack

Each refillable pencil features a quick-click side button to advance lead while you keep writing. Item #469342.

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Buyers' picks

Product selections from Costco's furniture buying team



Danielle Lozeau
 Assistant Buyer



Casey Mangold
 Assistant Buyer



Jonathan Lifvendahl
 Assistant Buyer

Leather Reclining Sofa and Loveseat

WHO WOULDN'T love a relaxing spot where you can put your feet up after a long day? Set up your cozy oasis with the Leather Reclining Sofa and Loveseat. These pieces are sold separately, so you can decide which size best fits your space.

Both the sofa and loveseat feature two manual recliners (the sofa has one on each end). The seating surface is upholstered in beautiful, rich top-grain leather and finished with contrast stitching for a polished look.

The sofa measures 87 inches wide, 42.9 inches high and 39.8 inches deep. The loveseat has the same height and depth measurements and is 65 inches wide. Some light assembly is required to attach the seat backs.

These pieces are a fantastic value compared with other retailers. Item #1049285 (Sofa), #1049286 (Loveseat). **Warehouse only.**—Danielle Lozeau



Lift101 Sit-Stand Desk Converter

IT'S NO secret that sitting too long may be bad for your health. Some suggest it can lead to weight gain, diminished energy levels, back pain and even heart issues. Ergonomic studies suggest that alternating sitting and standing during your workday may be better for you. Yet, if you have a small business or a home office, the cost of a desk with sit-stand capabilities may be beyond your budget.

That's why I like the Lift101 Sit-Stand Desk Converter. Right out of the box it gives you the ability to stand or sit at your existing sitting desk. This converter holds up to 25 pounds and fits on any desk surface 24 inches deep or larger. It features a large keyboard tray with integrated cable management, so messy electric cords don't get in your way. It even has a cellphone and tablet slot for easy viewing while you work. The rich chocolate finish goes with almost any color scheme. And, of course, there's the easy height adjustment, up to 12.5 inches vertically. Item #1158048. **Warehouse only.**—Casey Mangold



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Click here to watch the converter in action. (See page 10 for details.)

Kitchen Island

VERSATILITY IS a key attribute. I favor pieces that not only meet specific needs, but also offer choices when you want to change the décor.

This "kitchen" island also works as a console, media cart or sofa table in the living room; a buffet or bar in the dining room; an entry table in the hallway; or in a guest room.

Constructed of poplar wood with birch veneers, with a galvanized zinc countertop, it features casters to easily move it anywhere. The wheels have a pin locking system to keep the console stationary, as well as a rubberized coating so they won't scratch flooring. The upper cabinet is preassembled, with tempered glass side panels and two center drawers. Fully assembled, it measures 60.9 inches wide by 38 inches tall by 20 inches deep. The countertop can support up to 200 pounds, and the lower shelf, which can double as a wine rack, can hold up to 50 pounds.

You'd be hard-pressed to find a more versatile piece of furniture, at this amazing Costco value. Item #1074673. **Warehouse only.**

—Jonathan Lifvendahl



organize spaces



IRIS USA 45-Quart Tote 3-Pack

These stackable totes feature buckle-up latches and are great for the garage, office, crafts, school, toys and more.

Item #706493.

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Neatfreak 12-Compartment Vertical Organizer

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This 27-gallon storage bin provides various storage options.

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InstaCrate Collapsible 12-Gallon Plastic Storage Units

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LIMIT 5



IRIS USA 12.9-Quart Box 6-Pack

These modularly designed boxes are stackable, feature buckle-up latches, and make the most of limited space.

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Whalen Shelving System

Industrial-strength steel construction, this adjustable unit features a rust- and scratch-resistant powder-coat finish and assembles in minutes.

Easily converts to a two-piece workbench. 48" W x 24" D x 72" H.

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Industrial Shelving Rack

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Queen Upholstered Bed
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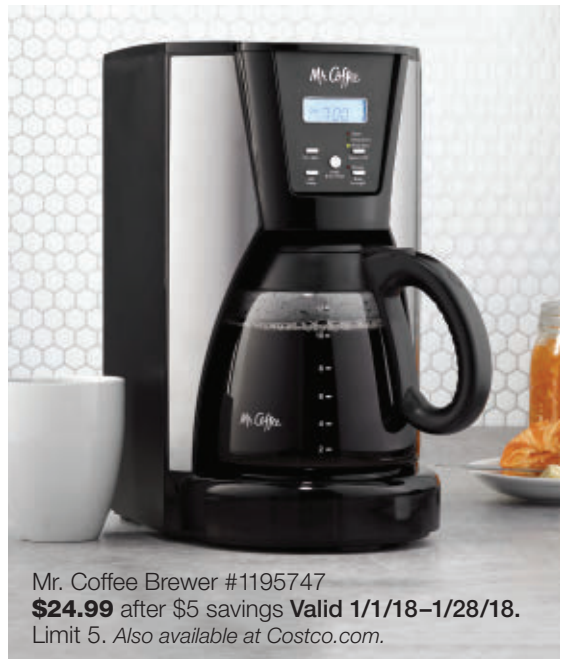
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Pyrex® 4-Piece Decorated
Glass Bowl Set w/Lids
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Dyson Ball Animal+
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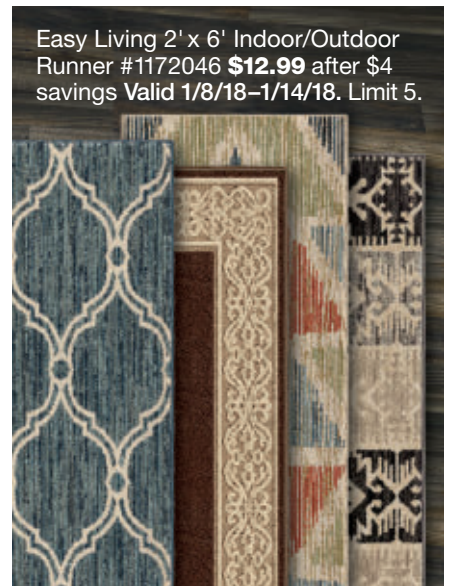
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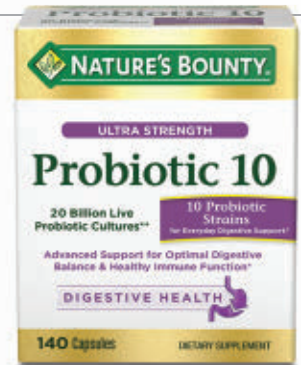
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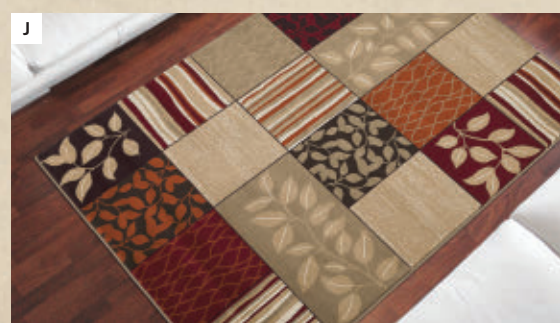
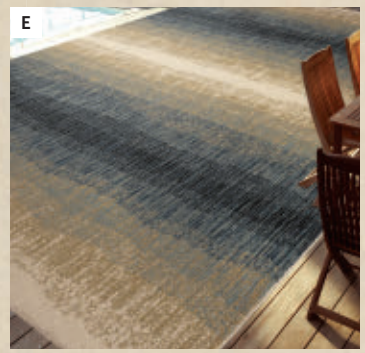


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A. Brooklyn Bonded Leather Euro Lounger

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B. Preston 4-Piece Top Grain Leather Set

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C. Romano 3-Piece Top Grain Leather Power Media Recliner

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D. Sovana 2-Piece Top Grain Leather Set

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E. Holden Fabric Convertible Sofa Bed

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F. Rosemary Top Grain Leather Chaise Sectional and Ottoman

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G. Rosemont 3-Piece Fabric Set

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L

H. Luca 3-Piece Top Grain Leather Set

Includes sofa, loveseat and chair. Other configurations available. Price varies by configuration. Search*: LUCAJAN18C
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I. Lawrence Top Grain Leather Sectional and Ottoman

Includes left-facing sofa, right-facing chaise and ottoman. #1117594
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J. Ashton 3-Piece Top Grain Leather Set

Includes sofa, chair and ottoman. #1147195
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K. Laguna 2-Piece Top Grain Leather Set

Includes sofa and chair. Other configurations available. Price varies by configuration. Search*: LAGUNAJAN18C
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L. Martin 6-Piece Top Grain Leather Reclining Sectional

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D. Stenson Swivel Barstool or Mirabelle Dining Chair 2-Pack
Available in bonded leather or fabric. Stenson barstool available in 26" or 30". Search*: CHAIRJAN18C
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E. Pulaski Swivel Barstools
Available in 24" or 30". Search*: SWIVELJAN18C
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F. Turner or Tucker Barstool
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G. Ryland Home Office 66" Executive Desk, Credenza, Hutch and Lateral File
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H. Bali Window Treatments — Custom Fit, DIY Installation
Complimentary cordless lift. Search*: BALIJAN18C

I. Taylor 72" Media Console
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Latex Hybrid Firm
King Set**

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C. Thomasville 12\"/>

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**D. Sleep Science iSwitch
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Bedroom Collection**

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H. Select Youth Bedrooms by Pulaski
Other sizes/configurations available. Price varies by size/configuration.
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I. Bellevue 5-Piece Queen Bedroom Set
Other sizes/configurations available. Price varies by size/configuration.
#1202711
\$2,999.99 Delivered After \$400 OFF



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J. Norah 4-Piece Queen Storage Bedroom Collection
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*Enter the product search term in the Costco.com search field to find the specific product shown. Prices, availability, specifications and terms of offers may change without notice. Most online coupons at Costco.com are manufacturers' coupons. See product page at Costco.com for current promotion valid dates. State sales tax may be due on the pre-discounted price of the item and will be added to your total at checkout. Products may include a shipping and handling charge; visit the item page on Costco.com for more information. Products shipped to Alaska, Hawaii and Puerto Rico will include an additional shipping and handling fee that will be quoted at checkout.

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A

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D



E



F



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Item #919310/#808083 (IB Tablets), #355400/#808082 (Ibuprofen); item numbers vary by location.

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Item #500867 (Fiber Well), #869100 (Women's), #576932 (MultiVites)





JUPITER IMAGES

Perk up your employees

The Costco Health Insurance Marketplace offers plans and more

IF YOU'RE A business owner who would like to offer health insurance to your employees, but you think it might be too costly, think again. The Costco Health Insurance Marketplace—brokered and administered by Custom Benefit Consultants (CBC) and their team of healthcare ambassadors—may be just what the doctor ordered.

The Costco Health Insurance Marketplace offers plans, programs and technology solutions for businesses of all sizes, from two to 10,000-plus. Here is some information to help you decide if it's right for you.

Benefits for small businesses

Small businesses owned by Costco members can find some of the health insurance resources used by large employers. The platform enables business decision-makers to:

- Choose from medical, dental, vision and voluntary options and more.
- Shop and compare plans.
- Review provider access, formularies and plan benefit details.
- Model contribution strategies to find what program works best for their situation.

“The process of shopping, choosing and enrolling in a comprehensive employee benefit plan is simple at the Costco Health Insurance Marketplace,” says Lisa

Castaneda, Costco manager of insurance services. “In addition, specially trained health care ambassadors are available to assist with each step of the process, including quotes and proposals, enrollment, and communications and approval. Health care ambassadors are available year-round to assist with issues related to enrollment, provider access and other service-related issues.”

The health care ambassadors make you feel as if you have a friend in the insurance business.

“When a business owner purchases health insurance through the Costco Health Insurance Marketplace, they can expect to get the level of service they are accustomed to with Costco,” says health care ambassador Ben Hanson. “I am with my clients every step of the way, from helping them understand the new laws and rules regarding small-business health insurance to helping them pick the right plan for their employees and assisting them with the application process.”

“I make sure all my companies have

CONNECTING

Learn more about the Costco Health Insurance Marketplace for businesses by contacting a health care ambassador directly at 1-800-611-9056, or go to costcoquote.com.

my direct phone number—[there's] no phone tree system when you are dealing with me,” says ambassador Lisa Park. “I will get back to you within 24 hours. If you have an issue, even when I am on vacation, I will still be there working on this for you until I get it resolved. My goal is to make you feel that you are No. 1 and that you are getting the service that you deserve.”

Benefits for big businesses

Many large firms seeking to trim their benefits budgets have turned to self-funded arrangements. Cost reductions in self-funded arrangements are achieved through the elimination of certain taxes and fees, and insurance carrier overhead and margins.

The Costco Health Insurance Marketplace has sought strategic partnerships with best-of-class vendors that are committed to long-term cost containment. Negotiated arrangements for access to the best available discounts for preferred provider organization network access, pharmacy costs and benefits administration help drive savings.

Prescription drug costs make up an ever-growing portion of the overall cost of health care and employee benefits plans. The Costco Health Insurance Marketplace uses the Costco Health Solutions Prescription Benefits Program to help deliver plan savings to self-funded clients. This program guarantees that 100 percent of all discounts from manufacturers will be passed back to the employer. Companies that participate in Costco's prescription benefit program typically reduce costs by 10 to 25 percent just by moving to the Costco program.

“As a small-business owner I feel like we've finally grown up! Helping to provide medical insurance for our employees has been a personal goal of mine for years,” says Costco member Diana Moore, who operates Remflex Inc., which manufactures exhaust gaskets in Washington state. “I have always felt that it is the right thing to do if you are able. Thank you for helping me achieve this goal.” **C**



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trunature Lutein & Zeaxanthin Vision Complex

Discover trunature Lutein & Zeaxanthin Vision Complex. Scientifically proven natural carotenoids are in a ratio that matches the body's 5:1 balance to help protect against the effects of free radicals.[†] This trunature product helps to improve visual acuity and may help maintain eye health as you age.[†]

*helps support
healthy vision[†]*



[†]These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

COSTCO Pharmacy UPDATE

TO LEARN MORE ABOUT COSTCO PHARMACY, CLICK ON THE "PHARMACY" LINK AT COSTCO.COM OR VISIT YOUR LOCAL COSTCO PHARMACIST.



WEIGHT LOSS

Healthy habits for weight loss

MORE THAN ONE-third of adults and about 17 percent of children and adolescents in the U.S. are obese, according to the Centers for Disease Control and Prevention (cdc.gov). Being overweight or obese has been shown to contribute to the development of diabetes, heart disease, stroke and some types of cancer.

The good news is that lifestyle changes can help you lose extra pounds and maintain a healthy weight. Even a modest weight loss of 5 to 10 percent of your body weight can improve blood pressure, cholesterol and blood glucose levels and decrease your risk for chronic disease. Your health care provider can help identify any weight-related risk factors you may have and help you develop a personalized weight-loss plan.

The Dietary Guidelines for Americans recommend a diet that emphasizes whole grains, fruits, vegetables, lean protein, low-fat or fat-free dairy products and drinking water. A food journal can help you identify eating habits that lead you to overeat or make unhealthy food choices. Once you've identified those habits, replace them with healthy habits. For instance, if you find you overeat while watching television, make an effort to turn the TV off during mealtime.

The Physical Activity Guidelines for Americans recommend at least 150 minutes of moderate or 75 minutes of vigor-

ous activity per week for adults, along with strength training two days per week. By balancing your calorie intake with physical activity, you can prevent excess weight gain. You don't have to do it all at once; try breaking up your physical activity into 10-minute intervals throughout the week.

Finally, set realistic goals that are specific and measurable, and don't forget to pat yourself on the back for meeting your goals. By committing to a well-thought-out and personalized plan, you can develop healthy behaviors that prevent obesity and chronic disease.

BUYER'S PICK

Kirkland Signature Quit Gum



Jeff Taylor
Assistant Buyer,
Pharmacy

NEARLY 70 PERCENT of adult cigarette smokers want to quit, and more than four in 10 tried to quit in the past year, according to the Centers for Disease Control and Prevention (CDC; cdc.gov). Smokers often fail to quit because they use the cold-turkey method. Using a nicotine replacement therapy, such as nicotine gum or lozenges, helps calm your cravings and more than doubles your rate of success, according to smokefree.gov.

BUYER'S PICK

Trunature Lutein & Zeaxanthin Vision Complex



Teresa Thompson
Buyer, Pharmacy

LUTEIN AND zeaxanthin are the main carotenoid pigments found in the macula part of the eye. Their presence is thought to aid macula pigment, which studies have indicated may aid in supporting healthy vision. The human body does not produce these carotenoids, so lutein and zeaxanthin must be obtained in the diet from green leafy vegetables or from taking dietary supplements.

With 25 milligrams (mg) of lutein and 5 mg of zeaxanthin, Trunature Lutein & Zeaxanthin Vision Complex has a 5-to-1 ratio of these carotenoids, a higher dose than that found in many other dietary supplements.

Consult your health care professional before beginning any supplement. Softgels are available in a 140-count bottle in the warehouse and online at Costco.com. Item #681272.



Kirkland Signature™ Quit Original Gum contains nicotine polacriflex, which helps control and gradually reduce cravings for nicotine, with none of the dangerous chemicals found in cigarettes or chewing tobacco. Choose the 4-milligram (mg) dosage if you smoke your first cigarette within 30 minutes of waking or the 2-mg dosage if you smoke your first cigarette more than 30 minutes after waking.

Kirkland Signature Quit Original Gum 2 mg (Item #650377) or 4 mg (Item #650382) packs contain 380 pieces (two 190-count boxes) and are available for \$59.99 in warehouses and at Costco.com.





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#1 PHARMACIST RECOMMENDED
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*Based on a survey of pharmacists who recommend branded vitamins and supplements.

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-  Fast relief from constipation
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From diet to stress to opioid pain relievers, many factors contribute to constipation. A stool softener such as docusate sodium works fast to gently relieve occasional constipation and the discomfort that comes with it. Get docusate sodium and get back to feeling like yourself again.



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Make almost any food a fiber-rich one!

Just a spoonful of Optifiber™ gives you the same digestive benefits as Benefiber®—but with the fantastic value only Kirkland Signature™ can provide!*

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7883170BF-KA

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Item #667865



Jasmine Galligan and Jack.

To pups, with love

Wet Noses creates organic treats for dogs

BY STEVE FISHER

"I WAS very young. And I had no business expertise. I had no money." So says Jasmine Galligan, the president and founder of Wet Noses (wet-noses.com), an organic pet-food business in Monroe, Washington, about the beginning of her company.

"So I did the only thing I knew how to do, which my mom taught me very well, which was work," she continues. "I waited tables for almost 20 years. I would wake up in the morning, after working all night, and make [dog] treats from 6 a.m. to 4 p.m., clean up quickly and just kept doing it over and over. And every night I would take a portion of my money that I made and I would take whatever I needed for rent and [living expenses], put it in one pocket of my wallet and then the rest of the cash I would put in a different pocket. And that pocket was for Wet Noses."

In 1997, Galligan started her business out of a home kitchen. Now 40, she currently manages a staff of around 85, in an 87,000-square-foot baking facility.

Where it began

At 15, Galligan moved from Seattle to upstate New York, with the intent of becoming a veterinarian. "I [wanted] to study with a self-sufficient farm program that was based on giving free vet care to outlying, very rural areas where the economic level was very, very low," she explains.

Galligan had a puppy at the time, and

when the pup was around six months old, about the time Galligan was learning about nutrition, a lightbulb went on.

"[Growing up,] even though we were very poor, we always ate very naturally," she remembers. "Lots of fruit, lots of vegetables. And I realized that what I was feeding her in the form of kibble was not the best thing I could be doing. So I started making her food, combining different things. Meat, rice, vegetables. And what I saw was a drastic change in her health, in her attitude, her coat. And I needed to train her. So in order to do that I needed some treats to motivate her. At the time there were really no natural treats."

She started experimenting and baking treats for the dog. "Before I knew it, word started spreading around our small area where we lived."

Her dream changed from veterinary care of the medical kind to a passion for veterinary cuisine.

Growing biscuits

After returning to Seattle and beginning the task of building her business, Galligan taught herself about purchasing supplies, planning production, packaging, shipping, marketing and more.

"I learned a lot of my business sense from waiting tables," she says. "I learned customer service. I learned how to deal with difficult situations. I learned how to



OUR DIGITAL EDITIONS

Click here to see Jasmine Galligan talk about Wet Noses. (See page 10 for details.)

manage money, how to multitask, teamwork. And it helped me be able to talk to anyone because I was talking to thousands of people a week."

To build a network for her young business, Galligan set up shop at industry trade shows. At one in 2004, she met a Costco buyer who had purchased the treats for her dog and was impressed. The buyer ordered some for Costco's Los Angeles region. Other regions soon followed. But a national rollout would take time.

"Costco is very responsible about not giving you too much business so that it would hurt you if they decided to make a change," explains Galligan. "So as we built our business, we would report back on where we were and how much capacity we could take on. That essentially got us where we are today."

Wet Noses, named for the sign of a healthy dog, went from having one customer in its early days to thousands today, including Costco, which carries Wet Noses' Peanut Butter with Fresh Banana Dog Treats nationally. If they sound good enough to eat alongside your pup, they are. After all, the company was founded on a simple concept: "If you wouldn't eat it, don't feed it to your dog." **C**

COMPANY INFO

COMPANY Wet Noses Inc.

CEO/PRESIDENT Jasmine Galligan

EMPLOYEES 85

HEADQUARTERS Monroe, Washington

WEBSITE wet-noses.com

ITEMS AT COSTCO

Peanut Butter with Fresh Banana Dog Treats Item #753553

QUOTE ABOUT COSTCO

"Costco Wholesale is committed to serving their members the highest-quality products, and that is the simple reason we are good partners. Wet Noses [is] a small company with limited reach, and serving Costco members is a great way for us to get our products exposure, which helps the dogs. We are here for the dogs!" —Jasmine Galligan



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Heartburn Faster^{TM2}**

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SMOOTH
& TASTY**



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**ULTRA
STRENGTH
FORMULA**

gsk

Consumer
Healthcare



Custom cruising

Specialty cruises are proof that Costco Travel loves us



BUYING SMART

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

WHAT MAKES a cruise memorable? Is it seeing animals in the wild, or is it floating atop turquoise waters with a colorful cocktail in hand? Is it lavish live shows with spectacular singers and dancers, or is it soaking up the vibe of many happy—one might even say euphoric—cruisers?

Whether you've cruised for decades or are brand-new to the cruise lifestyle, you'll be delighted to know that Costco Travel has been designing specialty cruise packages featuring members' favorite interests for years—all while layering in significant savings. Let's take a peek.

Behind the cruise scene

Meet Costco cruise buyer Jody Zegers and her team, who have taken collaboration with the cruise lines to a new level by designing impressive packages tailored to the interests of Costco members. "We know that members want value rolled into their ship experience," says Zegers. "So



ROYAL CARIBBEAN CRUISES; TROY HOUSE; TIM BIBBER; CELEBRITY CRUISES

Clockwise from bottom left: FlowRider surf simulator on Royal Caribbean's Anthem of the Seas; yoga class aboard Celebrity Solstice; massage on Celebrity Reflection; indoor skydiving with RipCord by iFly and the Bionic Bar (Anthem of the Seas); wine cruise on Celebrity Silhouette; the North Star capsule on Anthem of the Seas.

we've created an array of cruise packages that fit the interests of couples and families—all with quantifiable savings."

Costco tested the cruise waters in 2006 by introducing a wine cruise exclusive to Costco members and advertising it in *The Connection*. "Three days later the cruise was sold out," says Zegers. "That's when we knew we were on to something."

That first wine cruise has multiplied to more than 60 specialty sailings being offered in 2018, ranging from yoga and family fun to beer tasting and beaches.

Amazing savings

In my research, I learned that the cruise industry operates under price parity. Which is a fancy way of saying that a cruise costs the same no matter where you buy it. So how is a beloved warehouse club supposed to compete?

"We pack value into every Costco cruise—not just our specialty cruises—by issuing Costco Cash cards as well as negotiating exclusive events and extras," says Zegers. "On the cruise, members get exclusive extras such as dining, spa packages,

tasting events and more. About a month after the cruise, members will receive a Costco Cash card that reflects a nice percentage of the member's base cruise fare."

If you're a Costco Executive member, the savings are even more impressive. Executive members earn an additional 2 percent reward on all Costco travel purchases—a new program that kicked off in September 2017. Use your Costco Anywhere Visa Card by Citi and you can add on another 3 percent cash-back reward.

Cruise options

As I explored Costco's options, I found that cruises are organized under two categories: Kirkland Signature™ and Buyer's Choice. The difference comes down to Costco's favorite thing: savings. "The Kirkland Signature specialty cruises build in a 20 percent value," explains Zegers, "while the Buyer's Choice specialty cruises give a 15 percent value."

Zegers and her team create memorable cruises by selecting world-class cruise lines, such as Celebrity Cruises, Norwegian Cruise Line, Princess Cruises and Royal Caribbean International, that are sailing to destinations like Alaska, the Caribbean, the Bahamas, South America and Europe. Then they customize the trips for a unique cruising experience.

A tasty example is the Buyer's Choice Sierra Nevada Beer Cruise. Terence Sullivan, a Costco member and product manager for the Sierra Nevada Brewing Co., will guide a beer-tasting cruise through America's last frontier, Alaska. You'll sail on *Celebrity Solstice* out of Seattle and visit Ketchikan, the Tracy Arm fjord, Juneau and Skagway, in Alaska, and Victoria, British Columbia.

"Months before the cruise I send the names of the various beers and their descriptions to the ship's chef," says Sullivan, who has 23 years of brewing experience. "The chef then matches the cuisine to the beer flavors."

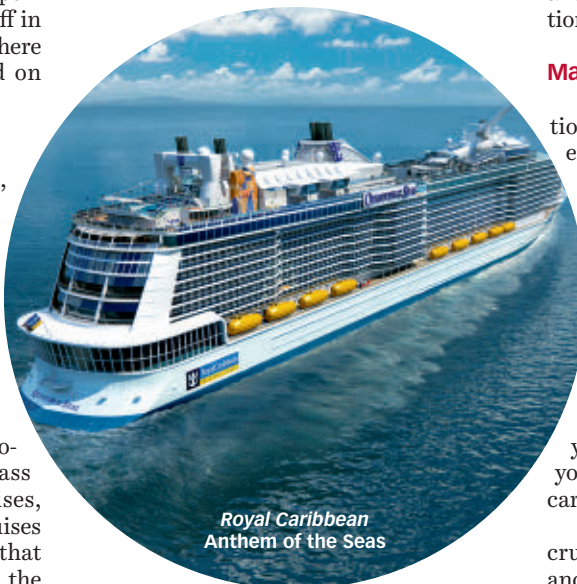
Sullivan hosted the beer cruise to Alaska two years ago and raves about the memory. "I loved sharing the ins and outs about how we brew craft beer as well as some rare Sierra Nevada beers. Meeting the Costco members, answering questions, seeing familiar faces on the ship—it was a magnificent experience."

The cruise includes a welcome reception, a private four-course pairing luncheon, tasting events and more.

Wine, spa and aah

If you prefer wine over beer, no problem. Costco has several wine cruises lined up in 2018: a 12-night Grgich Hills Wine Cruise on *Celebrity Eclipse* to Europe

(Scandinavia, Russia and Estonia); a 14-night Kirkland Signature Wente Wine Cruise on *Celebrity Infinity* that sails throughout South America; and an 11-night Buyer's Choice Willamette Valley Vineyards Wine Cruise on *Celebrity Reflection* to Europe and the Mediterranean.



But hands down, my specialty cruise choice is the Kirkland Signature Savor & Spa Cruise, or what I call the Buh-Bye Dishwasher package. It sails aboard Royal Caribbean's *Anthem of the Seas* on many dates throughout 2018. As one of the largest ships at sea, the *Anthem* is wall-to-wall kid and adult fun. The ship's glass-walled North Star capsule lifts guests 300 feet over the ocean, and the ship is also home to the FlowRider surf simulator, the RipCord by iFly (indoor skydiving) and bionic "bartenders"—for adults.

To increase the value, Zegers and her crew have included a spa experience, specialty dining for four (a choice of the finest onboard restaurants), a soda package for two and a meal for four at Johnny Rockets, the retro '50s-style burger joint.

And does it get better than this? The Buyer's Choice Global Soul Yoga Cruise on *Celebrity Solstice* to Alaska is hosted by Piper Sandifer, a Costco member and owner of Global Soul Yoga. "I hosted a Costco yoga cruise last year and worked with both beginners and advanced practitioners of yoga," says Sandifer, who has over 500 training hours herself and has certified hundreds of teachers.

The yoga package includes a welcome reception, a four-course wellness luncheon, two yoga classes, two guided evening meditations, a wellness seminar and a yoga mat, towel and water bottle in your stateroom. "I also offered our yoga cruisers

a no-charge, one-on-one health and wellness session. I spent 30 minutes with each cruiser, answering their individual questions about yoga and nutrition. And I'll offer the session again this year. At the end of the cruise I was pumped to hear from the cruisers that they were super relaxed and didn't need a vacation from their vacation!" Sandifer says.

Making memories

Fine food, scenery and accommodations make cruises an enjoyable experience. But specialty cruises offer a chance to spend memorable time with people who share your interests. You're bound to connect with fellow beer and wine lovers or like-minded yoga lovers. Who knows? Maybe you'll connect enough to book another trip together.

Costco Travel has been on the front lines for 12 years, developing awesome cruise packages. One is bound to fit your interests. And when your cruise is but a memory, trekking to your mailbox and finding a Costco Cash card inside is the best excursion ever.

To check out all of the Costco specialty cruises, visit Costco.com, click "Travel" and start dreaming. **C**

THE BEST VIEW EVER

ALMOST ALL of Costco's specialty cruise packages come with one of the five-starriest amenities for sailing our wonderful world: balcony staterooms. If you have not had the pleasure, these jewels are a wondrous addition to any cruise. Why?

Say you're sailing to a destination like Alaska: you'll see humpbacks below, bald eagles above and glaciers throughout. In the Caribbean and Bahamas, you'll revel in the turquoise waters.

And my favorite amenity: room service on the balcony! Hanging with my family and watching the ocean waters parting before us is total bliss.—WI



ROYAL CARIBBEAN CRUISES



NEW FDA GUIDELINES

OUR FORMULATIONS HAVE NOT CHANGED, BUT THE LABEL MAY LOOK DIFFERENT NOW.

New Food and Drug Administration (FDA) regulations are bringing changes to the Supplement Facts panel, including daily values, changes to units of measure and more. To help you understand these changes we have provided both the old and new Supplement Facts panel for your comparison on our Costco.com site.



Projected completion date for the new FDA guidelines is 2020.

†These statements have not been evaluated by the Food and Drug Administration. These products are not intended to diagnose, treat, cure or prevent any disease.

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Supports Your Digestive and Immune Health.*

^{††} Based on the number of *Lactobacillus* GG clinical studies, as of May 2017.
^{†††} Based on the 2017 Pharmacy Times OTC Survey.

* THESE STATEMENTS HAVE NOT BEEN EVALUATED BY THE FOOD AND DRUG ADMINISTRATION. THIS PRODUCT IS NOT INTENDED TO DIAGNOSE, TREAT, CURE OR PREVENT ANY DISEASE.
Culturelle® is a trademark of DSM.

To learn more, visit [Costco.com](https://www.costco.com).

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Item #594518



32 DEGREES MEN'S JOGGER PANT OR HOODIE

Both garments feature Tech Fleece performance fabric, which provides lightweight warmth, breathability and four-way stretch for all-day comfort. Sizes: S–XL. More sizes available on Costco.com. Item #753928 (Jogger Pant), #1092609 (Hoodie). **Warehouse and Costco.com.**



SKI TICKETS

Before leaving on your next ski trip, think Costco first. Packages range from two- to five-day lift tickets, depending on the resort. Members can save up to 40% based on the regular 2018 season. Select regional lift ticket packages are available throughout the United States. Search term: "Ski Tickets." Item numbers vary by region. **Select warehouses and Costco.com.**

CAP DUMBBELL SET

This 200-pound dumbbell set features a space-saving storage rack, rubber dumbbell heads that protect the floor and ergonomic knurled handles that provide a comfortable grip. Dumbbells include two 10-pound, two 15-pound, two 20-pound, two 25-pound and two 30-pound. Item #1154045. Warehouse only.



TOTAL GYM X FORCE

Total Gym X Force allows you to target all major muscle groups with just one workout. Resistance training, cardio training, stretching and strength training—everything your body needs, with over 60 exercises, on just one machine. With no bulky weights, cords or plates, it's easy to transition from one exercise to the next. Item #1150287.

Warehouse and Costco.com.



LOLÉ YOGA MAT

This 6-mm-thick, eco-friendly mat provides excellent two-sided grip and high-density cushioning. 24" x 69" Item #1057485. Warehouse and Costco.com.



APPLE WATCH SERIES 3 GPS

Measure your workouts, from running and cycling to high-intensity interval training. Track and share your daily activity, and get the motivation you need to hit your goals. Better manage everyday stress and monitor your heart rate more effectively. Automatically sync your favorite playlists. Item #1197872 (38mm Gold Aluminum Case w/Pink Sand Sport Band), #1197873 (42mm Space Gray Aluminum Case w/Black Sport Band). Warehouse and Costco.com.



PUMA WOMEN'S SPORTS BRA 2-PACK

These bras are engineered for an athletic look, support and fit with all the benefits of seamless comfort. The removable cups make this customizable, to keep you secure throughout your active day. Item #1168646. Warehouse and Costco.com.



CONTINUED ON PAGE 146



UNICO 20*87° RIVERA MAYA

Costco Travel is proud to introduce this new, all-inclusive hotel. Exclusively for adults, the hotel features custom furniture, local art and handcrafted materials. The hotel offers 448 elegant rooms and suites, gourmet dining, six bars and lounges, three unique pools, a state-of-the-art fitness center and a holistic spa. Costco Travel's package includes unlimited gourmet cuisine, wine and premium spirits, a Costco Cash Card, wireless internet access and more. A variety of services, including tours, spa treatments, beauty salon services and golf, are part of the all-inclusive experience. Guests pay only a 20% service fee based on the stated list price of each service. For prices and to book, click "Travel" at Costco.com or call 1-877-849-2730.



KIRKLAND SIGNATURE™ DARK CHOCOLATE RASPBERRY CHIA THINS

These scrumptious treats combine delicious dark chocolate, tart freeze-dried raspberries and delightfully crunchy chia seeds. Item #1071211. Warehouse and Costco.com.



CELEBRITY EDGESM

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BUFFALO WOMEN'S SUPER SOFT DENIM JEANS

Comfortable and stylish, these jeans are made of super soft stretch denim; they can be worn down or folded up and look great with flats or booties. Colors: midnight, indigo, gray. Sizes: 2-16. Selection varies by location. Item #1149879. **Warehouse and Costco.com.**



UNIONBAY BOYS' CONVERTIBLE TECH PANTS

Designed for a variety of conditions, these pants feature zip-off legs, a quick-release belt and large pockets. The two-way-stretch technical material is light, durable and quick-drying, with built-in sun protection (UPF 50). The water-repellent fabric causes light rain to bead and moves moisture away to keep you dry. Colors: charcoal, dark reptile, navy. Sizes: S-XL (5/6-14/16). Selection varies by location. Item #1171788. **Warehouse and Costco.com.**



WALT DISNEY WORLD® SWAN AND DOLPHIN RESORT

Costco Travel presents this newly remodeled resort. A new lobby, grab-and-go restaurant, bar and guest rooms are part of the largest transformation in the resort's history. Located in the heart of the *Walt Disney World*® Resort, the new rooms feature sleek multifunctional furniture and the latest technology upgrades, while the new grab-and-go Fuel is the perfect spot for an energy boost before or after hitting the theme parks. Costco Travel's package includes an upgraded room, the daily resort fee, theme park transportation and more. For prices and to book, click "Travel" at Costco.com or call 1-877-849-2730.



BUDDEEZ® BITS & BOLTS FLIP-LID CARRY-ALLS 12-PIECE SET

These heavy-duty flip-lid bins are durable, portable and stackable for modular use. Ideal for tools, crafts, household organization and more. Item #1136778. **Warehouse only.**



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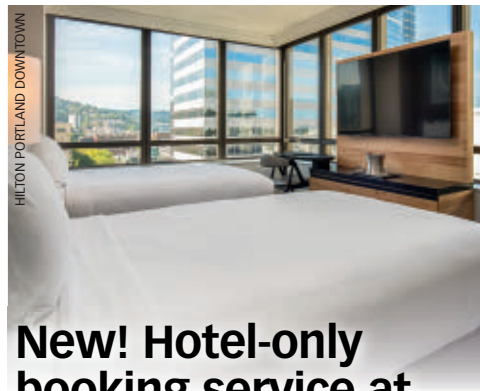
ANNOUNCEMENTS

Health Fairs

Costco pharmacies frequently host clinics to check diabetes, heart or bone health. Screenings are free of charge and include an assessment of the results as well as suggestions for prevention or treatment methods. For dates and warehouse listings, go to Costco.com and search "health fairs."

WAREHOUSE HOURS

Monday–Friday 10 a.m.–8:30 p.m. • Saturday 9:30 a.m.–6 p.m. • Sunday 10 a.m.–6 p.m.
Pharmacy closed Sunday • Costco.com 24 hours a day, 7 days a week



New! Hotel-only booking service at Costco Travel

NEW FOR COSTCO members traveling this year: online, hotel-only booking with Costco Travel. Costco Travel now offers Costco value on hotel reservations when your travel needs require accommodations only. Costco members can save at more than 5,000 hotels worldwide. "Now members who want just a hotel stay can book on our site," says Sarah Gaudet, global hotel buyer for Costco.

Costco Travel negotiated great rates and benefits with select hotel partners Hilton, Hyatt, Fairmont, Raffles and Swissôtel. Hilton offers more than 4,500 hotels worldwide with 14 brands, including Hampton and Embassy Suites, as well as luxury brands such as Waldorf Astoria. Hyatt features more than 500 hotels and resorts in the Americas under 11 brands, including Hyatt Place, Hyatt Regency and Andaz. And Fairmont, Raffles and Swissôtel brands include iconic hotels around the globe, such as The Plaza in New York City, Raffles Singapore and Swissôtel in Amsterdam.

An additional benefit for Costco members booking through Costco Travel is the ability to retain loyalty points. Hilton Honors and World of Hyatt members can earn points on their (room-only) hotel stays when booking through Costco Travel. "This is something that is not widely offered when booking with online travel agencies," says Gaudet.

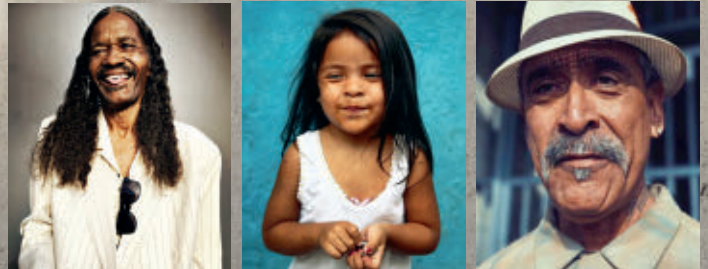
"We want members to think of Costco Travel when they need a hotel for any occasion," she continues. "For example, maybe they need a hotel stay during their child's soccer tournament, an overnight business trip, a romantic weekend getaway, etc. We can now cover those needs, with Costco member savings."

Additionally, Costco Executive members can now earn a 2% Reward when they book hotels, vacation packages, cruises and rental cars through Costco Travel.

For more information and to book, click "Travel" at Costco.com.



Images of hope



Kristen Hastings (left) and some of her subjects.

KRISTEN HASTINGS

“I HAVE ALWAYS felt a pure call to help those in need, no matter what the circumstances,” says Kristen Hastings. She found a means to exercise that deeper call through Mama D Feeds the Homeless (facebook.com/mamadfeedsthehomeless), a grassroots organization that has spent every weekend for the past 30 years distributing food, clothes and support to those living in the Skid Row area of Los Angeles.

Hastings also found a way to create what she calls a “bridge between two worlds” by taking photographs of the individuals she meets when Mama D sets up on

Skid Row (instagram.com/soulfryfilms). “I allow the subjects to find me,” she says about her portraiture. “I see a glimmer in their eyes, and go from there.”

Hastings says that the photos do more than create a bond with her subjects. “What I hope our audience sees is the same heart as theirs,” she explains. “That in what may be conventionally called ‘ugly’—missing teeth, scars, visible illness—they will see something truly beautiful.”

The photographs have also helped to spread the word about Mama D’s mission. After six months of posting her images on



OUR DIGITAL EDITIONS

Click here to watch Mama D volunteers distribute food. (See page 10 for details.)

social media, Hastings began receiving offers of donated clothes, as well as donations that go to buying the food. Through these efforts, Hastings has been able to make good on her lifelong desire to give back to those less fortunate. “Homelessness is so nuanced,” she says. “But one thing they all have in common is the need to be heard and to feel important.”—*Paul Gaita*

Piano accords

NICO BRETT began playing piano at age 5, and from the beginning it was evident that he was a concert pianist in the making. His teacher asked him to promise to practice “every day he ate.” Nico, the son of Costco members Kelly and Jason Brett of Atlanta, took the promise to heart.

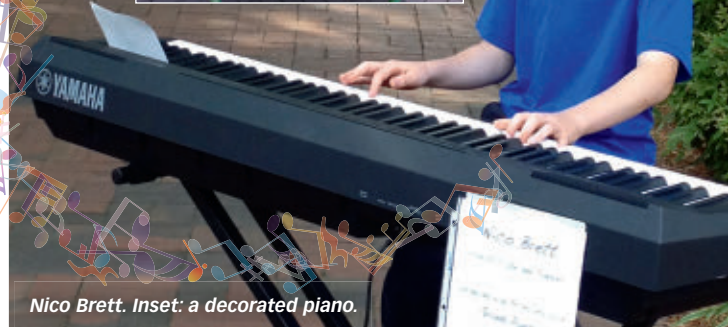
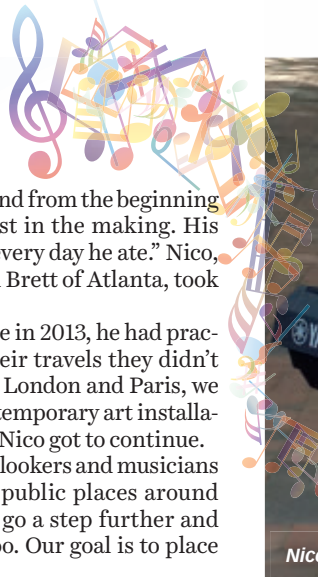
By the time the family traveled to Europe in 2013, he had practiced 700 consecutive days, and despite their travels they didn’t want to break his streak. “While we were in London and Paris, we discovered that an artist had coordinated a temporary art installation of public pianos,” says Jason Brett, “so Nico got to continue.

“Watching the joy the pianos brought onlookers and musicians alike fueled our desire to bring pianos to public places around Atlanta,” he continues. “But we wanted to go a step further and make them permanent art installations, too. Our goal is to place 88 pianos, the number of keys on a piano.”

The Chastain Park Conservancy offered a location in a pavilion at the popular park in 2016, and Play Me Again Pianos (playmeagainpianos.org), a 501(c)(3) organization, was off and running.

“Since garnering media attention, we’ve been able to place Play Me Again Pianos at covered locations outdoors [around Atlanta],” says Brett.

The charity rents a truck and moves the pianos from their original home to a warehouse, then to an artist’s home, where they are decorated, and finally to the piano’s permanent location.



Nico Brett. Inset: a decorated piano.

JASON BRETT; © PAVEL K/SHUTTERSTOCK

So far, they have donated 12 pianos. Nico, now 12, plays the first pieces on the pianos, then turns them over to onlookers.

The organization’s wish list includes a space large enough to house a dozen pianos and room for artists to work, and donations to cover the cost of piano tuners and upkeep.—*Mickey Goodman*



OUR DIGITAL EDITIONS

Click here to see Nico Brett perform. (See page 10 for details.)

Birthday wishes do come true

INSPIRED BY hosting a birthday party at a homeless shelter near her town of Newton, Massachusetts, in 2002, Lisa Vasiloff founded the nonprofit organization Birthday Wishes (birthdaywishes.org). In the 16 years since, she and her team of 500 volunteers have brought birthday joy to more than 34,000 children in 200 homeless shelters across Massachusetts, Rhode Island and Long Island, New York, with monthly birthday parties, which provide gifts, games, decorations and, of course, cake for children ages 1 to 17 with birthdays in that month.

“Birthday parties are a luxury that neither the parent nor the shelter can afford, but a birthday is an important event in the life of a child,” Vasiloff says. “Birthday Wishes was founded on the belief that every



KASEY FITZGERALD © MIMIBUBU/SHUTTERSTOCK
Lisa Vasiloff

child, regardless of their living situation, should have their birthday recognized and celebrated. We have found that something as simple and ‘normal’ as a birthday party has the power to make homeless children feel simultaneously special and like a regular kid.”

Volunteers host and organize the parties, bake cakes and make Costco runs for juice boxes and paper goods. Every month they wrap \$1,000 worth of toys and pack more than 200 birthday-in-a-box kits. Stuffed with gifts, decorations and baking supplies, these kits are delivered to families staying at women’s shelters, hotels and other scattered sites.

“A lot of kids say, ‘I can’t wait for my party next month,’” she says. “On one hand, you hope they’re not still at the shelter. But on the other hand, it’s so rewarding to know that, in their difficult situation, these kids have something they’re looking forward to.”—*Kristin Baird Rattini*



OUR DIGITAL EDITIONS

Click here for more about Birthday Wishes. (See page 10 for details.)

School of love



Adults standing from left to right: Gabriel Mollel, a village elder and school committee chair; Norm Stranczek, school board member; and Kellie O’Brien, school co-founder and board president, surrounded by students of the O’Brien School of the Maasai.

KELLIE O'BRIEN

IN 2007, COSTCO member Kellie O’Brien and her daughter, Heather, traveled from their home in Hinsdale, Illinois, to Tanzania, in East Africa, to perform volunteer work at a Franciscan convent. After learning that the local village lacked a primary school, mother and daughter began gathering the funds and resources to open one.

“The village elders were asking for education for their children, who come from cow-dung huts with no electricity, running water or furniture. I turned to my daughter and said, ‘This is the reason God sent us to Tanzania—we’re going to build them a

school,’” O’Brien recalls.

Within a matter of months, the O’Brien School of the Maasai (obrienschool.org) opened its doors, offering year-round instruction to kindergartners through seventh-graders from 8 a.m. to 3:30 p.m., five days a week. Today, the institution is rated in the top 10 percent of all schools in Tanzania.

“All the students are dedicated to becoming leaders in their village, but with a different future that isn’t predetermined by poverty,” says O’Brien.

While the pupils demonstrate an eager-

ness to learn, hunger can interfere with their classroom focus. O’Brien’s team raises funds to buy bulk quantities of low-cost foods, school supplies and clothes from Costco that she ships back to the school.

“Four 10-pound boxes of Quaker Oats costs only \$32 yet feeds the entire school breakfast for a day,” says O’Brien, who recently sent 700 boxes of the oats—enough to feed the students plus their families for two academic years.

“I believe all of us are called to leave this world a better place,” she adds.

—*Erik J. Martin*

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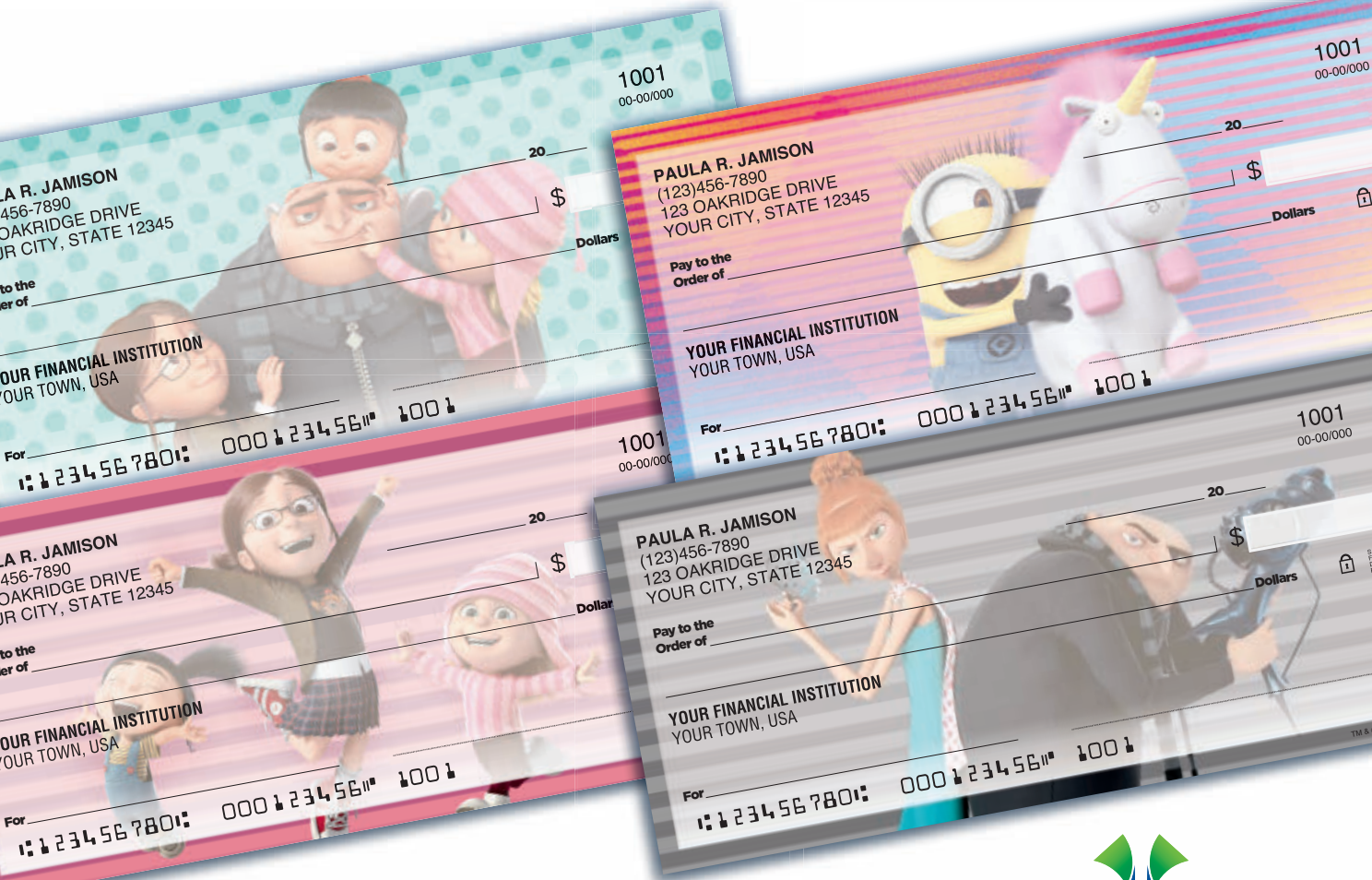
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