

What you might not know about...

Albert Heijn

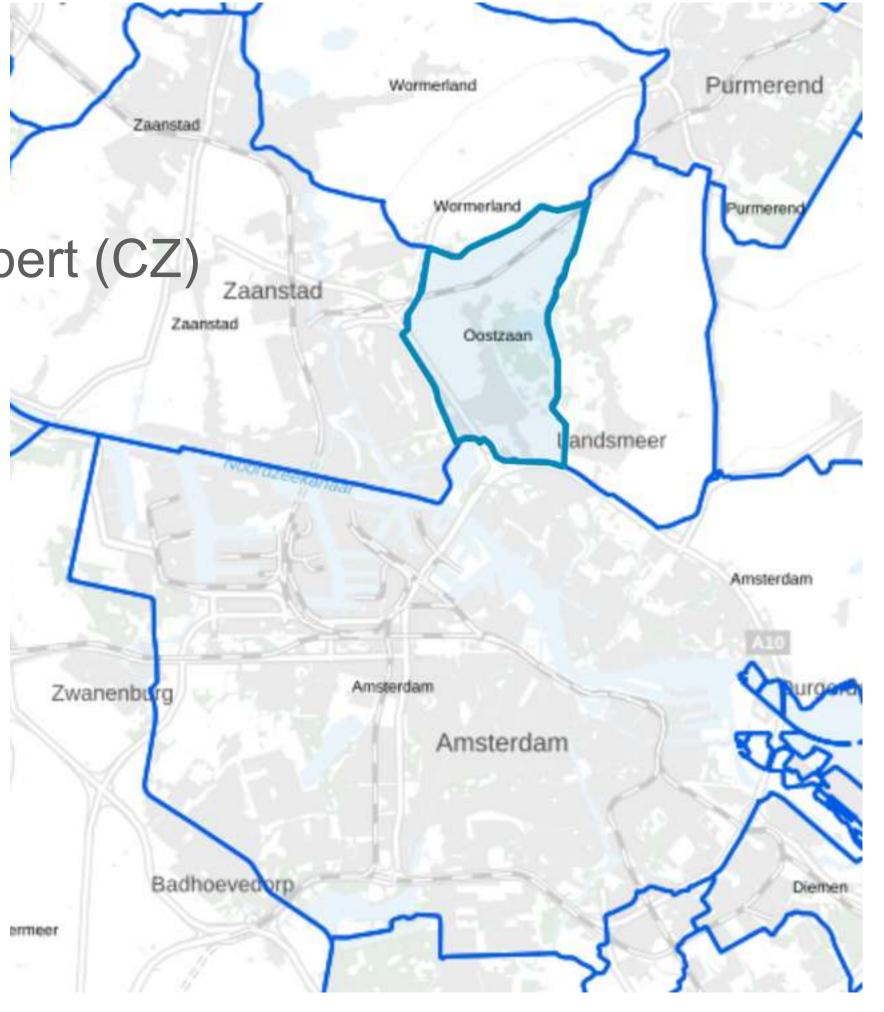
Albert Heijn







- Founded in 1887 in Oostzaan
- Part of Ahold Delhaize holding
 - together with Delhaize, Bol.com, Etos, Gall & Gall or Albert (CZ)
- More than 1000 stores in the Netherlands
 - Albert Heijn
 - Albert Heijn XL (over 3000 m², with a parking lot)
 - Albert Heijn to go
- A few stores in Belgium



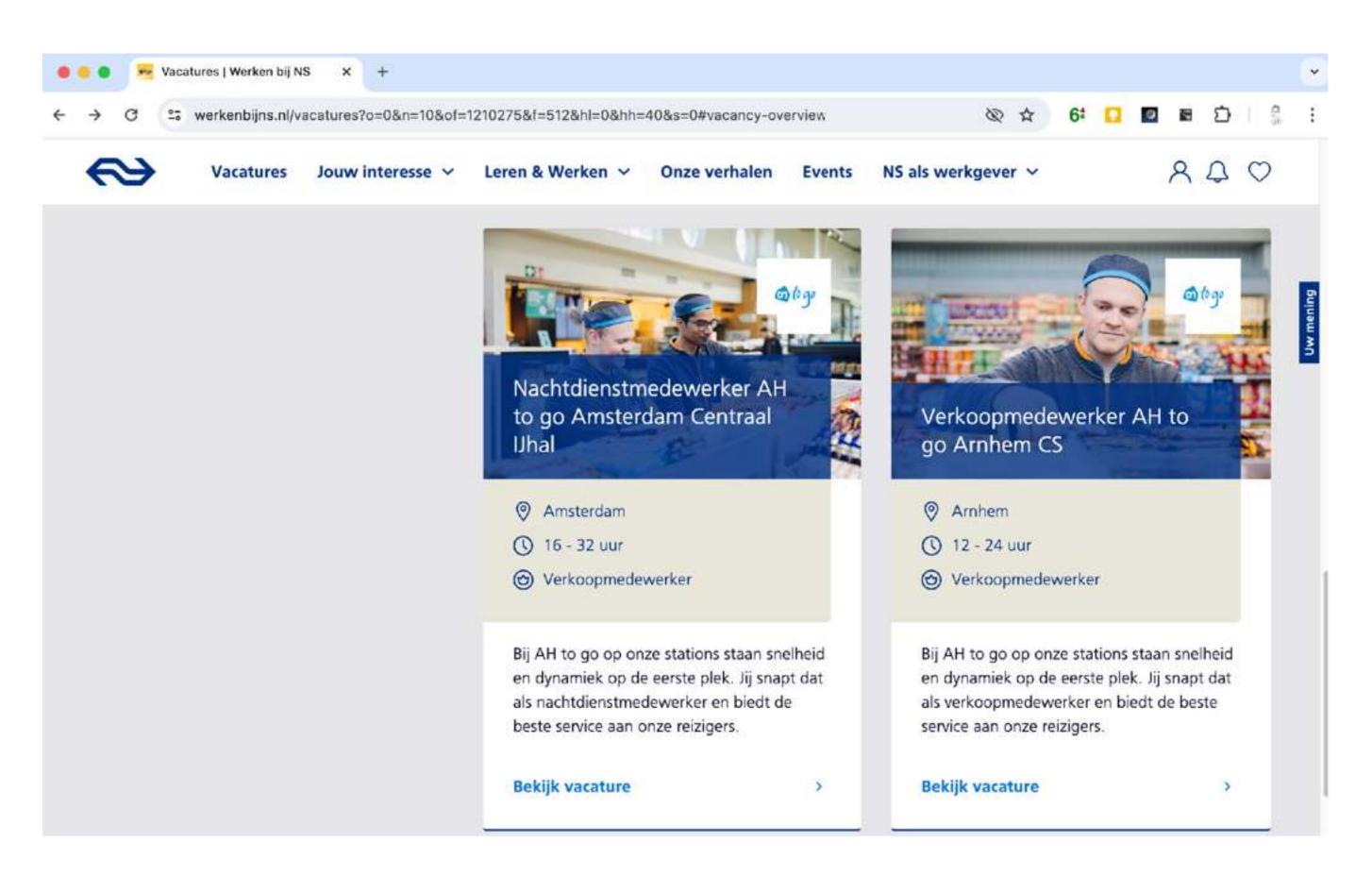


To go or not to go

Albert Heijn to go



- Established in 1999 at the station 's-Hertogenbosch
- Actually a franchise run by NS (and possibly others)



Albert Heijn

Albert Heijn to go



- Normal priced groceries
- Weekly promotions
- Bonus box
- Unwrapped pastry
- Some sell a selection of to go products
- Some of them have coffee machine offering € 1 happy hour all day long

- Overpriced groceries to go
- No promotions
- No Bonus box
- Individually wrapped pastry
- Machine selling coffee for more than € 2
- Virtual stickers for 6th product for free

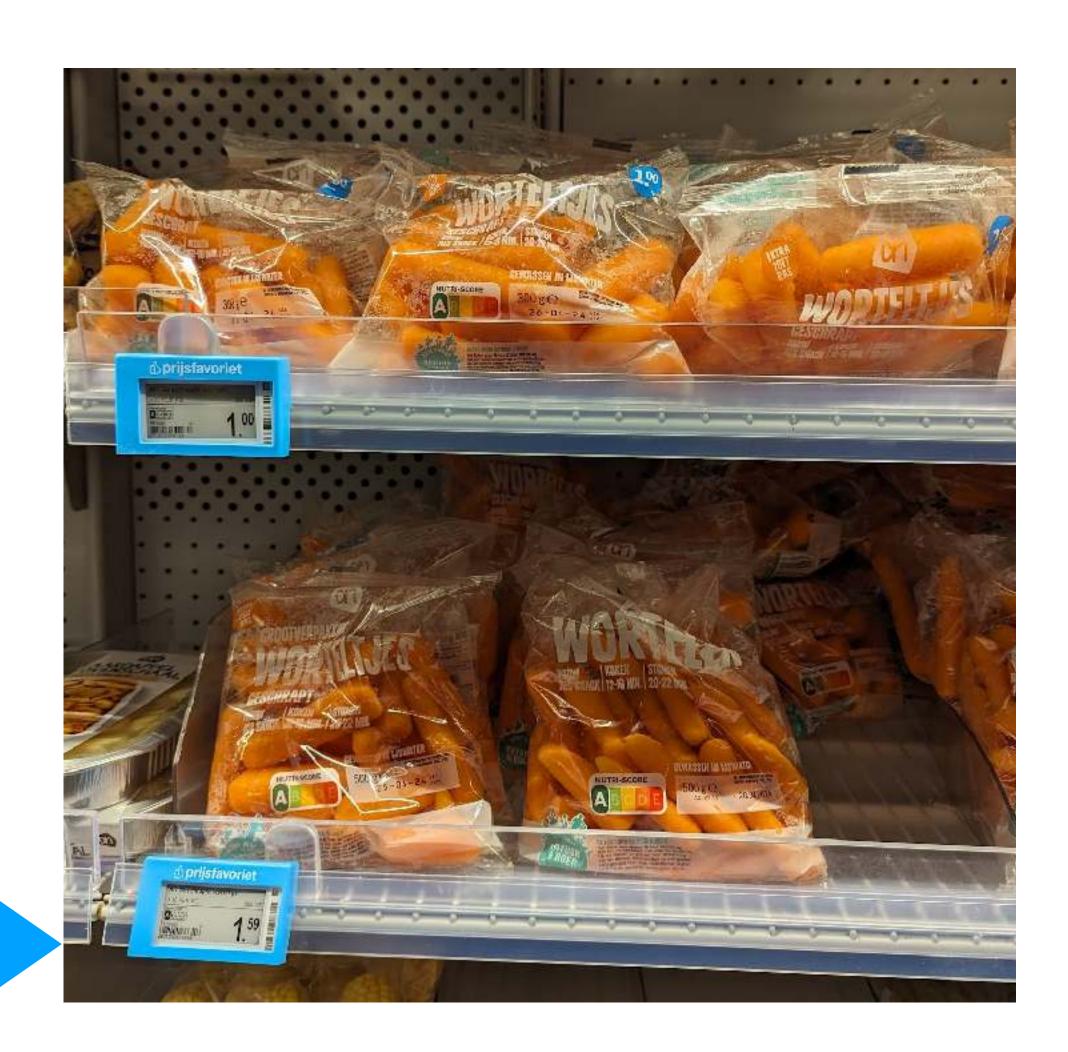
To go or not to go



- Sometimes it takes literally five steps to save a lot:
 - Carrot to go: € 1,50 for 200 g
 - Carrot not to go: € 1 for 300 g



5 steps



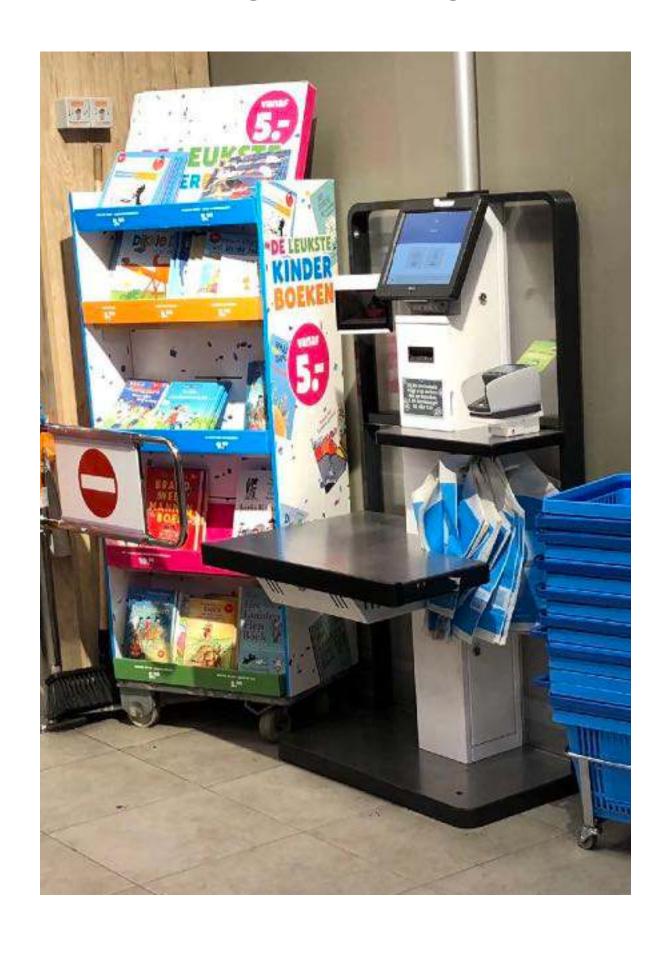


Self-scan and Self-checkout

Know the difference

Self-checkout

Virtually every store has it



Self-scan



- Hand scanners or the AH-app
- Paired using Wi-Fi, talks to RFC1918 IPv4 address
- Unfinished sessions will make your bonus card blocked in that store
- Self-scan session cannot be finished on the manned checkout

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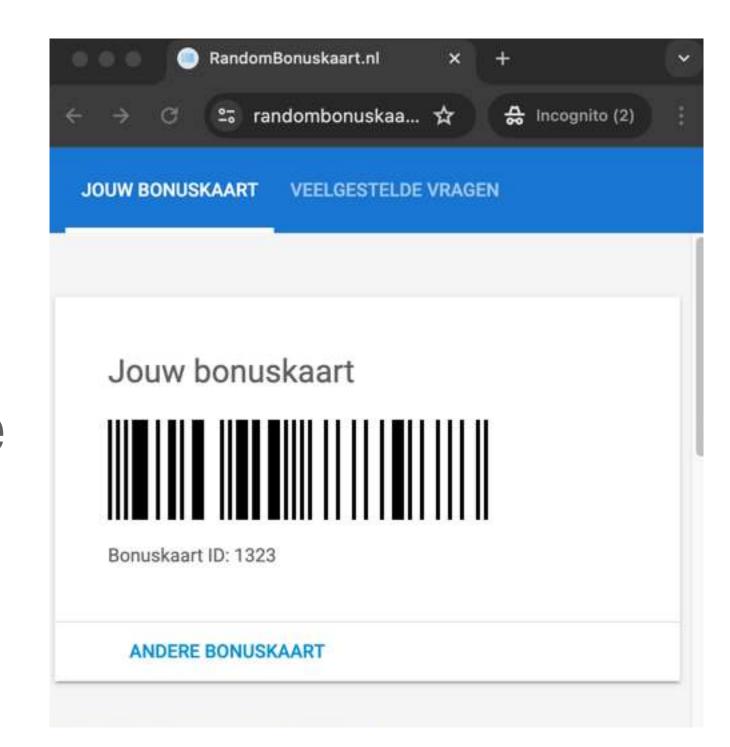
Bonus Card

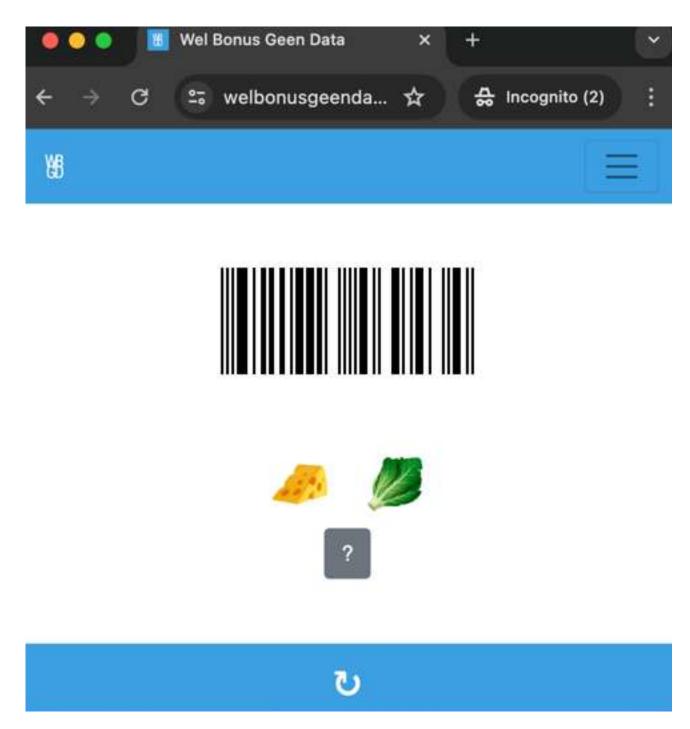
Key to all promotions

Bonus card



- You need one even to get weekly promotions
- Personal data collection is optional
 - If you opt-in, you will receive the Bonus Box offers every week
- For the privacy-aware users:
 - RandomBonusKaart.nl
 - WelBonusGeenData.nl
- Can be used to open the exit gate







Coffee anyone?

A new payment opportunity in Albert Heijn to go

Coffee machine is the new self-checkout!

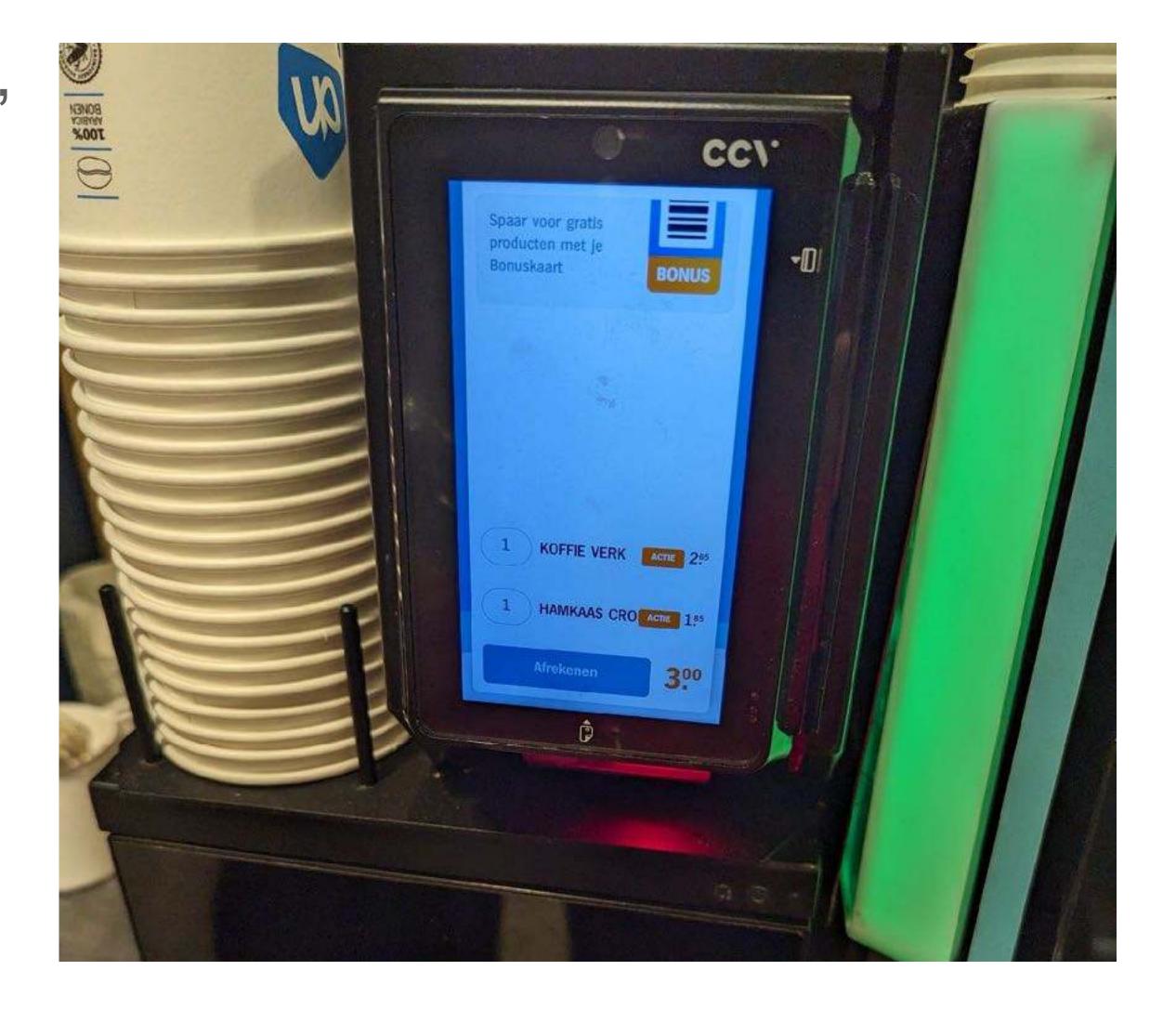


- To offer the 6th coffee for free, one must scan bonus card
- POS terminals on the coffee machines got recently barcode scanners for that
- It is actually a fully functional self-checkout! You can scan any product with barcode
- But you must order a drink first
- There are combi-deals + P











Special stores

Schiphol

Eindhoven Centraal



- Normal Albert Heijn though sometimes branded as to go
- No Wi-Fi no way to do self scanning
- Overpriced unwrapped pastry
- Normal price on other products



- Standard Albert Heijn to go yet significantly cheaper:
 - **a** for € 1,75 2,25
 - **P** for € 1,25 1,85
 - Probably due to competing

 Jumbo City at the same

 station



No Time For Questions



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