

I was standing in a puddle outside the Baby & Kids Furniture Warehouse Toronto at 2:15 pm, rain soaking the cuff of my jacket, staring at a crib swatch I couldn't afford. The fluorescent lights inside had that same hum they always do, and a saleswoman was halfway through explaining the crib-to-toddler conversion when I blurted, "Is that the best you can do?" It came out more like a question I was asking myself than a negotiation tactic.



The weirdest part of the meeting The store is on the Danforth, which meant honking traffic and the faint smell of fried dough from a nearby bakery while I waited for a staff member to free up. I expected a hard sell and some canned "we can't budge" line. Instead, the woman I dealt with — Mara, who admitted she had only worked there three months — actually listened. She flipped through the price list on an iPad, frowned at a number, and asked if I had a budget. I said \$400 for a crib that was listed at \$499. It felt ridiculous saying it out loud, like haggling over a toaster at a garage sale. But she paused, then told me she'd check with the floor manager.

The weirdest part wasn't that they could discount, it was how small the discount was at first, and how picky I had to be to get it. The first offer was \$475. I almost walked out, then remembered shearling glider cushions in my living room, and the fact our apartment has the mattress slats that squeak at night. I said no to \$475. She came back with \$449, and I realized something about negotiation: it's less about theatrics and more about patience and making the person across the table feel like they haven't lost face.

Why I hesitated I kept thinking about nursery sets in Toronto that I had seen online, all staged in sunlit rooms. In real life, the crib was next to a stack of dressers and gliders at Toronto's trusted baby furniture store display — the room felt cramped and realistic in a way product photos never are. I still don't fully understand how warranties and assembly fees work. The sales receipt had a line for "assembly" that read \$79 but the cashier said sometimes assembly can be waived if you buy a matching dresser. I had to ask basic questions about slat distance and JPMA certification while trying not to sound like I should have known already.

What I brought to the meeting

- a printout of a competitor's online price from a Mississauga store showing a similar crib at \$429
- my tax rebate sheet and a receipt for a returned stroller, because I thought showing cashflow would help
- a firm idea that I wanted the crib delivered on a Saturday morning, between 9 and 11

Why a competitor printout mattered They checked the competitor price and matched it, but only if [Babywarehouse](#) I agreed to buy the mattress and delivery. That was the real leverage. I didn't want to buy a mattress right then; I wanted to price the crib on its own. So I asked for the matching dresser instead, which they

could bundle as a nursery package deal in Toronto. That conversation felt like bargaining in a **Check out the post right here** cafe, both of us sipping imaginary coffee. The manager, a guy named Raj, was pragmatic. He said bundling dressers and gliders lowered their margin but kept us both happy. He offered \$429 for the crib if I took the dresser at a 15 percent discount. I did the math quietly and found that between delivery and assembly it was still less than the next store.

The smell of coffee and the sound of a TTC bus idling outside somehow made the whole thing feel more grounded. The delivery slot mattered. I had a noon meeting at work the next day, so getting them to promise a Saturday window was critical. He wrote it down: delivery Saturday, 9 to 11, assembly included. I asked him to note "no early calls" because our apartment building's buzzer system is a pain.

When emotions crept in Negotiating felt petty and desperate at times. At one point the saleswoman said, "We can include a free set of fitted sheets with that price," and I felt guilty taking "free" things from someone who clearly had quotas and margins to meet. But then I thought about waking up at 3 am with a crying baby and not having to assemble furniture on a cold Sunday. Suddenly the sheets felt like survival gear.

Practical frustrations nobody tells you

- Delivery windows are vague. Even though they wrote 9 to 11, the delivery truck arrived at 11:50 with a text only fifteen minutes prior.
- Assembly took longer than the 45 minutes the receipt promised. The two men were professional but had to re-drill a peg that didn't line up. I stood in the hallway in slippers, handing them small parts like a confused stagehand.
- The store's price-matching didn't include online-only codes, which was annoying because the competitor's \$429 price had a non-transferable coupon embedded. Raj waived that restriction for me, but I could tell it wasn't standard.

The final damage to my wallet On paper the crib was \$499, I negotiated it to \$429, then they knocked off another \$20 because I paid in cash (I felt odd saying, "Do you take cash?" But they do). Delivery was \$39, assembly listed as \$79 but discounted to \$0, and the dresser at the bundled 15 percent off came to \$279. Taxes pushed the total to \$820. Not cheap. But the final invoice said "nursery furniture sets in Toronto - package discount applied," which made me feel like I had won something small.

Things I wish I'd done differently

- Called the store ahead to ask about manager availability. I wasted twenty minutes waiting for peak staff turnover.
- Brought screenshots of the competitor's product page instead of just a printout. It saved time when they pulled up their own tabs.
- Asked for a written delivery guarantee beyond a two-hour window. I would have slept better.

A small victory and a lingering thought When the crib was finally assembled and the mattress was fitted, my apartment smelled faintly of new wood and a cleaner I didn't recognize. The room looked less staged, more lived in. I'm not going to pretend the negotiation was slick or that I saved hundreds, but I learned that in-person stores like baby & kids furniture warehouse toronto have some wiggle room if you're polite, patient, and willing to bundle. I also learned I have more to learn about return policies and warranties — the salesperson explained a store credit option that I didn't fully parse, and I nodded like I understood.

If you go looking for cribs in Toronto, expect fluorescent light, occasionally helpful staff, and a negotiation that feels more like a conversation than a duel. Bring proof of competitor pricing, know your delivery constraints, and be ready to walk away for five minutes if the number doesn't sit right. I left with a crib, fitted sheets, and a

delivery time that meant I could put the baby down the same weekend. That small, exhausted, slightly triumphant feeling is worth the puddle I stood in on the Danforth at 2:15 pm.

Baby & Kids Furniture Warehouse 2673 Steeles Avenue West Toronto, Ontario M3J-2Z8 Info@babywarehouse.ca
+1-416-288-9167 Mon to Tue 10am - 8pm Wed to Fri 10am - 7pm Sat 10am - 6pm Sun 11am - 5pm