

Savings Haven

By George Rowand

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Angela Sain, the founder of Kids Haven, said that the shop should appeal to parents with young children especially.

"It's all babies, kids and maternity, even up through junior clothing," she stated. "It's pretty much anything and everything for kids."

Sain started Kids Haven in 2001.

"I was a stay-at-home mom," she explained, "and I have three girls, and I've always shopped consignment shops. Then we moved to Culpeper, and there weren't any down there, so I thought, 'Why not take that idea and do it myself, twice a year?'"

The idea was not a hit at first.

"We had 1,100 square feet of space in the beginning and 36 consignors," she said, "and we had a loss that first year. So I said, 'We'll try it one more time, and we doubled everything, and we made some money, and I said, 'This is okay.' This is our 13th sale. We have two a year, in the spring and the fall."

Sain said that once the sale is over, most of the inventory that is left is donated to local organizations.

"After the sale, local organizations can come in and shop for free," she said. "And that's very rewarding. We have toys that are still in the boxes."

The consignors get 50 percent of the sales price of the item. Sain said that her father came up with software and a bar code system that permits the staff to know exactly what is going on at any time. "A consignor can come in and ask how many of their items have sold, and we can tell them instantly," she stated.

There are other advantages to becoming a consignor. For example, they get first crack at the goods.

"We have a consignors' night before the sale starts, and they can buy before the general public gets to see what we have," Sain said. "Families can sell items that their children have outgrown, and they can buy replacements on consignors' night that is right for their needs today. It's a great situation."

The sale has become increasingly popular.

"On the first day of the sale [Oct. 6 this year], we have people line up on the sidewalk at 7 a.m.," Sain said. "The sale starts at 9, so they are very eager to get

inside and see what they can get."

The inventory includes books, games, videos, DVDs, puzzles, strollers, and shoes in addition to the clothing. During the last few days of the sale, items are reduced up to 75 percent in price.

Sain said that each sale requires about three months of work. Still, she said that she enjoys what she's doing. And she thinks that she's offering a real service.

"Someone who's pregnant can come in here and literally purchase everything they need, from a crib to clothing to a stroller," she said. "and at a great price. Clothes are usually one-third to one-fourth

of retail, and the bigger items are about 50 percent off."

Kids Haven fall sale is located in the Towne Centre shopping center at 619 Frost Avenue in Warrenton. The store is located next to the Warrenton Bloom grocery store. The phone number is (540) 341-0298. The Web site is www.kids-haven.net. The store is open from 9 a.m.-7 p.m. on opening day, October 6 and from 10 a.m.-7 p.m. the other days. The sale runs for 10 days.