# Giant Lock Box Publishes Twin Market Analyses Showing Why Container Price Headlines and Container Quotes Are Moving on Separate Tracks

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Middletown, New York - September 15, 2026 -
Giant Lock Box, a family-operated shipping container dealer serving all 50 states from its Middletown, New York depot, today published two companion analyses with a shared warning for fall container buyers: the number in the headline is not the number on the quote. Factory selling prices are falling without producing retail discounts, and Panama Canal surcharges are climbing without touching the used inventory already sitting in Northeast yards. Buyers who read one market and shop in the other, the company says, will either wait for a discount that isn?t coming or rush a purchase that faces no pressure at all.

The first analysis, Giant Lock Box?s report on falling factory prices and rising retail quotes, works through the half-year numbers behind the split. Singamas sold 43,000 TEU of new containers in the first half of 2026, down 49% year over year, with its 20-foot dry container average selling price falling to $1,613 from $1,845, per the company?s August 25 interim results. Triton?s gain on used equipment sales dropped to $2.0 million from $7.9 million on lower resale prices. Over the same stretch, U.S. retail used container prices rose 2.6% to 3.3%, with the nationwide average for a used 20-foot unit at $1,786 per Container Management?s 2026 cost guide. The explanation: a factory price change works through an order, a sailing, a port, a depot, and a dealer?s replacement cycle ? a six-to-twelve-month path ? while a retail delivered price is set by unit grade, depot position, and trucking, none of which softened this quarter. Delivery alone runs roughly $350 to $850 for most U.S. addresses within 100 miles of a depot, a third of the invoice on an average used 20-foot box.

?A falling factory price does not arrive in your driveway as a discount, and a buyer who waits for it will spend the fall waiting,? said a Giant Lock Box spokesperson. ?The factory gate and the retail counter are not the same market. Grade, depot position, and trucking explain nearly the whole distance between a wholesale headline and a delivered number ? and the box in the depot was bought at last year?s cost. Where the softness does help a buyer is in terms and timing: in a competitive month, ask when the unit actually releases, and treat that answer as part of the price.?

The second analysis, Giant Lock Box?s report on the Panama Canal draft cut, covers the opposite motion on the new-container side. The Panama Canal Authority cut its Neopanamax draft limit to 47.5 feet effective September 3 ? the second reduction in nine days ? citing Gatun Lake water levels and the El Niño pattern forecast for the back half of the year. Carriers responded with per-TEU surcharges of roughly $130 to $150, about $260 to $300 on a 40-foot high cube, stacked on top of the seventeenth general rate increase of 2026 on the East Asia-to-U.S. lane. Drewry?s World Container Index put Shanghai-to-New York at $9,587 per 40-foot container on September 3, the lane?s 2026 high and roughly $2,400 above the same box to Los Angeles ? the widest coast spread of the year.

The company?s read is a lag, not a jump: quotes written this month cover units that were booked, sailed, and landed before the September surcharges existed, so the firming typically surfaces in the one-trip column six to ten weeks later ? late October and November ? and typically measures a couple hundred dollars rather than a step change. Used cargo-worthy stock, running roughly $1,300 to $2,000 for a 20-foot and $2,000 to $3,200 for a 40-foot per Container Management?s 2026 data, is already in North American depots and carries no canal exposure at all.

The practical guidance runs through both reports: price the used option and the one-trip option on the same day, from the same seller, delivered to the same address, and divide each by usable interior square feet. Ask where the unit physically sits today, since depot position can swing a delivered price by four figures on trucking alone. Lock the delivered number rather than the container number, get the release date in writing, and grade the box on the box ? which coast a unit came through says nothing about its floor, gaskets, or door seal.

Giant Lock Box quotes the delivered number, discloses where each unit is sitting and when it releases, and advises buyers plainly when a wind-and-watertight used box does the job described. Placement experts assess site access, ground conditions, and overhead clearance by phone before any truck is dispatched.

About Giant Lock Box

Giant Lock Box is a family-operated shipping container sales, rental, and modification company headquartered at 71 Dolson Ave in Middletown, New York. The company sells new and used containers in all 50 states, operates its own tilt-bed delivery fleet across the Northeast, and specializes in precise container placement on difficult sites. Placement experts are available Monday through Saturday, 7 a.m. to 7 p.m. ET.

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**Giant LockBox**

*Giant LockBox is a family-operated shipping container depot delivering and placing containers where customers need them, with honest grading, upfront delivery costs, and expert placement support across all 50 states.*

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