PRODUCT REPORT

Cotton Terry Towels and Kitchen Linen

HS Code 6302.60 | Export market guide: Pakistan to Canada | October 2026

Key facts at a glance

Indicator	Value	Source
Canada's imports of cotton terry towels and kitchen linen (HS 630260), 2025	USD 147.14 million (−1.0% vs 2024)	Trade Data Online
Canada's imports from Pakistan, 2025	USD 13.16 million (8.95% share; −0.7% vs 2024; +27.6% vs 2020)	Trade Data Online
Pakistan's rank among suppliers	4th in 2025, after China, India and Bangladesh	Trade Data Online
Pakistan in 2026 so far	January–August 2026: USD 8.99 million (−2.0%); total imports +1.1%	Trade Data Online
Largest supplier to Canada	China: USD 48.30 million, 32.8% share (2025)	Trade Data Online
Pakistan's world exports, FY2025-26	USD 1.06 billion / 221 thousand tonnes to 127 destinations; Canada 17th market	TIPP
Canadian import duty	MFN 17%. Pakistan, China and India pay 17% (no GPT); duty-free for Bangladesh (LDCT), Portugal (CETA) and the United States (CUSMA)	CBSA Customs Tariff 2026
Key product rules	Bilingual fibre-content label with dealer identity (durable for bath towels); textile flammability; general product safety	Competition Bureau; Health Canada
Origin marking	Towels and washcloths must be marked with the country of origin (e.g. "Made in Pakistan")	Marking of Imported Goods Order; CBSA D11-3-1
Quebec labelling (Bill 96)	All product text in French; descriptive words in trademarks must also be in French since 1 June 2025	Charter of the French Language / OQLF
Major Canadian importers (2024)	23 importers account for 80.4% of imports (CAD 228.8 million). From Pakistan: 16 importers account for 80.1% of CAD 21.2 million	Canadian Importers Database

Trade values from Trade Data Online and TIPP are in US dollars. Canadian Importers Database values and retail prices are in Canadian dollars. Pakistan's data follows its fiscal year (July–June); Canada's data follows the calendar year.

1. Introduction

HS 6302.60 covers "Toilet linen and kitchen linen, of terry towelling or similar terry fabrics, of cotton". In Canada's 2026 Customs Tariff the tariff item is 6302.60.00 (unit: kg), with statistical suffixes for bath towels and bath sheets (10), tea or dish towels (20), washcloths (30) and other terry articles such as hand towels and beach towels (90).

Products outside this code, which exporters should classify separately:

- Toilet and kitchen linen of cotton that is not terry, such as flat-woven tea towels: HS 6302.91.
- Towels of man-made fibres, such as microfibre towels: HS 6302.93; bath mats: HS 6307 or Chapter 57.
- Floor-cloths, dish-cloths and dusters sold as cleaning cloths: HS 6307.10; bathrobes of terry: HS 6208 and 6108.

Classification should be confirmed with the Canadian importer or a customs broker, or by an advance ruling from CBSA.

In Canada cotton towels are sold by discount and mass-merchant chains (Dollarama, Walmart, Winners, Costco), home-furnishing stores (Linen Chest, HomeSense, Bouclair, IKEA) and online retailers. Hotels, hospitals, fitness clubs and laundries buy plain white terry through linen and janitorial supply companies.

Pakistan is one of the world's largest towel exporters, with integrated terry mills in Karachi, Faisalabad and Lahore. TIPP shows exports of cotton terry towels of USD 1.06 billion in FY2025-26 to 127 countries.

References

[1] CBSA, Customs Tariff 2026, Chapter 63, tariff item 6302.60.00: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch63-eng.html

[2] TIPP, Export Trade Data, PCT 6302.6010 to 6302.6090, FY2025-26: https://tipp.gov.pk/index.php?r=site/display&id=305

[3] Canadian Importers Database, HS 630260, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=630260&lang=eng

2. Pakistan's Exports (Production)

The Trade Information Portal of Pakistan (TIPP) reports exports under three national tariff lines: mill-made towels (6302.6010), hand-loom cotton towels (6302.6020) and other (6302.6090). Mill-made towels make up about 94% of the value. The table shows the total of the three lines by fiscal year (July–June).

Pakistan's exports of cotton terry towels (PCT 6302.60)

Fiscal year	World (USD million)	World (thousand tonnes)	Unit value (USD/kg)	Canada (USD million)	Canada rank / share	Destinations
FY2021-22	1,118.2	214.8	5.21	10.42	17th / 0.9%	123
FY2022-23	1,007.1	196.5	5.13	10.62	15th / 1.1%	127
FY2023-24	1,053.8	224.0	4.70	11.30	14th / 1.1%	128
FY2024-25	1,083.4	228.6	4.74	12.44	14th / 1.1%	122
FY2025-26	1,061.9	220.7	4.81	10.12	17th / 1.0%	127
FY2026-27 (Jul–Sep)	291.6	60.4	4.83	2.87	15th / 1.0%	94

Quantities are in kilograms as recorded by TIPP, shown here in thousand tonnes. FY2026-27 covers July–September 2026 only. In FY2025-26 the largest markets were the United States (USD 378.6 million), the United Kingdom (103.4), the Netherlands (89.3), Spain (63.8) and Italy (63.4); Canada ranked 17th. TIPP records USD 10.12 million of direct shipments to Canada in FY2025-26, against USD 13.16 million recorded by Canada in calendar 2025; the difference is probably due to goods shipped through the United States and fiscal-year timing (inferred). Canada's figures are used for trade with Canada.

> **Insight:** Pakistan exports more than USD 1 billion of cotton towels a year, mostly to the United States and Europe, at an average of USD 4.81 per kg (USD 4.28 for direct shipments to Canada). Canada takes less than 1% of these exports (17th market), so Pakistani mills have ample capacity to supply more.

References

[1] Trade Information Portal of Pakistan (TIPP), Export Trade Data dashboard, PCT 6302.6010 to 6302.6090, filtered by fiscal year (FY2021-22 to FY2026-27), all countries, values in USD and quantities in kg; data accessed 9 October 2026: https://tipp.gov.pk/index.php?r=site/display&id=305

3. Canada's Imports (Consumption)

Canada's imports of cotton terry towels and kitchen linen (HS 630260), USD million

From	2020	2022	2023	2024	2025	Change 2024–25
Total imports	**114.70**	**183.62**	**132.46**	**148.60**	**147.14**	**−1.0%**
China	27.38	55.84	36.67	45.67	48.30	+5.8%
India	31.69	41.31	36.90	38.63	36.00	−6.8%
Bangladesh	28.77	43.43	29.81	29.88	29.88	+0.0%
Portugal	2.93	5.29	4.29	5.85	8.38	+43.3%
Türkiye	8.89	14.20	7.01	6.49	5.64	−13.2%
United States	2.82	4.71	4.31	4.82	2.21	−54.2%
Pakistan	10.318	13.275	10.494	13.252	13.162	−0.7%

2020 is shown as a benchmark year. 2025 values are the sum of the 12 monthly values in Trade Data Online, because the annual 2025 column had not yet been filled in when the data was accessed. Year to date: total imports in January–August 2026 were USD 99.75 million (+1.1% on the same months of 2025, USD 98.66 million); imports from Pakistan were USD 8,991,876 (−2.0% on USD 9,175,893), a 9.01% share.

Pakistan in Canada's imports

Indicator	2016	2020	2021	2022	2023	2024	2025
Imports from Pakistan (USD million)	14.91	10.32	12.26	13.27	10.49	13.25	13.16
Share of Canada's imports	11.07%	9.00%	7.79%	7.23%	7.92%	8.92%	8.95%
Rank among suppliers	4th	4th	4th	5th	4th	4th	4th

Insight: Canada imports about USD 130–185 million a year of cotton terry towels (USD 147.14 million in 2025, −1.0%). Imports from Pakistan have been steady at USD 10–15 million a year, reaching USD 13.16 million in 2025 (+27.6% vs 2020, in line with the market's +28.3%). Pakistan has been the 4th supplier in most years, with a share of about 9%, down from 11.07% in 2016. In January–August 2026 imports from Pakistan were −2.0% while the market was +1.1%.

Where demand is: imports by province (USD)

Province	2022	2023	2024	Share 2024
Ontario	94,700,016	59,327,794	67,286,488	45.3%
British Columbia	37,697,608	28,700,055	36,557,504	24.6%
Quebec	40,302,983	33,164,933	36,109,104	24.3%
Alberta	8,378,282	6,560,187	5,950,205	4.0%
Nova Scotia	1,076,079	3,557,489	1,297,084	0.9%
Manitoba	867,839	574,170	944,907	0.6%
New Brunswick	564,343	456,171	278,794	0.2%

Ontario, British Columbia and Quebec together accounted for 94.2% of imports in 2024. Provincial figures show the province where goods were cleared, which is usually where the importer or its distribution centre is located, not necessarily where the product is sold.

References

[1] Trade Data Online (ISED / Statistics Canada), Canadian imports, HS 630260, all countries (detailed), complete years, USD; accessed 9 October 2026: https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=10%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C630260&lang=eng

[2] Trade Data Online, HS 630260, monthly trends (September 2024 – August 2026), used to total calendar 2025 and the 2026 year to date: https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=24%7CMonthly+Trends&currency=US&productType=HS6&hSelectedCodes=%7C630260&lang=eng

[3] Trade Data Online, HS 630260, imports by province, complete years: https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9998&countryList=ALL&toFromCountry=CDN&reportType=TI&timePeriod=5%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C630260&lang=eng

4. Import Market Analysis

Supplier shares of Canada's imports of cotton terry towels (%)

Supplier	2020	2022	2023	2024	2025
China	23.9%	30.4%	27.7%	30.7%	32.8%
India	27.6%	22.5%	27.9%	26.0%	24.5%
Bangladesh	25.1%	23.7%	22.5%	20.1%	20.3%
Portugal	2.6%	2.9%	3.2%	3.9%	5.7%
Türkiye	7.8%	7.7%	5.3%	4.4%	3.8%
United States	2.5%	2.6%	3.3%	3.2%	1.5%
Pakistan	9.00%	7.23%	7.92%	8.92%	8.95%

- **China (32.8%)** is the largest supplier and has gained share since 2020 (23.9%). It pays the same 17% as Pakistan.
- **India (24.5%)** also pays 17% and is Pakistan's closest competitor in cotton terry. Its imports fell 6.8% in 2025.
- **Bangladesh (20.3%)** enters duty-free as a least developed country, but its imports fell 22.1% in January–August 2026.
- **Pakistan (8.95%)** is the 4th supplier. Portugal (5.7%) is growing fast in premium towels (+43.3% in 2025), duty-free under CETA.
- **Market concentration:** the top three suppliers held 77.6% of imports in 2025. Buying is concentrated: the Canadian Importers Database lists 23 major importers for 80.4% of imports (CAD 228.8 million in 2024), and the top three hold 42.2%. From Pakistan, 16 importers account for 80.1% of CAD 21.2 million; the top three hold 37.2%.

> **Insight:** Pakistan holds a steady 9% of a mature market where its two largest rivals, China and India, pay the same duty. Large retailers and a few home-textile importers dominate buying, so winning one or two major retail or hospitality programs could change Pakistan's share noticeably.

References

[1] Trade Data Online, HS 630260 (shares calculated from import values): https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=10%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C630260&lang=eng

[2] Canadian Importers Database, HS 630260, major importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=630260&lang=eng

[3] Canadian Importers Database, HS 630260, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=630260&countryCode=527

5. Quality, Packaging and Labelling Requirements

This section uses official government sources only (Government of Canada, Government of Québec and Government of Pakistan).

5.1 Quality requirements

Requirement	What it means for Pakistani exporters	Authority / legal basis
No danger to health or safety	It is prohibited to manufacture, import, advertise or sell a consumer product that is a danger to human health or safety. Cotton terry towels are consumer products, so this general rule applies even where there is no product-specific standard.	Canada Consumer Product Safety Act (CCPSA), ss. 7–8
Flammability of textiles	Textile products sold in Canada must meet the flame-spread limits of the Textile Flammability Regulations. Cotton terry has a raised looped pile, so it is the kind of surface that is tested more strictly; most heavy cotton terry passes, but buyers may ask for a test report under method CAN/CGSB-4.2 No. 27.5.	Textile Flammability Regulations (SOR/2016-194); Health Canada industry guide
Records and traceability	Importers and sellers must keep documents showing from whom they got the product and to whom they sold it, so it can be traced in a recall.	CCPSA, s. 13
Incident reporting	An importer that learns of an incident or defect that caused or could cause serious harm must report it to Health Canada within two days, and to its supplier.	CCPSA, s. 14
No forced labour in the supply chain	Goods mined, manufactured or produced wholly or in part by forced labour are prohibited from entering Canada. CBSA can detain such goods, and importers are expected to carry out due diligence on their supply chains, including cotton, yarn, fabric and dyeing or washing units.	Customs Tariff, tariff item 9897.00.00; CBSA Memorandum D9-1-6

5.2 Packaging requirements

- There is no Canadian packaging standard for towels. They are usually sold folded and banded or tied with a printed card or wrap showing size, weight (GSM) and fibre content, or in multipacks, and are packed by style, colour and size in export cartons. Hotel and institutional towels are shipped in bulk bales or cartons.
- If the packaging hides the country-of-origin marking on the product, the packaging itself must also be marked with the country of origin (CBSA Memorandum D11-3-1).
- Each carton should carry the style, size, colour and order or lot number, so the importer can meet the CCPSA traceability and recall requirements.

5.3 Labelling requirements

Label element	Requirement
Fibre content	Shown by generic fibre name, with the percentage by mass, in order of predominance. Fibres making up less than 5% may be shown as "other fibre(s)". For example: "100% cotton / 100 % coton" or "80% cotton, 20% polyester / 80 % coton, 20 % polyester".
Dealer identity	The full name and postal address of the Canadian dealer (importer, brand or retailer), or a CA identification number issued by the Competition Bureau. A Pakistani maker can only use the importer's CA number with the importer's agreement.
Bilingual information	Fibre content must appear in both English and French. Dealer identity and country of origin may appear in either language.
Type of label	Towels, washcloths and dish cloths are prescribed articles under Schedule I of the Textile Labelling and Advertising Regulations. Bath, hand and beach towels need a durable label (fibre content and dealer identity) that stays legible through at least 10 cleanings. Dish towels, dish cloths and washcloths are also listed in Schedule III, so their label may be a band, card or package label rather than a permanent one.

Label element	Requirement
Country of origin	Bath mats, towels and wash cloths, knitted or woven, are listed in the Marking of Imported Goods Order, so they must be marked in English or French (for example "Made in Pakistan / Fabriqué au Pakistan"), legibly, permanently and where the buyer can easily see it.
Size, weight and care	Care labelling is voluntary in Canada, but if care information is given it must be accurate; most buyers ask for the care symbols of the national standard CAN/CGSB-86.1. Towel sizes and weight (GSM) are shown on the band or card by commercial practice.

The importer is legally responsible for compliance, so the exporter should agree the sewn-in label, band or card and country-of-origin marking with the buyer before production.

5.4 Quebec: French-language rules (Charter of the French Language, as amended by Bill 96)

Quebec cleared 24.3% of Canada's imports of cotton terry towels in 2024, and several importers of Pakistani towels are based in Quebec (Dollarama, George Courey, Heritage Home Fashions, Safdie & Co.). On top of the federal bilingual rules, products sold in Quebec must follow the Charter of the French Language. Bill 96 (Act respecting French, the official and common language of Québec, S.Q. 2022, c. 14) amended the Charter, and new product-labelling rules under the Regulation respecting the language of commerce and business took effect on 1 June 2025.

Rule	What it means for cotton terry towels, washcloths and kitchen towels	Legal basis
Everything on the product must be in French	Every inscription on the product, its container or wrapping, and documents supplied with it (bands, cards, package inserts and care cards) must be in French. This includes claims printed on the product or its packaging, such as "Egyptian cotton", "600 GSM", "quick-dry" or "zero twist".	Charter s. 51
French must not be less prominent	Another language may appear, but it must not be given greater prominence than the French or be available on more favourable terms. The OQLF explains this as meaning the other language must not be more visible than the French, and the consumer must not have to make any extra effort to get the information in French.	Charter s. 51 (amended 2022, c. 14, s. 42); OQLF guidance
Trademarks: descriptive words must be in French (in force 1 June 2025)	A registered trademark may stay in another language only if no French version is registered with the Canadian Intellectual Property Office. Any generic or descriptive words inside the trademark (for example "Bath Sheet", "Hotel Collection" or "Quick Dry") must also appear in French on the product or on a medium permanently attached to it. The product name and company name may stay in another language.	Charter s. 51.1; Regulation C-11, r. 9, s. 7.1
If a French version of the trademark is registered	It must be used on products sold in Quebec.	Charter s. 51.1; OQLF guidance
Transition period (until 1 June 2027)	Products with trademarks whose descriptive words are not in French may still be sold until 1 June 2027 if they were made before 1 June 2025 and no French version of the trademark had been filed by 26 June 2024. New production for Canada should already comply.	OQLF, Marques de commerce sur les produits
Exceptions useful to exporters	Inscriptions may be only in another language on containers used in international transport (export cartons), and on products for incorporation or processing that are not sold at retail in Quebec. The name of a firm established only outside Quebec may stay in its original language.	Regulation C-11, r. 9, ss. 3(2), 3(4), 7(1)
Displays count as advertising	Shelf displays and point-of-sale material are treated as commercial advertising, where French must be clearly	OQLF guidance

Rule	What it means for cotton terry towels, washcloths and kitchen towels	Legal basis
	predominant.	
Enforcement	The Office québécois de la langue française (OQLF) handles complaints and works with businesses to bring products into compliance. The Charter provides penal fines, which are doubled for a second offence and tripled for later offences.	Charter ss. 205–207

Insight: Use one fully bilingual label set for all of Canada: a sewn-in label with fibre content in English and French, the dealer's name and address or CA number, and "Made in Pakistan", plus bands or cards with French at least as large and visible as the English. Translate every descriptive word, including words inside logos (for example "Bath Towel / Serviette de bain", "Washcloth / Débarbouillette"). Outer export cartons can stay in English only.

References

[1] Health Canada, Meeting Canada Consumer Product Safety Act requirements: https://www.canada.ca/en/health-canada/services/consumer-product-safety/legislation-guidelines/acts-regulations/canada-consumer-product-safety-act.html

[2] Canada Consumer Product Safety Act (S.C. 2010, c. 21): https://laws-lois.justice.gc.ca/eng/acts/C-1.68/index.html

[3] Health Canada, Guidance on mandatory reporting under section 14 of the CCPSA: https://www.canada.ca/en/health-canada/services/consumer-product-safety/legislation-guidelines/acts-regulations/canada-consumer-product-safety-act/industry/guide-mandatory-reporting-section-14.html

[4] Textile Flammability Regulations (SOR/2016-194): https://laws-lois.justice.gc.ca/eng/regulations/SOR-2016-194/index.html

[5] Health Canada, Industry guide to the flammability of textile products: https://www.canada.ca/en/health-canada/services/consumer-product-safety/reports-publications/industry-professionals/industry-guide-flammability-textile.html

[6] CBSA, Memorandum D9-1-6, Goods manufactured or produced by prison or forced labour (tariff item 9897.00.00): https://www.cbsa-asfc.gc.ca/publications/dm-md/d9/d9-1-6-eng.html

[7] CBSA, Memorandum D11-3-1, Marking of Imported Goods: https://www.cbsa-asfc.gc.ca/publications/dm-md/d11/d11-3-1-eng.html

[8] Competition Bureau Canada, Guide to the Textile Labelling and Advertising Regulations (Appendices C–E: permanent, non-permanent and exempt articles): https://competition-bureau.canada.ca/en/guide-textile-labelling-and-advertising-regulations

[9] Textile Labelling and Advertising Regulations (C.R.C., c. 1551): https://laws-lois.justice.gc.ca/eng/regulations/C.R.C., c. 1551/FullText.html

[10] Competition Bureau Canada, CA identification number: https://competition-bureau.canada.ca/en/contact-competition-bureau-canada/ca-identification-number

[11] Government of Québec (LégisQuébec), Charter of the French Language, C-11, ss. 51, 51.1, 205–207: https://www.legisquebec.gouv.qc.ca/en/document/cs/c-11

[12] Government of Québec (LégisQuébec), Regulation respecting the language of commerce and business, C-11, r. 9, ss. 3, 5, 6, 7, 7.1: https://www.legisquebec.gouv.qc.ca/en/document/cr/C-11,%20r.%209

[13] Office québécois de la langue française, Marques de commerce sur les produits (rules in force since 1 June 2025; transition to 1 June 2027): https://www.oqlf.gouv.qc.ca/francisation/entreprises/marque-commerce-produits.html

[14] Office québécois de la langue française, Loi sur la langue officielle et commune du Québec, le français (Bill 96) – legislative changes: https://www.oqlf.gouv.qc.ca/charte/changementslegislatifs/

6. Technical and Safety Standards

This section uses official government sources only (Government of Canada, Government of Québec and Government of Pakistan).

Aspect	Requirement	Authority / reference
Legal framework	Canada Consumer Product Safety Act (CCPSA). There is no mandatory Canadian product standard specific to cotton terry	Health Canada

Aspect	Requirement	Authority / reference
	towels, washcloths and kitchen towels; general safety, flammability and labelling rules apply.	
Flammability	Fabric must meet the Textile Flammability Regulations (test method CAN/CGSB-4.2 No. 27.5); raised-pile terry is tested more strictly.	Textile Flammability Regulations (SOR/2016-194)
Product safety obligations	Importer must keep traceability records, report serious incidents within two days, and carry out recalls if ordered.	CCPSA, ss. 13–14, 31–32
Textile labelling	Bilingual fibre content and dealer identity (name and address or CA number); durable label for bath towels, band or card allowed for dish towels and washcloths.	Textile Labelling and Advertising Regulations; Competition Bureau
Origin marking	Towels and washcloths marked "Made in Pakistan" (English or French), legible and permanent.	CBSA D11-3-1
Forced labour	Goods made wholly or partly with forced labour are prohibited. Be ready to show the source of cotton, yarn, fabric and dyeing or washing units.	Customs Tariff item 9897.00.00; CBSA D9-1-6
Export clearance in Pakistan	The Goods Declaration and export documents are filed electronically through Pakistan Single Window (PSW), which links customs, banks and other government agencies.	Pakistan Single Window
Customs accounting	The importer needs a CBSA business number and import-export account and must use the CARM Client Portal to account for and pay duties and taxes (17% duty plus GST/HST).	CBSA

References

[1] Canada Consumer Product Safety Act (S.C. 2010, c. 21): https://laws-lois.justice.gc.ca/eng/acts/C-1.68/index.html

[2] Health Canada, Meeting Canada Consumer Product Safety Act requirements: https://www.canada.ca/en/health-canada/services/consumer-product-safety/legislation-guidelines/acts-regulations/canada-consumer-product-safety-act.html

[3] Textile Flammability Regulations (SOR/2016-194): https://laws-lois.justice.gc.ca/eng/regulations/SOR-2016-194/index.html

[4] Textile Labelling and Advertising Regulations (C.R.C., c. 1551): https://laws-lois.justice.gc.ca/eng/regulations/C.R.C.,_c._1551/FullText.html

[5] CBSA, Memorandum D11-3-1, Marking of Imported Goods: https://www.cbsa-asfc.gc.ca/publications/dm-md/d11/d11-3-1-eng.html

[6] CBSA, Memorandum D9-1-6, Goods manufactured or produced by prison or forced labour: https://www.cbsa-asfc.gc.ca/publications/dm-md/d9/d9-1-6-eng.html

[7] Pakistan Single Window (PSW): https://www.psw.gov.pk/

[8] CBSA, CARM: Assess and pay duties and taxes on imported commercial goods: https://www.cbsa-asfc.gc.ca/services/carm-gcra/menu-eng.html

7. Import Tariff

Tariff item	Description	MFN	GPT (Pakistan)	Duty-free / other access
6302.60.00 (suffixes 10, 20, 30, 90)	Toilet linen and kitchen linen, of terry towelling or similar terry fabrics, of cotton (bath towels and sheets; tea or dish towels; washcloths; other). Unit: kg	17%	Not available (17% applies)	Free: LDCT, CPTPT, UST/MXT, CEUT, UKT, CCCT, CIAT, CT, CRT, IT, NT, SLT, PT, COLT, JT, PAT, HNT, KRT, UAT

Pakistan pays the full MFN rate of 17% on cotton terry towels, because Canada's General Preferential Tariff (GPT) does not cover this tariff item. China and India, the two largest suppliers, and Türkiye also pay 17%.

Bangladesh (LDCT), Portugal and other EU suppliers (CETA), the United States (CUSMA), Vietnam and Japan (CPTPP) and Colombia enter duty-free. GST/HST is also payable at import.

> **Insight:** The duty does not put Pakistan behind China (32.8%) or India (24.5%), which pay the same 17%. The main duty-free competitors are Bangladesh (20.3%) and Portugal (5.7%); duty-free suppliers together held about 29.4% of imports in 2025.

References

[1] CBSA, Customs Tariff 2026, Chapter 63, tariff item 6302.60.00: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch63-eng.html

[2] CBSA, Import commercial goods into Canada: https://www.cbsa-asfc.gc.ca/import/?D=A

8. Non-Tariff Barriers

- **Brand-controlled supply chains and compliance audits:** most imports are made to order for brands and retailers that choose factories through sourcing programs. They require social-compliance audits, chemical-safety commitments (restricted substances lists) and test reports before placing orders.
- **Forced-labour due diligence:** Canada prohibits imports of goods made with forced labour, and large Canadian companies must report each year on the steps they take to prevent forced and child labour in their supply chains. Buyers increasingly ask for proof of where the cotton, yarn and fabric came from.
- **Labelling:** garments without a correct bilingual fibre-content label, dealer identity or "Made in Pakistan" marking must be relabelled before sale, at the importer's cost.
- **Quebec French-language rules (Bill 96):** hang tags, labels and printed claims on products sold in Quebec must be in French, with French at least as prominent as any other language. Since 1 June 2025, descriptive words inside trademarks must also be translated. Quebec accounted for 24.3% of Canada's imports in 2024.
- **Retailer programs and promotions:** Canadian home retailers sell towels on frequent deep promotions (20–70% off is common), so they negotiate hard on price and expect suppliers to fund bands, cards and packaging.
- **Quality claims:** claims such as "Egyptian cotton", GSM weight and "zero twist" must be accurate and supportable, as misleading representations are covered by the Textile Labelling Act and Competition Act.
- **Logistics:** shipments from Karachi to Toronto or Montréal involve transhipment and long transit times, while Asian competitors ship directly to Vancouver. This matters for seasonal and replenishment orders.

References

[1] CBSA, Memorandum D9-1-6, Goods manufactured or produced by prison or forced labour: https://www.cbsa-asfc.gc.ca/publications/dm-md/d9/d9-1-6-eng.html

[2] Public Safety Canada, Fighting Against Forced Labour and Child Labour in Supply Chains Act: guidance for entities: https://www.publicsafety.gc.ca/cnt/cntrng-crm/frcd-lbr-cndn-spply-chns/prpr-rprt-en.aspx

[3] Competition Bureau Canada, Guide to the Textile Labelling and Advertising Regulations: https://competition-bureau.canada.ca/en/guide-textile-labelling-and-advertising-regulations

[4] CBSA, Memorandum D11-3-1, Marking of Imported Goods: https://www.cbsa-asfc.gc.ca/publications/dm-md/d11/d11-3-1-eng.html

[5] Office québécois de la langue française, Marques de commerce sur les produits: https://www.oqlf.gouv.qc.ca/francisation/entreprises/marque-commerce-produits.html

9. Distribution Channels

Imported cotton towels reach Canadian users through the channels below. The company examples are taken from the Canadian Importers Database list of importers of HS 630260 from Pakistan (2024).

Channel	Role	Examples of importers buying from Pakistan (CID, 2024)
Discount and mass-merchant retail	Private-label towels and multipacks	Dollarama (Mont-Royal, QC); Walmart Canada; Winners; Fields Stores
Home textile importers and wholesalers	Import and wholesale to retailers	George Courey (Laval, QC); Marina Textiles (Mississauga, ON); Heritage Home Fashions (Montréal, QC); Safdie & Co. (Saint-Laurent, QC); Filo Import (QC); Cantex Distribution (Niagara Falls, ON)
Institutional and hospitality supply	Hotel, hospital, janitorial and laundry towels	Eden Textile (Edmonton, AB); HD Supply Canada; Standard Textile (US); Utopia Towels (US)

For a Pakistani mill, the practical routes are: (1) Canadian home-textile importers and wholesalers that supply many retailers; (2) discount and mass-merchant chains buying private-label towels; and (3) hospitality and institutional towels through linen and janitorial suppliers, which buy plain white terry year-round.

References

[1] Canadian Importers Database, HS 630260, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=630260&lang=eng

[2] Canadian Importers Database, HS 630260, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=630260&countryCode=527

10. Pricing

Level	Product / basis	Price	Source
Retail (sale)	Quattro Bath Towel (500 GSM)	CAD 14.95 (regular CAD 19.95)	linenchest.com
Retail (sale)	Euro Spa Bath Towel	CAD 19.95 (regular CAD 24.95)	linenchest.com
Retail (sale)	Royal Plush Bath Towel (Egyptian cotton, 650 GSM)	CAD 21.95 (regular CAD 29.95)	linenchest.com
Retail (sale)	Royal Plush Hand Towel (Egyptian cotton, 550 GSM)	CAD 14.95 (regular CAD 19.95)	linenchest.com
Retail (sale)	Royal Plush Bath Sheet (550 g/m²)	CAD 44.95 (regular CAD 59.95)	linenchest.com
Retail (sale)	Bathtik Washcloth, 100% cotton, pack of 8	CAD 7.96 (regular CAD 9.95)	linenchest.com
Export (FOB Pakistan), all markets	Average value of Pakistan's exports of PCT 6302.60, FY2025-26	USD 4.81 per kg	TIPP
Export (FOB Pakistan), to Canada	Average value of direct exports to Canada, FY2025-26	USD 4.28 per kg	TIPP

Retail prices were checked on 9 October 2026 and change often. Bath towels sell at about CAD 15–30 (regular CAD 20–40), hand towels at CAD 10–15 and bath sheets at CAD 40–55, and promotions of 20–70% are common. Export unit values are calculated from TIPP value and quantity. A Canadian importer will add the 17% duty, freight, brokerage and its own and the retailer's margins.

References

[1] Linen Chest, Quattro Bath Towel: https://www.linenchest.com/en_ca/quattro-bath-towel

[2] Linen Chest, Euro Spa Bath Towel: https://www.linenchest.com/en_ca/bath-towel-euros

[3] Linen Chest, Royal Plush Bath Towel: https://www.linenchest.com/en_ca/royal-plush-bath-towel-rptwl-c1s3

[4] Linen Chest, Royal Plush Hand Towel: https://www.linenchest.com/en_ca/royal-plush-hand-towel-rptwl-c1s4

[5] Linen Chest, Royal Plush Bath Sheet: https://www.linenchest.com/en_ca/royal-plus-bath-sheet-rptwl-c1s2

[6] Linen Chest, Bathtik Washcloth 100% Cotton, pack of 8: https://www.linenchest.com/en_ca/bathtik-washcloth-100-cotton-pack-of-8

[7] TIPP, Export Trade Data, PCT 6302.60 (values and quantities used to calculate unit values): https://tipp.gov.pk/index.php?r=site/display&id=305

11. Reasons for Pakistan's Low/High Share

Why Pakistan has a foothold

- World-scale terry mills: Pakistan is one of the largest towel exporters, with integrated cotton, spinning and terry weaving.
- Same duty as China and India: the 17% duty does not put Pakistan at a disadvantage against the two largest suppliers.
- A broad set of buyers: 16 Canadian importers bought towels from Pakistan in 2024, from discount chains to hospitality suppliers.

Why the share has not grown

- Flat share: Pakistan's share has stayed around 7–9% since 2020, below the 11.07% it held in 2016, while China gained share.
- Duty-free competition: Bangladesh (20.3%) and Portugal (5.7%) enter duty-free.
- Canada is a small market for Pakistani mills, which focus on the United States and Europe.

References

[1] Trade Data Online, HS 630260 (Canadian imports by country): https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=10%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C630260&lang=eng

[2] Canadian Importers Database, HS 630260, importers of goods from Pakistan: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=630260&countryCode=527

[3] TIPP, Export Trade Data, PCT 6302.60: https://tipp.gov.pk/index.php?r=site/display&id=305

12. Recommendations

- **Approach the large importers.** Twenty-three importers account for 80% of the market; present ready-to-ship towel programs (bath, hand, washcloth sets) with bilingual bands and bar codes.
- **Target hospitality and institutional buyers.** Hotels, hospitals, fitness clubs and laundries buy plain white terry year-round through linen and janitorial suppliers.
- **Compete head-on with China and India.** With equal duty, Pakistani mills can win on quality (zero-twist, long-staple, high GSM), consistent shade and reliable delivery.
- **Offer certified cotton.** Organic and traceable cotton (for example OEKO-TEX and GOTS) help with brand programs and buyers' forced-labour due diligence.
- **Label for all of Canada.** Sew in a durable bilingual fibre-content label with "Made in Pakistan", and print bands and packaging with French at least as prominent as English (Sections 5 and 6).

Trade shows (Canada)

Show	Dates	Location	Focus
CanGift Toronto Spring Gift + Home Market	24–28 January 2027	Toronto, ON	Wholesale market for gift and home retailers, including home textiles
CanGift Alberta Gift + Home Market	21–23 February 2027	Alberta	Wholesale market for western Canadian gift and home retailers
CanGift Toronto Fall Gift +	8–11 August 2027	Toronto, ON	Wholesale market for retailers buying

Show	Dates	Location	Focus
Home Market			for the holiday season

References

[1] CanGift (Canadian Gift Association), Gift + Home Markets: https://www.cangift.org/

[2] Canadian Importers Database, HS 630260, major importers: https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=630260&lang=eng

13. Pakistani Exporters

Canadian buyers looking for Pakistani suppliers of cotton terry towels, washcloths and kitchen towels can use these official sources:

- Pakistan Exporters Directory (TDAP), search by HS code 6302.
- TDAP sector information on home textiles; most towel exporters are integrated terry mills in Karachi, Faisalabad and Lahore.

TIPP data shows that Pakistani exporters shipped cotton towels to 127 destinations in FY2025-26, so there is a large base of active exporters.

References

[1] Pakistan Exporters Directory (TDAP), search by HS code: https://pakistanexportersdirectory.gov.pk/searchbyhscode?product_code=6302

[2] TDAP, Pakistan Exporters Directory information page: https://tdap.gov.pk/pakistan-exporters-directory/

[3] TIPP, Export Trade Data, PCT 6302.6010 to 6302.6090, FY2025-26 (destinations): https://tipp.gov.pk/index.php?r=site/display&id=305

14. List of Canadian Importers

The table below lists major Canadian importers of cotton terry towels, washcloths and kitchen towels (HS 630260). The complete list of importers can be obtained from the Canadian Importers Database at **https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=630260&lang=eng**.

Company	City, Province	Postal code	Phone	Website
CANTEX DISTRIBUTION INC	Niagara Falls, Ontario	L2H 0A6	905-374-3121	cantexdistribution.com
DOLLARAMA S.E.C. / DOLLARAMA L.P.	Mont-Royal, Quebec	H4P 0A1	514-731-5192	dollarama.com
EDEN TEXTILE LTD.	Edmonton, Alberta	T5H 3P7	780-452-7200	edentextile.com
FIELDS STORE	Toronto, Ontario	M5H 2Y4	604-549-9280 *	fields.ca
GEORGE COUREY INC	Laval, Quebec	H7C 2T5	450-661-6620 *	georgecourey.com
HD SUPPLY CANADA, INC.	Toronto, Ontario	M8W 4Z6	1-800-782-0557 * †	hdsupplysolutions.ca
MARINA TEXTILES INC	Mississauga, Ontario	L5B 3C3	905-828-0777 †	marinacommodities.com
WAL-MART CANADA CORP / LA COMPAGNIE WAL-MART DU CANADA	Mississauga, Ontario	L5N 1P9	905-564-5982 †	walmart.ca
WINNERS DIVISION OF	Mississauga,	L5R 0G1	905-501-0930 †	winners.ca

Company	City, Province	Postal code	Phone	Website
WINNERS MERCHANTS INT. LP.	Ontario			

*All nine companies imported cotton terry towels or kitchen linen from Pakistan in 2024. Contact details and websites checked between 5 and 10 October 2026. * Phone number taken from the company's own website (Fields: head office at 19099 25 Ave, Suite 103, Surrey, BC, V3Z 3V2; George Courey: YellowPages.ca lists the company's fax number, so the main number from its website is shown; HD Supply Canada: national toll-free line). † YellowPages.ca or the company website gives a different address from the CID, so confirm before contacting (HD Supply Canada: no listing at the CID address, Toronto-area branches only; Marina Textiles, trading as Marina Commodities: 403-4080 Confederation Pkwy, Mississauga, L5B 0G1; Walmart Canada: 6800 Maritz Dr, Mississauga, L5W 1W2; Winners: 650 Matheson Blvd, Mississauga, L5R 3T2). Other importers from Pakistan, such as Filo Import (Lorraine), Heritage Home Fashions (Montréal), Safdie & Co. (Saint-Laurent) and Literies Universelles Paga (Saint-Laurent), are not listed because a phone number and a working website could not both be confirmed. The CID gives company names and addresses only, not contact persons or import values; the importer is not necessarily the end user of the product.*

References

[1] Canadian Importers Database, HS 630260, major Canadian importers (all countries, 2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=630260&lang=eng

[2] Canadian Importers Database, HS 630260, major importers by country of origin: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=630260

[3] YellowPages.ca business search (phone numbers and websites), accessed 9 October 2026: https://www.yellowpages.ca/

[4] YellowPages.ca, business listings (searched 5–10 October 2026): https://www.yellowpages.ca/

[5] Eden Textile, company website: https://www.edentextile.com/

[6] George Courey, company website: https://www.georgecourey.com/

[7] HD Supply Canada, company website: https://www.hdsupplysolutions.ca/

[8] Fields, company website: https://www.fields.ca/

**The TIC Wing may be contacted for additional guidance.*