PRODUCT REPORT

Dental Surgical Instruments

HS Code 9018.49 | Export market guide: Pakistan to Canada | October 2026

Key facts at a glance

Indicator	Value	Source
Canada's imports of dental instruments (HS 901849), 2025	USD 322.0 million (+2.6% vs 2024)	Trade Data Online
Canada's imports from Pakistan, 2025	USD 1,252,951 (0.39% share; +10.7% vs 2024); 18th supplier	Trade Data Online
Pakistan's recent trend in Canada	January–August 2026: USD 960,155, +27.4% on the same months of 2025	Trade Data Online
Largest suppliers to Canada (2025)	United States 44.3%, Germany 16.0%; the top three hold 66.7%	Trade Data Online
Pakistan's world exports, FY2025-26 (PCT 9018.4900)	USD 2,669,200 to 42 countries; China and Oman are the largest markets	TIPP
Canadian import duty	Free (MFN), so Pakistan competes on equal duty terms with every supplier	CBSA Customs Tariff 2026
Regulatory status	Class I medical devices: no device licence needed, but the Canadian importer must hold a Medical Device Establishment Licence (MDEL)	Health Canada
Key product rules	Label under Medical Devices Regulations ss. 21–23; reprocessing (cleaning and sterilization) instructions for reusable instruments	Health Canada
Quebec labelling (Bill 96)	All product text in French; Quebec clears 13.2% of imports	Charter of the French Language / OQLF
Canadian importers of Pakistani dental instruments	5 importers account for 79% of imports from Pakistan, including Henry Schein, Patterson Dental and Sinclair Dental (CID, 2024)	Canadian Importers Database

Trade values from Trade Data Online and TIPP are in US dollars. Canadian Importers Database data 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 9018.49 covers "other" instruments and appliances used in dental sciences, that is, all dental instruments except dental drill engines (9018.41). It includes hand instruments such as extraction forceps, elevators, scalers and curettes, excavators, probes and explorers, mouth mirrors, pliers, filling and carving instruments, burs, and dental surgical kits. Dental chairs are classified separately in HS 9402, and dental cements and filling materials in HS 3006. In Canada's 2026 Customs Tariff the code is tariff item 9018.49.00.00. Pakistan reports these exports under PCT 9018.4900.

Sialkot is the centre of Pakistan's surgical and dental instrument industry. TDAP's directory of exporters under HS 90 (optical, medical and surgical instruments) is dominated by Sialkot firms, many of whose names indicate surgical or dental instrument manufacturing.

In Canada, dental instruments are bought by dental clinics through a small number of national dental distributors (Henry Schein, Patterson Dental and Medline Sinclair), specialist importers and online suppliers, and by dental schools and hospitals. Global brands such as Hu-Friedy and Dentsply Sirona import through their own Canadian subsidiaries or ship to Canadian distributors.

References

[1] CBSA, Customs Tariff 2026, Chapter 90, tariff items 9018.41.00 and 9018.49.00: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch90-eng.html

[2] TDAP, Exporters of Pakistan sector: Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical instruments (HS 90): https://tdap.gov.pk/wp-content/uploads/2022/02/Chapter-90-Optical-photographic-cinematographic.pdf

[3] Canadian Importers Database, HS 901849, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=901849&lang=eng

2. Pakistan's Exports (Production)

The Trade Information Portal of Pakistan (TIPP) reports exports of dental instruments under PCT 9018.4900 ("other" dental instruments) and 9018.4100 (dental drill engines). The table shows Pakistan's exports of 9018.4900 to the world by fiscal year (July–June). For trade with Canada, this report uses Canada's import figures (Section 3), which record USD 1,252,951 of dental instruments from Pakistan in 2025.

Pakistan's exports of dental instruments to the world (PCT 9018.4900)

Fiscal year	Value (USD)	Quantity (units)	Unit value (USD/unit)	Destinations
FY2021-22	590,639	851,795	0.69	29
FY2022-23	490,297	798,298	0.61	34
FY2023-24	706,532	1,098,316	0.64	33
FY2024-25	1,501,014	1,736,744	0.86	28
FY2025-26	2,669,200	2,602,228	1.03	42
FY2026-27 (Jul–Sep)	1,142,630	802,028	1.42	29

FY2026-27 covers July–September 2026 only. "Destinations" counts destination names in TIPP. Exports under 9018.4100 (dental drill engines) are small: USD 46,034 in FY2025-26, to Türkiye, Germany and the United Kingdom.

TIPP records exports of 9018.4900 to Canada of only USD 7,505 in FY2025-26 and USD 1,780 in FY2024-25, far below the USD 1,131,857 that Canada recorded from Pakistan in 2024. TIPP also shows exports to Canada of about USD 3.3 million a year under PCT 9018.9090 ("other" medical and surgical instruments). It is likely, but not confirmed, that many Pakistani dental instruments are declared under 9018.9090 at export and classified by Canada under 9018.49 at import. Canada's figures are therefore used for trade with Canada.

> **Insight:** Pakistan's exports of dental instruments grew quickly, from USD 0.59 million in FY2021-22 to USD 2.67 million in FY2025-26, and July–September 2026 alone reached USD 1,142,630. The largest markets in FY2025-26 were China (USD 0.78 million), Oman (0.67), the United Kingdom (0.17), the UAE (0.13) and Poland (0.12).

References

[1] Trade Information Portal of Pakistan (TIPP), Export Trade Data dashboard, PCT 9018.4100, 9018.4900 and 9018.9090, filtered by fiscal year (FY2021-22 to FY2026-27), all countries, values in USD and quantities; data accessed 7 October 2026: https://tipp.gov.pk/index.php?r=site/display&id=305

3. Canada's Imports (Consumption)

Canada's imports of dental instruments (HS 901849), USD million

From	2020	2022	2023	2024	2025	Change 2024–25
Total imports	**196.1**	**295.0**	**300.0**	**313.8**	**322.0**	**+2.6%**
United States	76.8	119.2	123.7	133.9	142.7	+6.6%

From	2020	2022	2023	2024	2025	Change 2024–25
Germany	41.3	48.4	46.8	51.9	51.4	−1.1%
Japan	9.5	14.7	13.0	17.8	20.6	+15.7%
Austria	9.4	18.9	19.8	19.1	19.2	+0.3%
Switzerland	11.7	16.7	16.6	16.0	18.2	+13.6%
China	5.8	6.6	7.6	10.6	15.1	+42.3%
Israel	14.2	32.9	30.2	25.5	13.5	−46.9%
Poland	2.5	5.3	8.1	7.7	7.9	+2.4%
Pakistan	0.65	1.09	0.99	1.13	1.25	+10.7%

Suppliers are listed in order of their 2025 imports. 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 211.3 million, +1.2% on January–August 2025 (USD 208.8 million).

Canada's imports from Pakistan, USD

	2016	2021	2022	2023	2024	2025
Pakistan (USD)	501,731	764,462	1,089,411	991,896	1,131,857	1,252,951
Share of imports	0.25%	0.27%	0.37%	0.33%	0.36%	0.39%
Rank among suppliers	17th	17th	17th	20th	19th	18th

Insight: Canada's imports of dental instruments from Pakistan more than doubled between 2016 and 2025, to USD 1,252,951. Pakistan was the 18th supplier in 2025 with 0.39% of the market, a small share in a market of USD 322.0 million that buys mainly branded instruments from the United States and Europe.

Where demand is: imports by province, USD

Province	2022	2023	2024	Share 2024
Ontario	174,988,039	177,921,776	179,790,312	57.3%
British Columbia	59,175,412	58,596,030	62,673,254	20.0%
Quebec	40,441,810	39,387,964	41,269,585	13.2%
Alberta	12,465,795	15,604,944	20,517,903	6.5%
Manitoba	7,381,449	7,947,542	8,462,417	2.7%
New Brunswick	129,286	259,010	520,662	0.2%
Saskatchewan	384,411	132,120	488,008	0.2%

Ontario clears 57.3% of imports, British Columbia 20.0% and Quebec 13.2%. Ontario is home to the head offices and distribution centres of Henry Schein Canada and most dental suppliers; Sinclair Dental is based in North Vancouver and Patterson Dental Canada in Montréal. Provincial figures show the province of clearance, not necessarily where the product is used.

References

[1] Trade Data Online (ISED / Statistics Canada), Canadian imports, HS 901849, all countries (detailed), complete years, USD; accessed 7 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=%7C901849&lang=eng

[2] Trade Data Online, HS 901849, monthly trends September 2024 – August 2026 (used to total calendar 2025 and January–August 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=24%7CMonthly+Trends&currency=US&productType=HS6&hSelectedCodes=%7C901849&lang=eng

[3] Trade Data Online, HS 901849, 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=%7C901849&lang=eng

4. Import Market Analysis

Supplier shares of Canada's imports of dental instruments (%)

Supplier	2020	2022	2023	2024	2025
United States	39.2%	40.4%	41.2%	42.7%	44.3%
Germany	21.0%	16.4%	15.6%	16.6%	16.0%
Japan	4.8%	5.0%	4.3%	5.7%	6.4%
Austria	4.8%	6.4%	6.6%	6.1%	5.9%
Switzerland	6.0%	5.7%	5.5%	5.1%	5.7%
China	2.9%	2.3%	2.5%	3.4%	4.7%
Pakistan	0.33%	0.37%	0.33%	0.36%	0.39%

- **The United States (44.3%)** is the largest supplier, duty-free under CUSMA, and the home of major instrument brands and distributors.
- **Germany (16.0%), Japan, Austria, Switzerland and Israel** supply premium instruments, handpieces and implant-related tools from well-known brands. Imports from Israel fell by almost half in 2025.
- **China (4.7%)** has grown steadily, from USD 4.4 million in 2016 to USD 15.1 million in 2025.
- **Pakistan (0.39%)** supplies mainly hand instruments made in Sialkot. The CID lists five importers that account for 79% of imports from Pakistan, including the three national dental distributors.
- **Market concentration:** the top three supplying countries held 66.7% of imports in 2025. On the buyer side, 44 importers account for 80% of imports and the top three hold 40% (CID, 2024). For imports from Pakistan, five importers account for 79%.

> **Insight:** All suppliers enter duty-free, so Pakistan competes on price, quality and service. Its main opening is private-label and lower-priced hand instruments for distributors and online sellers. Some instruments sold in Canada under European or US brands may be made in Pakistan and re-exported, which would make Pakistan's real share larger than the trade data shows; this cannot be confirmed from the data.

References

[1] Trade Data Online, HS 901849 (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=%7C901849&lang=eng

[2] Canadian Importers Database, HS 901849, major importers and market concentration (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=901849&lang=eng

[3] Canadian Importers Database, HS 901849, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=901849&countryCode=527&lang=eng

[4] CBSA, Customs Tariff 2026, Chapter 90: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch90-eng.html

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
Medical device classification	Under the Medical Devices Regulations, "all surgical or dental instruments are classified as Class I" (Rule 3(2)). A surgical or dental instrument is a reusable device for cutting, drilling, scraping, clamping, retracting and similar uses, not connected to an active device. Health Canada's guidance gives a periodontic scaler as an example.	Medical Devices Regulations (SOR/98-282), Schedule 1; Health Canada classification guidance
No device licence for Class I	Class I devices do not need a Medical Device Licence (MDL), so the Pakistani manufacturer does not have to apply to Health Canada or hold an MDSAP quality certificate to sell these instruments in Canada.	Health Canada, Regulatory requirements for importing medical devices
Establishment licence (MDEL)	The Canadian importer must hold a Medical Device Establishment Licence covering import, unless exempt. Only an establishment located in Canada can be an importer. A foreign distributor that sells only to an MDEL holder in Canada, and a foreign Class I manufacturer that imports only through an MDEL holder, are exempt. Retailers and health care facilities are also exempt.	MDR s. 44; Health Canada, MDEL application instructions (FRM-0292)
Safety and effectiveness	Every device, including Class I, must meet the safety and effectiveness requirements of the Regulations (ss. 10–20): it must be designed and manufactured to be safe and to perform as the manufacturer claims, and its materials must be compatible with use in the mouth and with repeated sterilization.	MDR ss. 10–20
Reprocessing instructions	Manufacturers of reusable instruments must provide appropriate reprocessing information (cleaning, disinfection and sterilization). Health Canada recognises ISO 17664 for this information.	Health Canada guidance on information for sterilization of reusable devices; MDR s. 21(1)(i)
Records, complaints, incidents and recalls	The importer must keep distribution records (ss. 52–56), handle complaints (ss. 57–58), report serious incidents to Health Canada (ss. 59–61.6) and carry out recalls (ss. 63–65). It will expect the exporter to support it with lot traceability and investigation of complaints.	MDR; Health Canada GUI-0064

5.2 Packaging requirements

- There is no Canadian packaging standard for dental instruments. Instruments are usually supplied individually in protective pouches, sleeves or boxes, labelled with the item code and lot number, and packed in export cartons by item.
- Instruments sold "Sterile" must be in packaging that keeps them sterile, and the label must say "Sterile" (MDR s. 21(1)(f)). Most hand instruments are sold non-sterile and sterilized by the clinic before use.
- Each pack should carry the item number and lot or batch number, so the importer can keep the distribution records and carry out recalls required by the Regulations.

5.3 Labelling requirements

Section 21 of the Medical Devices Regulations says no one may import or sell a medical device unless it has a label with the following information, which must be legible, permanent and prominent:

Label element	Requirement
Name of the device	For example "Extraction forceps, upper molar".
Manufacturer	Name and address of the manufacturer (the Pakistani company, or the brand owner if the instruments are private-label).

Label element	Requirement
Identifier	The catalogue or model number of the device.
Contents	If not obvious, what the package contains (for example number of units or size).
"Sterile" and expiry date	Only if the device is sold sterile or has an expiry date.
Uses, directions and storage	The intended use (unless self-evident to a dentist), directions for use including reprocessing instructions, and any special storage conditions.
Language	The information must be in English or French at a minimum. If directions for use are supplied in only one language, the manufacturer must provide them in the other official language on request. For devices sold to the general public, the information must be in both English and French.
Country of origin	Surgical and dental instruments are not listed in Schedule I of the marking regulations, so "Made in Pakistan" marking is not mandatory at import.

The importer is responsible for compliance at import, so the exporter should agree the label content, the identifier scheme and the reprocessing instructions with the buyer before production.

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

Quebec clears 13.2% of Canada's imports of dental instruments, and Patterson Dental Canada, one of the importers of Pakistani dental instruments, is based in Montréal. On top of the federal rules, products sold in Quebec must follow the Charter of the French Language, which applies to products sold to professionals as well as to consumers. 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 dental instruments	Legal basis
Everything on the product must be in French	Every inscription on the instrument, its packaging and documents supplied with it (labels, directions for use, reprocessing instructions, warranty cards and catalogues) must be in French. Federal rules allow English or French for professional devices, but Quebec requires French.	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.	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. Generic or descriptive words inside the trademark (for example "Dental Surgical" or "Pro Instruments") must also appear in French on the product or on a medium permanently attached to it.	Charter s. 51.1; Regulation C-11, r. 9, s. 7.1
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.	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). The name of a firm established only outside Quebec may stay in its original language.	Regulation C-11, r. 9, ss. 3, 7(1)
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, doubled for a second offence and tripled for later offences.	Charter ss. 205–207

> **Insight:** Use bilingual English and French labels and directions for use (including reprocessing instructions) for all of Canada, with French at least as prominent as English. This meets Quebec's rules and the federal rule on providing directions in both official languages, and lets one distributor sell the same pack across the country.

References

[1] Medical Devices Regulations (SOR/98-282), ss. 10–23 and Schedule 1 (Justice Laws Website): https://laws.justice.gc.ca/eng/regulations/SOR-98-282/page-2.html

[2] Health Canada, Guidance document: Guidance on the risk-based classification system for non-in vitro diagnostic devices (Rule 3(2)): https://www.canada.ca/en/health-canada/services/drugs-health-products/medical-devices/application-information/guidance-documents/guidance-document-guidance-risk-based-classification-system-non-vitro-diagnostic.html

[3] Health Canada, Regulatory requirements for importing medical devices: https://www.canada.ca/en/health-canada/services/drugs-health-products/compliance-enforcement/importation-exportation/regulatory-importing-medical-devices.html

[4] Health Canada, Medical device establishment licence application: form instructions (FRM-0292): https://www.canada.ca/en/health-canada/services/drugs-health-products/compliance-enforcement/establishment-licences/forms/medical-device-establishment-licence-application-form-instructions-0292.html

[5] Health Canada, Guidance document: Information to be provided by manufacturers for the reprocessing and sterilization of reusable medical devices: https://www.canada.ca/en/health-canada/services/drugs-health-products/medical-devices/application-information/guidance-documents/guidance-document-information-manufacturers-sterilization-reusable-medical-devices.html

[6] Health Canada, How we assess compliance with the Medical Devices Regulations (GUI-0064): https://www.canada.ca/en/health-canada/services/drugs-health-products/compliance-enforcement/information-health-product/medical-devices/inspects-medical-device-establishments-0064/assessing-compliance-medical-devices-regulations.html

[7] Determination of Country of Origin for the Purpose of Marking Goods (Non-CUSMA Countries) Regulations (SOR/94-16), Schedule I: https://laws.justice.gc.ca/eng/regulations/SOR-94-16/page-2.html

[8] 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

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

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

[11] Office québécois de la langue française, 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	Dental instruments are medical devices under the Food and Drugs Act and the Medical Devices Regulations, regulated by Health Canada. They are Class I devices.	Health Canada; SOR/98-282
Licensing	No Medical Device Licence for Class I. The importer needs an MDEL (with an annual licence review fee) unless exempt.	MDR ss. 26, 44; FRM-0292
Safety and effectiveness	Devices must meet the safety and effectiveness requirements of ss. 10–20, and the importer must be able to show this if Health Canada asks.	MDR ss. 10–20
Reprocessing	Reusable instruments must come with validated cleaning and sterilization instructions; Health Canada recognises ISO 17664.	Health Canada reprocessing guidance
Labelling	Name, manufacturer, identifier, contents, directions for use and storage conditions, in English or French (both for devices sold to the public).	MDR ss. 21–23
Post-market	Distribution records, complaint handling, mandatory problem	MDR ss. 52–65; GUI-0064

Aspect	Requirement	Authority / reference
obligations	reporting and recalls.	
Forced labour	Goods made wholly or partly with forced labour are prohibited from entering Canada.	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).	Pakistan Single Window
Customs accounting	The importer needs a CBSA business number and import-export account and uses the CARM Client Portal to account for imports and pay GST/HST (duty is free).	CBSA

References

[1] Medical Devices Regulations (SOR/98-282): https://laws.justice.gc.ca/eng/regulations/SOR-98-282/page-2.html

[2] Health Canada, Regulatory requirements for importing medical devices: https://www.canada.ca/en/health-canada/services/drugs-health-products/compliance-enforcement/importation-exportation/regulatory-importing-medical-devices.html

[3] Health Canada, MDEL application form instructions (FRM-0292): https://www.canada.ca/en/health-canada/services/drugs-health-products/compliance-enforcement/establishment-licences/forms/medical-device-establishment-licence-application-form-instructions-0292.html

[4] Health Canada, Reprocessing and sterilization information for reusable medical devices: https://www.canada.ca/en/health-canada/services/drugs-health-products/medical-devices/application-information/guidance-documents/guidance-document-information-manufacturers-sterilization-reusable-medical-devices.html

[5] Health Canada, GUI-0064: https://www.canada.ca/en/health-canada/services/drugs-health-products/compliance-enforcement/information-health-product/medical-devices/inspects-medical-device-establishments-0064/assessing-compliance-medical-devices-regulations.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 access
9018.41.00.00	Dental drill engines, whether or not combined on a single base with other dental equipment	Free	Free	All countries
9018.49.00.00	Other instruments and appliances used in dental sciences	Free	Free	All countries

Dental instruments enter Canada duty-free from all countries, so the General Preferential Tariff gives Pakistan no advantage, and no proof of origin is needed for duty purposes. GST/HST is payable at import. The importer also pays customs brokerage and freight.

> **Insight:** With no tariff difference between suppliers, the importer chooses on landed price, quality, consistency, and the documents it needs to meet Health Canada's rules (labels, reprocessing instructions and lot traceability).

References

[1] CBSA, Customs Tariff 2026, Chapter 90, tariff items 9018.41.00 and 9018.49.00: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch90-eng.html

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

8. Non-Tariff Barriers

- **Importer licensing:** only a Canadian establishment with an MDEL (or an exempt retailer or clinic) can import. A Pakistani exporter must sell through a licensed Canadian distributor and cannot ship directly to clinics unless the clinic imports for its own use.
- **Documentation:** Canadian distributors expect validated reprocessing instructions, compliant labels, material specifications and lot traceability. Buyers also commonly ask for an ISO 13485 quality certificate, although it is not a legal requirement for Class I devices (buyer practice, not a regulation).
- **Brand and quality perception:** dentists buy mainly well-known US and European brands, and distributors carry their own private-label ranges. Unbranded instruments compete mainly on price.
- **Quebec French-language rules (Bill 96):** all product text sold in Quebec must be in French, including directions for use. Quebec cleared 13.2% of Canada's imports in 2024.
- **Concentrated buyers:** three national distributors handle a large share of the market, so access depends on winning a supplier listing with them or with a smaller specialist distributor.
- **Forced-labour due diligence:** Canada prohibits imports of goods made with forced labour, and large Canadian companies must report each year on steps taken to prevent forced and child labour in their supply chains.

References

[1] Health Canada, Regulatory requirements for importing medical devices: https://www.canada.ca/en/health-canada/services/drugs-health-products/compliance-enforcement/importation-exportation/regulatory-importing-medical-devices.html

[2] Health Canada, Reprocessing and sterilization information for reusable medical devices: https://www.canada.ca/en/health-canada/services/drugs-health-products/medical-devices/application-information/guidance-documents/guidance-document-information-manufacturers-sterilization-reusable-medical-devices.html

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

[4] Canadian Importers Database, HS 901849 (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=901849&lang=eng

[5] CBSA, Memorandum D9-1-6: https://www.cbsa-asfc.gc.ca/publications/dm-md/d9/d9-1-6-eng.html

[6] 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

9. Distribution Channels

Imported dental instruments reach dentists, clinics and dental schools through the channels below. The examples are from the Canadian Importers Database lists of major importers of HS 901849 (2024).

Channel	Role	Examples of major importers (CID, 2024)
National full-service dental distributors	Supply most clinics with instruments, consumables and equipment; carry many brands and their own private labels	Henry Schein Canada (Niagara-on-the-Lake, ON); Patterson Dental Canada (Montréal, QC); Sinclair Dental / Medline Sinclair (North Vancouver, BC). All three import from Pakistan.
Specialist and value distributors	Lower-priced and online supply of instruments and consumables to clinics	Frontier Dental Supply (Toronto, ON); National Dental (Barrie, ON); Unique Dental Supply (Concord, ON); Dental Brands for Less (Markham, ON); Beyes Dental (Toronto, ON); K-Dental (Markham, ON)
Manufacturers' Canadian subsidiaries	Import their own branded instruments and implant tools	Dentsply Canada (Woodbridge, ON); Straumann (Burlington, ON); Nobel Biocare (Richmond Hill, ON); Ivoclar Vivadent (Mississauga, ON)
Pharmacy and health-care distribution	Distribution to pharmacies and health facilities	Western Drug Distribution Center (Edmonton, AB), an importer from Pakistan

For a Pakistani exporter, the most practical entry routes are: (1) the three national distributors, which already import from Pakistan, for private-label hand instruments; (2) specialist and value distributors in the Toronto area, which sell lower-priced instruments online and to clinics; and (3) Canadian distributors of surgical instruments that are also looking for dental lines.

References

[1] Canadian Importers Database, HS 901849, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=901849&lang=eng

[2] Canadian Importers Database, HS 901849, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=901849&countryCode=527&lang=eng

10. Pricing

Level	Product / basis	Price	Source
Distributor list price (premium brand)	LM-Dental (Finland) luxators and elevators, each	CAD 181.00	Curion (curion.ca)
Distributor list price (premium brand)	LM-Dental extraction starter kit, basic	CAD 723.00	Curion
Distributor list price (premium brand)	LM-Dental DuraGradeMax stainless curettes (Gracey, universal) and sickle scalers, each	CAD 101.00–112.00	Curion
Distributor list price (premium brand)	LM-Dental periodontal probes; explorers, each	CAD 65.00–82.00; CAD 38.00–44.00	Curion
Distributor list price (premium brand)	LM-Dental mirror handle (head not included)	CAD 23.00	Curion
Export (FOB Pakistan), all markets	Average value per unit of Pakistan's exports of PCT 9018.4900, FY2025-26	USD 1.03 per unit	TIPP

Prices are regular list prices shown by Curion, a Canadian dental distributor in Richmond, BC, on 7 October 2026 (a sale of 10–20% was running). The national distributors (Henry Schein, Patterson Dental and Medline Sinclair) show prices only to registered dental offices. Online listings found in a web search (not opened or verified) offered unbranded extraction forceps for about CAD 23–25 each, which shows the wide gap between premium branded and unbranded instruments. Export unit values are calculated from TIPP value and quantity; the low average reflects small, simple instruments and wholesale pricing. A Canadian importer adds freight, brokerage, GST/HST and its own margin, and the clinic price is usually several times the FOB price.

References

[1] Curion, LM extraction instruments: elevators, luxators and root tip removal (prices accessed 7 October 2026): https://curion.ca/products/lm-extraction-instruments-elevators-luxators-root-tip-removal

[2] Curion, LM DuraGradeMax stainless steel universal and Gracey curettes: https://curion.ca/products/lm-duragrademax-stainless-steel-universal-gracey-curettes

[3] Curion, LM DuraGradeMax stainless steel sickle scalers: https://curion.ca/products/lm-duragrademax-stainless-steel-sickle-scalers

[4] Curion, LM DuraGradeMax diagnostic explorers and perio probes: https://curion.ca/products/lm-duragrademax-diagnostic-explorers-perio-probes

[5] TIPP, Export Trade Data, PCT 9018.4900 (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

- A world centre of hand instrument manufacturing: Sialkot has a large cluster of surgical and dental instrument makers with export experience.
- A regular supplier: Canada has imported dental instruments from Pakistan every year since at least 2016, rising from USD 501,731 to USD 1,252,951 in 2025.
- Established buyers: Henry Schein, Patterson Dental, Sinclair Dental, Western Drug Distribution Center and Embrosin Medical Technologies import dental instruments from Pakistan (CID, 2024).
- Low regulatory entry cost: Class I instruments need no Health Canada device licence.

Why Pakistan's share is still small

- Brand preference: Canadian dentists buy mainly US and European brands; Pakistani instruments are often sold unbranded or under other brands.
- Documentation: some suppliers cannot provide the reprocessing instructions, bilingual labels and quality certificates that distributors require.
- No tariff advantage: duty is free for all suppliers, so Pakistan's GPT status gives it no edge.
- Classification differences: many dental instruments appear to be declared in Pakistan under 9018.9090 (other medical instruments), so Pakistan's own statistics understate its dental exports (inferred from the gap between TIPP and Canada's figures).

References

[1] Trade Data Online, HS 901849 (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=%7C901849&lang=eng

[2] Canadian Importers Database, HS 901849, importers of goods from Pakistan: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=901849&countryCode=527&lang=eng

[3] TIPP, Export Trade Data, PCT 9018.4900 and 9018.9090: https://tipp.gov.pk/index.php?r=site/display&id=305

[4] Health Canada, Regulatory requirements for importing medical devices: https://www.canada.ca/en/health-canada/services/drugs-health-products/compliance-enforcement/importation-exportation/regulatory-importing-medical-devices.html

12. Recommendations

- **Target the national distributors' private labels.** Henry Schein, Patterson and Sinclair already buy from Pakistan. Offer private-label hand instrument ranges (forceps, elevators, scalers, curettes, mirrors and probes) with consistent quality and short lead times.
- **Prepare a Canadian documentation pack.** Provide bilingual labels meeting MDR s. 21, ISO 17664 reprocessing instructions, material specifications (stainless steel grade) and lot traceability. An ISO 13485 certificate strengthens the offer.
- **Work with an MDEL holder.** Sell through a licensed Canadian importer; check the buyer's MDEL in Health Canada's public listing before shipping.
- **Approach value and online distributors.** Toronto-area specialists such as Frontier Dental, National Dental and Dental Brands for Less sell lower-priced instruments and may take smaller first orders.
- **Declare the correct export code.** Use PCT 9018.4900 for dental instruments so that Pakistan's export statistics reflect the trade.

Trade shows

Show	Dates	Location	Focus
Pacific Dental Conference	5–7 March 2026 (2027 dates not yet published)	Vancouver Convention Centre, BC	Western Canada's largest dental conference, with an exhibit floor of dental suppliers
Ontario Dental Association Annual Spring Meeting	7–9 May 2026 (2027 dates not yet published)	Metro Toronto Convention Centre, ON	Ontario's main dental conference and trade show
Journées dentaires internationales du Québec (JDIQ)	29 May – 2 June 2026 (2027 dates not yet published)	Palais des congrès de Montréal, QC	Quebec's dental congress and exhibition, with more than 11,000 participants

The 2027 editions of these annual shows had not announced their dates when checked on 7 October 2026; the 2026 dates are shown for reference.

References

[1] Pacific Dental Conference (official website): https://www.pacificdentalconference.com/

[2] Ontario Dental Association (official website): https://www.oda.ca/

[3] Ordre des dentistes du Québec, JDIQ (official website): https://www.odq.qc.ca/

[4] Health Canada, Regulatory requirements for importing medical devices: https://www.canada.ca/en/health-canada/services/drugs-health-products/compliance-enforcement/importation-exportation/regulatory-importing-medical-devices.html

[5] Health Canada, Reprocessing and sterilization information for reusable medical devices: https://www.canada.ca/en/health-canada/services/drugs-health-products/medical-devices/application-information/guidance-documents/guidance-document-information-manufacturers-sterilization-reusable-medical-devices.html

13. Pakistani Exporters

Canadian buyers looking for Pakistani suppliers of dental instruments can use these official sources:

- TDAP list of exporters of optical, medical and surgical instruments (HS 90): about 800 entries, most of them in Sialkot.
- Pakistan Exporters Directory (TDAP), search by HS code 9018. When checked on 7 October 2026 the search returned no companies for this code, so buyers should use the HS 90 list or contact TDAP.

TIPP data shows that Pakistani exporters shipped dental instruments (PCT 9018.4900) to 42 countries in FY2025-26.

References

[1] TDAP, Exporters of Pakistan sector: HS 90: https://tdap.gov.pk/wp-content/uploads/2022/02/Chapter-90-Optical-photographic-cinematographic.pdf

[2] Pakistan Exporters Directory (TDAP), search by HS code 9018: https://pakistanexportersdirectory.gov.pk/searchbyhscode?product_code=9018

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

[4] TIPP, Export Trade Data, PCT 9018.4900, 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 dental instruments (HS 901849). Companies marked (PK) are on the CID list of importers of these goods from Pakistan. 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=901849&lang=eng**.

Company	City, Province	Postal code	Phone	Website
HENRY SCHEIN CANADA, INC. (PK)	Niagara-on-the-Lake, Ontario	L0S 1J0	905-646-1711	henryschein.com
PATTERSON DENTAL CANADA INC. / PATTERSON DENTAIRE CANADA INC. (PK)	Montréal, Quebec	H3M 3E6	514-745-8002	pattersondental.com/en-CA
SINCLAIR DENTAL CO. LTD. (Medline Sinclair) (PK)	North Vancouver, British Columbia	V7P 3T8	604-986-1544	medline.ca/dental
WESTERN DRUG DISTRIBUTION CENTER LIMITED (PK)	Edmonton, Alberta	T5S 2W4	780-413-2508 *	wddc.com
NATIONAL DENTAL INC.	Barrie, Ontario	L4M 1H6	705-719-0983	nationaldental.com
UNIQUE DENTAL SUPPLY INC	Concord, Ontario	L4K 0K7	905-532-0554	udscanada.com
DENTAL BRANDS FOR LESS	Markham, Ontario	L3R 3J7	905-474-0078	dentalbrands.ca
K-DENTAL INC	Markham, Ontario	L3R 8C9	416-293-8365 †	k-dental.ca
THE SURGICAL ROOM INC	Markham, Ontario	L3R 8C9	416-619-8944 †	thesurgicalroom.ca
ORAL SCIENCE INC	Brossard, Quebec	J4Y 2P3	450-442-7070	oralscience.com
BEYES DENTAL CANADA INC	Toronto, Ontario	M1V 3S2	416-281-1889	beyes.ca

*Contact details and websites checked on 7 October 2026. (PK) marks importers on the CID list of importers of HS 901849 from Pakistan. * Phone number taken from the company website (no YellowPages.ca listing). † YellowPages.ca lists the company at a different address from the CID (K-Dental: 750 Cochrane Drive, Markham, L3R 8E1; The Surgical Room: 100-25 Royal Crest Court, Markham, L3R 9X4), so confirm before contacting. Henry Schein's Canadian site (henryschein.ca) could not be checked automatically, so the parent company site is shown; Sinclair Dental is owned by Medline Canada; National Dental's website now shows 203-89 Collier Street, Barrie. Western Drug Distribution Center is a pharmacy wholesaler and Beyes Dental a handpiece brand that sells through dealers. Not shown: Embrosin Medical Technologies (an importer from Pakistan, but no website could be confirmed), Frontier Dental Supply (Canadian website could not be checked), Kash Sales, Central Dental and Dental Savings Club (no phone and website both confirmed), manufacturers' subsidiaries, couriers and non-resident importers. The CID gives company names and addresses only, not contact persons or import values.*

References

[1] Canadian Importers Database, HS 901849, major Canadian importers (all countries, 2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=901849&lang=eng

[2] Canadian Importers Database, HS 901849, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=901849&countryCode=527&lang=eng

[3] YellowPages.ca business search (phone numbers and websites), accessed 7 October 2026: https://www.yellowpages.ca/

[4] Henry Schein, Dental supply company (parent company website): https://www.henryschein.com/Dental-supply-company.aspx

[5] Patterson Dental Canada, company website (address and phone): https://stable.pattersondental.com/en-CA

[6] Medline Canada, Medline Sinclair dental: https://www.medline.ca/dental

[7] Western Drug Distribution Center, Contact us (address and phone): https://www.wddc.com/p_Contacts.aspx

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