PRODUCT REPORT

Medical and Surgical Instruments

HS Code 9018.90 | Export market guide: Pakistan to Canada | October 2026

Key facts at a glance

Indicator	Value	Source
Canada's imports of other medical and surgical instruments (HS 901890), 2025	USD 2,013.09 million (+8.8% vs 2024)	Trade Data Online
Canada's imports from Pakistan, 2025	USD 4.71 million (0.23% share; +38.1% vs 2024; +70.1% vs 2020)	Trade Data Online
Pakistan's rank among suppliers	20th every year since 2020	Trade Data Online
Pakistan in 2026 so far	January–August 2026: USD 3.68 million (+23.6%), a 0.29% share; total imports +0.4%	Trade Data Online
Pakistan's world exports, FY2025-26	USD 447.5 million to 173 destinations; Canada 22nd market (USD 3.31 million)	TIPP
Canadian import duty	Free from all origins (MFN, GPT and all FTAs)	CBSA Customs Tariff 2026
Regulatory status	Surgical hand instruments are Class I medical devices: no device licence, but the Canadian importer needs a Medical Device Establishment Licence (MDEL). Electro-medical devices are Class II–IV and need a device licence	Health Canada
Key product rules	Labelling under Medical Devices Regulations s. 21; reprocessing instructions for reusable instruments; distribution records and recalls	Health Canada
Quebec labelling (Bill 96)	All product text in French, including directions for use	Charter of the French Language / OQLF
Major Canadian importers (2024)	81 importers account for 80.38% of imports (CAD 2,532.0 million). From Pakistan: 28 importers account for 80.25% of CAD 4.6 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 9018.90 covers "other" instruments and appliances used in medical, surgical or veterinary sciences: everything in heading 9018 except electro-diagnostic and imaging apparatus (9018.11–9018.20), syringes, needles and catheters (9018.31–9018.39), dental instruments (9018.41–9018.49) and ophthalmic instruments (9018.50). In Canada's 2026 Customs Tariff it has three tariff items: 9018.90.10 defibrillators, 9018.90.20 circuit assemblies for defibrillators, and 9018.90.90 other, with statistical suffixes for optical, anaesthetic, blood-pressure, electro-surgical, dialysis and other electro-medical instruments, and parts.

The code therefore mixes two very different kinds of goods. Most of Canada's imports by value are electro-medical and high-technology devices from the United States, Mexico, Costa Rica, Ireland and Germany. Pakistan supplies the other part: reusable stainless-steel hand instruments such as surgical scissors, forceps, needle holders, hemostats, retractors, scalpel handles, and podiatry, veterinary and first-aid instruments.

Sialkot is the centre of Pakistan's surgical instrument industry, with hundreds of small and medium manufacturers that export worldwide, often for European and US brands. TDAP's directory of exporters under HS 90 is dominated by Sialkot firms.

References

[1] CBSA, Customs Tariff 2026, Chapter 90, tariff items 9018.90.10 to 9018.90.90: 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 901890, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=901890&lang=eng

2. Pakistan's Exports (Production)

The Trade Information Portal of Pakistan (TIPP) reports exports under eight national tariff lines, from 9018.9010 anaesthesia apparatus to 9018.9090 other. Line 9018.9090, which includes most surgical hand instruments, accounts for more than 99% of the value. The table shows the total of the eight lines by fiscal year (July–June).

Pakistan's exports of other medical and surgical instruments (PCT 9018.90)

Fiscal year	World (USD million)	World (million units)	Unit value (USD/unit)	Canada (USD million)	Canada rank / share	Destinations
FY2021-22	425.2	387.6	1.10	3.32	20th / 0.78%	156
FY2022-23	453.0	422.1	1.07	3.47	21st / 0.76%	160
FY2023-24	444.3	407.1	1.09	3.24	25th / 0.73%	160
FY2024-25	450.2	444.6	1.01	3.31	21st / 0.73%	158
FY2025-26	447.5	422.9	1.06	3.31	22nd / 0.74%	173
FY2026-27 (Jul–Sep)	119.7	110.7	1.08	0.92	20th / 0.77%	141

Quantities are in units as declared to TIPP. FY2026-27 covers July–September 2026 only. In FY2025-26 the largest markets were the United States (USD 108.4 million), Germany (71.5), the United Kingdom (41.1), the United Arab Emirates (17.9) and China (13.3).

> **Insight:** Pakistan is a large and stable exporter of surgical instruments, at about USD 425–455 million a year, with sales to 173 destinations. Canada is a small market for these exports (22nd, about USD 3.3 million a year and 0.74% of the total), well below the United States, Germany and the United Kingdom. Part of the trade with Germany and the United States is probably instruments that are re-exported under European and US brands, some of which may reach Canada (inferred).

References

[1] Trade Information Portal of Pakistan (TIPP), Export Trade Data dashboard, PCT 9018.9010 to 9018.9090, filtered by fiscal year (FY2021-22 to FY2026-27), all countries, values in USD and quantities; 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 other medical, surgical and veterinary instruments (HS 901890), USD million

From	2020	2022	2023	2024	2025	Change 2024–25
Total imports	**1,214.77**	**1,581.10**	**1,703.65**	**1,850.41**	**2,013.09**	**+8.8%**
United States	527.19	663.92	739.76	782.59	806.77	+3.1%
Mexico	195.65	241.28	299.55	331.85	385.74	+16.2%
Germany	104.47	101.57	110.68	117.67	120.30	+2.2%
Costa Rica	60.67	81.20	74.28	93.85	104.45	+11.3%

From	2020	2022	2023	2024	2025	Change 2024–25
China	52.73	109.91	63.72	73.94	77.54	+4.9%
Ireland	22.40	31.08	40.75	51.13	61.30	+19.9%
Dominican Republic	26.41	38.66	41.38	44.97	55.13	+22.6%
Pakistan	2.768	3.774	3.688	3.409	4.708	+38.1%

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 1,290.89 million (+0.4% on the same months of 2025, USD 1,286.11 million); imports from Pakistan were USD 3,680,849 (+23.6% on USD 2,977,921), a 0.29% share.

Pakistan in Canada's imports

Indicator	2016	2020	2021	2022	2023	2024	2025
Imports from Pakistan (USD million)	2.26	2.77	3.86	3.77	3.69	3.41	4.71
Share of Canada's imports	0.20%	0.23%	0.27%	0.24%	0.22%	0.18%	0.23%
Rank among suppliers	19th	20th	20th	20th	20th	20th	20th

Insight: Canada imported USD 2,013.09 million of these instruments and appliances in 2025 (+8.8%), a market that has grown +65.7% since 2020. Imports from Pakistan are small but rising: USD 4.71 million in 2025 (+38.1%), and a further +23.6% in January–August 2026, which lifted Pakistan's share to 0.29%. Pakistan has ranked 20th every year since 2020.

Where demand is: imports by province (USD)

Province	2022	2023	2024	Share 2024
Ontario	1,242,477,082	1,374,301,908	1,485,455,575	80.3%
Quebec	176,901,068	160,623,870	178,830,456	9.7%
British Columbia	85,000,941	94,238,511	103,386,689	5.6%
Alberta	30,961,022	33,676,730	41,213,557	2.2%
Manitoba	32,896,542	32,151,304	31,025,418	1.7%
Saskatchewan	6,041,090	3,822,425	5,609,728	0.3%
Nova Scotia	41,292	2,530,407	2,500,168	0.1%

Ontario, Quebec and British Columbia together accounted for 95.5% 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 901890, all countries (detailed), complete years, USD; accessed 12 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=%7C901890&lang=eng

[2] Trade Data Online, HS 901890, 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=%7C901890&lang=eng

[3] Trade Data Online, HS 901890, 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=%7C901890&lang=eng

4. Import Market Analysis

Supplier shares of Canada's imports of other medical and surgical instruments (%)

Supplier	2020	2022	2023	2024	2025
United States	43.4%	42.0%	43.4%	42.3%	40.1%
Mexico	16.1%	15.3%	17.6%	17.9%	19.2%
Germany	8.6%	6.4%	6.5%	6.4%	6.0%
Costa Rica	5.0%	5.1%	4.4%	5.1%	5.2%
China	4.3%	7.0%	3.7%	4.0%	3.9%
Ireland	1.8%	2.0%	2.4%	2.8%	3.0%
Dominican Republic	2.2%	2.4%	2.4%	2.4%	2.7%
Pakistan	0.23%	0.24%	0.22%	0.18%	0.23%

- **United States (40.1%) and Mexico (19.2%)** supply most of the market, largely electro-medical devices made by multinational device companies in North America.
- **Germany (6.0%), Ireland (3.0%) and Switzerland (1.8%)** supply premium devices and branded surgical instruments; Germany is also the home of many surgical instrument brands.
- **Costa Rica (5.2%) and the Dominican Republic (2.7%)** host device-assembly plants of US companies.
- **China (3.9%)** supplies lower-priced instruments and devices and grew +28.5% in January–August 2026.
- **Pakistan (0.23%)** supplies mainly stainless-steel hand instruments, a small part of the total code.
- **Market concentration:** the top three suppliers held 65.2% of imports in 2025. The Canadian Importers Database lists 81 major importers for 80.38% of imports (CAD 2,532.0 million in 2024); the top 10 hold 42.13%. Imports from Pakistan are spread over many buyers: 28 importers account for 80.25% of CAD 4.6 million, and the top three for only 35.96%.
- **Regional demand:** Ontario cleared 80.3% of imports in 2024, Quebec 9.7% and British Columbia 5.6%.

> **Insight:** Pakistan's USD 4.7 million is small against a USD 2 billion code, but the relevant market is hand instruments, where Pakistan is a world supplier. Its buyer base in Canada is unusually broad, covering hospital distributors, surgical specialists, veterinary, podiatry, first-aid and simulation companies, which gives exporters many entry points.

References

[1] Trade Data Online, HS 901890 (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=%7C901890&lang=eng

[2] Trade Data Online, HS 901890, imports by province: 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=%7C901890&lang=eng

[3] Canadian Importers Database, HS 901890, major importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=901890&lang=eng

[4] Canadian Importers Database, HS 901890, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=901890&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
Medical device classification	Under the Medical Devices Regulations, "all surgical or dental instruments are classified as Class I" (Rule 3(2)). A surgical instrument is a reusable device for cutting, drilling, sawing, scraping, clamping, retracting, clipping and similar uses, not connected to an active device. Powered, electro-surgical and anaesthesia devices fall in higher classes (II–IV).	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 hand instruments in Canada. Class II–IV devices need an MDL and an MDSAP certificate.	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 Class I manufacturer that imports only through an MDEL holder is 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 claimed, and its materials must withstand repeated cleaning and 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 reprocessing 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 (ss. 59–61.6) and carry out recalls (ss. 63–65). It will expect lot traceability from the exporter.	MDR; Health Canada GUI-0064

5.2 Packaging requirements

- There is no Canadian packaging standard for surgical hand instruments. They 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" (for example single-use scissors and forceps in first-aid kits) must be in packaging that keeps them sterile, and the label must say "Sterile" (MDR s. 21(1)(f)). Reusable instruments are normally sold non-sterile and sterilized by the hospital or clinic.
- 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 "Metzenbaum scissors, curved, 14 cm".
Manufacturer	Name and address of the manufacturer (the Pakistani company, or the brand owner if the instruments are private-label).
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 health professional), 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, such as first-aid scissors, the information must be in both English and French.
Country of origin	Surgical 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 cleared 9.7% of Canada's imports in 2024, and five importers of Pakistani instruments (A.M.G. Medical, Distribution Instrumentarium, Import-Export Kingbro, Pama Manufacturing and Sar-Med) are based in Quebec. 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 surgical instruments	Legal basis
Everything on the product must be in French	Every inscription on the product, its container or wrapping, and documents supplied with it (labels, directions for use, reprocessing instructions, warranty cards and catalogues) must be in 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, 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 "Surgical", "Pro Instruments" or "Premium Steel") 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

Rule	What it means for surgical instruments	Legal basis
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. Medical, pharmaceutical and scientific products have their own exception for certain inscriptions. 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), 6, 7(1)
Displays count as advertising	Shelf displays and point-of-sale material are treated as commercial advertising, where French must be clearly predominant.	OQLF guidance
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 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 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, 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, 5, 6, 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 (rules in force since 1 June 2025; transition to 1 June 2027): https://www.oqlf.gouv.qc.ca/francisation/entreprises/marque-commerce-produits.html

[11] 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	Medical and surgical instruments are medical devices under the Food and Drugs Act and the Medical Devices Regulations, regulated by Health Canada.	Health Canada; SOR/98-282
Licensing	No Medical Device Licence for Class I hand instruments. Class II–IV devices need a licence held by the manufacturer. The importer needs an MDEL 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 obligations	Distribution records, complaint handling, mandatory problem reporting and recalls.	MDR ss. 52–65; GUI-0064
Veterinary instruments	Instruments sold only for veterinary use are not medical devices under the Regulations (which cover devices for humans), so MDEL rules do not apply to them (inferred from the definition of "device").	Food and Drugs Act; MDR
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
9018.90.10	Defibrillators	Free	Free	All countries
9018.90.20	Printed circuit assemblies for defibrillators	Free	Free	All countries
9018.90.90 (suffixes 10–90)	Other instruments and appliances, including optical, anaesthetic, blood-pressure, electro-surgical, dialysis and other electro-medical instruments, other instruments (surgical hand instruments), and parts and accessories	Free	Free	All countries

Medical and surgical 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. There are no trade remedy measures on these goods. GST/HST is payable at import, although many medical devices supplied to hospitals and health professionals are zero-rated (the importer should confirm the tax status of each product).

> **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 9018.90.10 to 9018.90.90: 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 health facility) can import. A Pakistani exporter must sell through a licensed Canadian distributor.
- **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).
- **Hospital purchasing:** hospitals buy through provincial and regional group purchasing organizations and national distributors, which favour suppliers that can offer full instrument ranges and long-term contracts.
- **Brand and quality perception:** surgeons often prefer German and US brands; 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.
- **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] CBSA, Memorandum D9-1-6: https://www.cbsa-asfc.gc.ca/publications/dm-md/d9/d9-1-6-eng.html

[5] 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 surgical instruments reach hospitals, clinics and other users through the channels below. The examples are from the Canadian Importers Database list of importers of HS 901890 from Pakistan (2024).

Channel	Role	Examples of importers buying from Pakistan (CID, 2024)
National hospital and medical distributors	Supply hospitals and clinics with a full range of products, including private-label instruments	Medline Canada (Mississauga, ON); Cardinal Health Canada (Concord, ON); AMG Medical (Mont-Royal, QC); Canadian Hospital Specialties (Oakville, ON)
Surgical instrument specialists	Sell and repair surgical instruments for operating rooms and clinics	Keir Surgical (Vancouver, BC); Concord Surgical Supplies (Surrey, BC); Cross Instruments (Edmonton, AB); Hiteck Medical Instruments (Mississauga, ON); Distribution Instrumentarium (Terrebonne, QC); Sar-Med (Saint-Laurent, QC)
Device manufacturers	Add instruments to their own product ranges	Integra Canada (Oakville, ON); Steris Canada (Richmond Hill, ON)
Veterinary, podiatry and dental	Instruments for animal health, foot care and dental clinics	Eickemeyer Veterinary (Stratford, ON); Serona Animal Health (Abbotsford, BC); Quality Footcare Products (London, ON); Sinclair Dental (North Vancouver, BC)
First aid, tactical and training	Scissors and forceps for first-aid kits, tactical medicine and simulation	Safecross First Aid (Toronto, ON); Canadian Tactical and Operational Medical Solutions (Edmonton, AB); Simulare Medical (Toronto, ON)
Laboratory and pharmacy distribution	Laboratory instruments and pharmacy supply	VWR International (Avantor); Lab Science (Rockwood, ON); Western Drug Distribution Center (Edmonton, AB)

For a Pakistani exporter, the most practical entry routes are: (1) surgical instrument specialists, which buy many instrument patterns and often sell under their own names; (2) national distributors' private-label ranges; and (3) niche buyers in veterinary, podiatry, first-aid and simulation, which need smaller volumes and are already buying from Pakistan.

References

[1] Canadian Importers Database, HS 901890, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=901890&lang=eng

[2] Canadian Importers Database, HS 901890, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=901890&countryCode=527

10. Pricing

Level	Product / basis	Price	Source
Retail	Surgical scissors, 5.5 inch, stainless steel, sterilizable	CAD 14.40	amazon.ca
Retail	Hemostat forceps, veterinary/surgical, autoclavable	CAD 24.30	amazon.ca
Retail (set)	Multifunction set: hemostat, forceps, scissors, needle holder, tweezers (5 pcs)	CAD 16.99	amazon.ca
Retail (set)	Set of 7: scissors, forceps, hemostats, needle holder	CAD 29.99	amazon.ca

Level	Product / basis	Price	Source
Retail	Primacare DS-9290-BK adult stethoscope	CAD 13.09	amazon.ca
Retail	3M Littmann Classic III monitoring stethoscope	CAD 132.00	amazon.ca
Export (FOB Pakistan), all markets	Average value per unit, PCT 9018.90, FY2025-26	USD 1.06 per unit	TIPP
Export (FOB Pakistan), to Canada	Average value per unit of exports to Canada, FY2025-26	USD 0.95 per unit	TIPP

Retail prices were checked on 9 October 2026 and change often; the country of origin was not shown. Professional instruments are mainly sold business-to-business through distributors, and hospital prices for branded German instruments are much higher than these online prices. Export unit values are calculated from TIPP value and quantity. A Canadian importer adds freight, brokerage and its own margin.

References

[1] Amazon.ca, Surgical Scissors 5.5 inch stainless steel: https://www.amazon.ca/Surgical-Scissors-Non-Rust-Sterilizable-Stainless/dp/B0CRCZ7565

[2] Amazon.ca, Hemostat veterinary surgical tools, autoclavable: https://www.amazon.ca/Hemostat-Veterinary-Autoclavable-Stainless-Metzenbaum/dp/B0DL3W8Z3H

[3] Amazon.ca, Multifunction hemostat and forceps set: https://www.amazon.ca/Hemostat-Locking-Forceps-Straight-Serrated/dp/B07TTPM3RX

[4] Amazon.ca, Set of 7 scissors, forceps, hemostats, needle holder: https://www.amazon.ca/Hemostats-Educational-Procedures-Stainless-Cynamed/dp/B0CLVXM4CZ

[5] Amazon.ca, Primacare DS-9290-BK Adult Stethoscope: https://www.amazon.ca/Primacare-DS-9290-BK-Classic-Stethoscope-30-Inch/dp/B0018LNQ0Q

[6] Amazon.ca, 3M Littmann Classic III Monitoring Stethoscope: https://www.amazon.ca/Littmann-Classic-Stethoscope-Stainless-Steel-Finish-Chestpiece/dp/B00QESFJ94

[7] TIPP, Export Trade Data, PCT 9018.90 (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's cluster exports about USD 450 million a year of these instruments.
- Steady growth in Canada: imports from Pakistan rose +70.1% between 2020 and 2025 and a further +23.6% in January–August 2026.
- A broad buyer base: 28 Canadian importers bought from Pakistan in 2024, from national distributors to veterinary and first-aid suppliers.
- Low regulatory entry cost: Class I hand instruments need no Health Canada device licence, and duty is free.

Why Pakistan's share is small

- Product mix: most of this code by value is electro-medical equipment, which Pakistan does not make.
- Brand routing: many Pakistani instruments reach Canada under German or US brands and are recorded as imports from those countries (inferred).
- Documentation: some suppliers cannot provide the reprocessing instructions, bilingual labels and quality certificates that distributors require.

References

[1] Trade Data Online, HS 901890 (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=%7C901890&lang=eng

[2] Canadian Importers Database, HS 901890, importers of goods from Pakistan: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=901890&countryCode=527

[3] TIPP, Export Trade Data, PCT 9018.90: 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

- **Sell under Canadian distributors' own labels.** Surgical specialists and national distributors already buy from Pakistan; offer private-label instrument ranges 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, and check the buyer's MDEL in Health Canada's public listing before shipping.
- **Target niche segments.** Veterinary, podiatry, first-aid, tactical medicine and simulation companies buy smaller volumes and are open to Pakistani suppliers.
- **Offer repair and replacement programs.** Hospitals value suppliers that can replace and refurbish worn instruments quickly.

Trade shows (Canada)

Show	Dates	Location	Focus
Medtech Canada events and conferences	Check the website for 2027 dates	Various, mainly Toronto, ON	National association of the medical technology industry
Canadian Veterinary Medical Association Convention	Annual (check the website for 2027 dates)	Changes each year	Veterinary professionals and suppliers

References

[1] Medtech Canada (official website): https://medtechcanada.org/

[2] Canadian Veterinary Medical Association (official website): https://www.canadianveterinarians.net/

[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

13. Pakistani Exporters

Canadian buyers looking for Pakistani suppliers of medical and surgical instruments (other than electro-diagnostic, syringes, needles and dental and ophthalmic instruments) can use these official sources:

- Pakistan Exporters Directory (TDAP), search by HS code 9018.
- TDAP list of exporters of optical, medical and surgical instruments (HS 90): about 800 entries, most of them in Sialkot.

TIPP data shows that Pakistani exporters shipped these instruments to 173 destinations in FY2025-26.

References

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

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

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

[4] TIPP, Export Trade Data, PCT 9018.9010 to 9018.9090, 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 medical and surgical instruments (other than electro-diagnostic, syringes, needles and dental and ophthalmic instruments) (HS 901890). 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=901890&lang=eng**.

Company	City, Province	Postal code	Phone	Website
A.M.G. MEDICALE INC. / A.M.G. MEDICAL INC.	Mont-Royal, Quebec	H4T 1V5	514-737-5251	amgmedical.com
CANADIAN HOSPITAL SPECIALTIES LIMITED	Oakville, Ontario	L6H 5R7	905-825-9300 *	chsltd.com
CANADIAN TACTICAL AND OPERATIONAL MEDICAL SOLUTIONS INC. (CTOMS)	Edmonton, Alberta	T6E 5C6	780-469-6106 *	ctomsinc.com
CARDINAL HEALTH CANADA INC.	Concord, Ontario	L4K 5R8	905-417-2900 *	cardinalhealth.ca
CONCORD SURGICAL SUPPLIES LTD.	Surrey, British Columbia	V3Z 9R2	604-536-0097	concord-surgical.com
CROSS INSTRUMENTS INC	Edmonton, Alberta	T6J 2A8	780-669-1506	crossinstruments.com
DISTRIBUTION INSTRUMENTARIUM INC	Terrebonne, Quebec	J6W 1K8	450-471-1379 †	instrumentarium.ca
EICKEMEYER VETERINARY TECHNOLOGY FOR LIFE INC.	Stratford, Ontario	N5A 0B5	519-273-5558 *	eickemeyercanada.ca
HITECK MEDICAL INSTRUMENTS	Mississauga, Ontario	L4Z 3K5	1-877-899-1861 †	hiteckmedical.com
INTEGRA CANADA ULC	Oakville, Ontario	L6H 6Z7	905-632-7888 †	integralife.com
KEIR SURGICAL LTD.	Vancouver, British Columbia	V5X 2X7	604-261-9596	keirsurgical.com
MDR INNOVATIONS INC.	Surrey, British Columbia	V4P 1B8	604-536-4000	surgicalproducts.ca
MEDLINE CANADA, CORPORATION	Mississauga, Ontario	L4W 5G2	1-800-268-2848 * †	medline.ca
NIFTY MEDICAL SUPPLIES INC.	Mississauga, Ontario	L5B 1M5	1-877-556-5329	niftymedical.ca
PAMA MANUFACTURING	Mirabel, Quebec	J7N 0A6	450-431-5353	pamamfg.com
RP MEDICAL INC.	Kelowna, British Columbia	V1V 2R9	604-418-4554 *	rpmedical.ca

Company	City, Province	Postal code	Phone	Website
SAFECROSS FIRST AID LTD	Toronto, Ontario	M3J 3E5	416-665-0050	safecross.com
SAR-MED INC.	Saint-Laurent, Quebec	H4T 1V3	514-336-2333	sarmed.ca
SERONA ANIMAL HEALTH LIMITED	Abbotsford, British Columbia	V2S 8A3	1-866-973-7662	serona.ca
SINCLAIR DENTAL CO. LTD.	North Vancouver, British Columbia	V7P 3T8	604-986-1544	sinclairdental.com
STERIS CANADA SALES ULC	Richmond Hill, Ontario	L4B 4W2	1-800-661-3937 †	steris.com
WASIP LTD.	Toronto, Ontario	M1W 3Z5	416-297-0109	wasip.com
WESTERN DRUG DISTRIBUTION CENTER LIMITED	Edmonton, Alberta	T5S 2W4	780-413-2508 *	wddc.com

*Importers of this product from Pakistan in 2024, as listed in the Canadian Importers Database (28 companies, all with Canadian addresses). Contact details and websites checked on 12 October 2026. 23 of the 28 are listed; the other five are left out because a current phone number and website could not both be confirmed (Import-Export Kingbro: YellowPages.ca marks it permanently closed; Lab Science Inc. and Simulare Medical: no phone found, and Simulare is now a division of Smile Train; Quality Footcare Products: the website found belongs to a different business; VWR International: phone found only on a third-party page). * Phone number taken from the company's own website, because YellowPages.ca had no current listing. † YellowPages.ca or the company website gives a different address from the CID, so confirm before contacting (Distribution Instrumentarium: 1273 rue Saint-Louis, Terrebonne, J6W 1K6; Hiteck Medical: 2-4170 Sladeview Cres, Mississauga, L5L 0A1; Integra Canada: 5024 South Service Rd, Burlington, L7L 5Y7; Medline Canada: 5150 Spectrum Way, Suite 300, Mississauga, L4W 5G1; STERIS Canada: 6280 Northwest Dr, Mississauga, L4V 1J7). Cardinal Health's website names the same postal code as Vaughan. The CTOMS website gives no street address, so its CID address is unconfirmed. Sinclair Dental was acquired by Medline Canada in 2024 and now trades as Medline Sinclair; MDR Innovations appears to trade as Surgical Products Specialties (inferred from a city business licence listing). Safecross's website blocks automated checks but is linked from its YellowPages.ca listing. Concord Surgical, Eickemeyer and Serona supply veterinary instruments. 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 901890, major Canadian importers (all countries, 2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=901890&lang=eng

[2] Canadian Importers Database, HS 901890, major importers by country of origin: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=901890

[3] YellowPages.ca business search (phone numbers and websites), accessed 12 October 2026: https://www.yellowpages.ca/

[4] YellowPages.ca, business listings (searched 12 October 2026): https://www.yellowpages.ca/

[5] Canadian Hospital Specialties, company website: https://www.chsltd.com/

[6] CTOMS Inc., company website: https://ctomsinc.com/

[7] Cardinal Health Canada, company website: https://www.cardinalhealth.ca/

[8] Eickemeyer Canada, company website: https://eickemeyercanada.ca/

[9] Hiteck Medical Instruments, company website: https://hiteckmedical.com/

[10] Integra LifeSciences, Canada contact page: https://www.integralife.com/

[11] Medline Canada, company website: https://www.medline.ca/

[12] RP Medical, company website: https://rpmedical.ca/

[13] STERIS Canada, company website: https://healthcare.steris.com/en-ca

[14] WDDC, company website: https://www.wddc.com/

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