PRODUCT REPORT

Sports Gloves of Leather

HS Code 4203.21 | Export market guide: Pakistan to Canada | October 2026

Key facts at a glance

Indicator	Value	Source
Canada's imports of leather sports gloves, 2025	USD 28.99 million (−10.7% vs 2024)	Trade Data Online
Canada's imports from Pakistan, 2025	USD 1.10 million (3.8% share)	Trade Data Online
Pakistan's rank among Canada's suppliers	#7 in 2025 and in Jan–Jul 2026	Trade Data Online
Largest supplier to Canada	Indonesia: USD 9.50 million, 32.8% share (2025)	Trade Data Online
Pakistan's world exports of sports gloves, FY2025-26	USD 59.6 million / 9.85 million units (USA takes 33%)	TIPP
Pakistan's exports to Canada, FY2025-26	USD 2.38 million / 455,154 units (6th market)	TIPP
Canadian import duty (MFN and GPT)	Free (0%)	CBSA Customs Tariff 2026
Main product-safety law	Canada Consumer Product Safety Act (no product-specific standard for sports gloves)	Health Canada
Origin marking	Leather gloves and sporting goods must be marked with the country of origin (e.g. "Made in Pakistan")	CBSA Memorandum 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 companies account for 80% of imports	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 4203.21 covers "Gloves, mittens and mitts specially designed for sports use", of leather or of composition leather. In Canada's 2026 Customs Tariff the tariff item is 4203.21.00 (unit of measure: number), split into two statistical suffixes: 4203.21.00.10 baseball gloves and 4203.21.00.90 other sports gloves. The code covers leather gloves made for a particular sport, such as baseball and softball gloves, golf gloves, boxing and MMA gloves, cycling gloves, ski and snowboard gloves, goalkeeper gloves, motocross gloves and weightlifting gloves.

Products outside this code, which exporters should classify separately:

- Leather gloves not specially designed for sports (fashion, dress, work and protective gloves): HS 4203.29.
- Knitted or crocheted gloves, including textile sports gloves: HS 6116 (e.g. 6116.93 of synthetic fibres).
- Gloves of woven textile: HS 6216.00.
- Gloves of rubber or plastics: HS 4015 and 3926.20.
- Some protective sports equipment, such as hockey gloves, may be classified in Chapter 95 depending on construction. Exporters should confirm the classification with the Canadian importer or a customs broker, using the CBSA tariff.

In Canada, leather sports gloves are sold mostly through sporting goods chains and mass retailers, golf pro shops, ski and outdoor stores, combat-sports specialists and online. The CID list of major importers (Section 14) shows that golf (Titleist/Acushnet, TaylorMade, Callaway, Mizuno), winter sports (Burton, Gordini, Black Diamond, Swany), baseball (Rawlings), motocross and cycling (Fox, Odin), and national retailers (Canadian Tire, Costco) are the main buyers.

Pakistan is one of the world's leading makers of leather gloves, with production centred in Sialkot, which also hosts most of Pakistan's sports goods industry. The Government of Pakistan's Leather and Leather Goods Export Strategy 2023–2027 reports that 348 leather glove units in the country produce 5 million pairs a year against a capacity of 10 million pairs, and that gloves make up about 31% of Pakistan's leather and leather products exports. TDAP's directory of exporters of Chapter 42 articles lists 773 companies, the large majority in Sialkot.

References

[1] CBSA, Customs Tariff 2026, Chapter 42 (tariff item 4203.21.00): https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch42-eng.html

[2] Government of Pakistan (TDAP), Pakistan Export Strategy 2023–2027: Leather and Leather Goods, pp. 17–18: https://tdap.gov.pk/wp-content/uploads/2022/08/Leather-and-Leather-Goods-Export-Strategy-4_web.pdf

[3] TDAP, Exporters of Pakistan sector: Articles of leather (HS 42): https://tdap.gov.pk/wp-content/uploads/2022/02/Chapter-42-Articles-of-leather.pdf

[4] Canadian Importers Database, HS 420321, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=420321&lang=eng

2. Pakistan's Exports (Production)

The Trade Information Portal of Pakistan (TIPP) reports exports of PCT 4203.2100 "Specially designed for use in sports" (leather gloves) by fiscal year. This is the only Pakistani tariff line under HS 4203.21. The table shows Pakistan's exports to the world and to Canada.

Pakistan's exports of leather sports gloves (PCT 4203.2100)

To	FY2021-22 (benchmark)	FY2022-23	FY2023-24	FY2024-25	FY2025-26	Change FY22–FY26
World, USD million	76.44	68.22	55.80	63.38	59.58	−22.1%
World, million units	12.87	11.49	10.86	11.81	9.85	−23.5%
Canada, USD million	3.76	3.03	2.31	3.10	2.38	−36.8%
Canada, thousand units	603.3	542.8	436.8	650.0	455.2	−24.6%
Canada's rank / share	5th / 4.9%	5th / 4.4%	6th / 4.1%	5th / 4.9%	6th / 4.0%	

Quantities are in units ("u") as recorded by TIPP, which does not say whether a unit is a piece or a pair; a few small shipments recorded in kg (including 400 kg to Canada in FY2025-26) are excluded from the unit totals. In FY2025-26 the largest markets were the United States (USD 19.77 million), Germany (6.31), the United Kingdom (5.28), Spain (2.85), Italy (2.53) and Canada (2.37). So far in FY2026-27 (from July 2026), TIPP shows USD 1.01 million to Canada (4th market, 5.5% share).

Insight: Pakistan exports about USD 60 million of leather sports gloves a year to more than 100 destinations, down from USD 76 million in FY2021-22. The United States takes a third. Canada is a steady 5th or 6th market with a 4–5% share (USD 2.4 million in FY2025-26), and it ranks 4th so far in FY2026-27. The average value per unit is similar for Canada (USD 4.77–6.22) and the world (USD 5.14–6.05). Pakistan records exporting about twice as much to Canada as Canada records importing from Pakistan under HS 4203.21 (USD 1.10 million in

2025). The difference is probably due to the goods being classified under other codes on arrival and to fiscal-year versus calendar-year timing, but this is inferred, not confirmed.

References

[1] Trade Information Portal of Pakistan (TIPP), Export Trade Data dashboard, PCT 4203.2100, filtered by fiscal year (FY2021-22 to FY2026-27), all countries, values in USD and PKR and quantities; data accessed 5 October 2026: https://tipp.gov.pk/index.php?r=site/display&id=305

[2] UN Comtrade, Pakistan exports of HS 420321 by partner, calendar 2025 (used to cross-check): https://comtradeapi.un.org/public/v1/preview/C/A/HS?reporterCode=586&cmdCode=420321&flowCode=X&period=2025

3. Canada's Imports (Consumption)

Canada's imports of leather sports gloves (HS 420321), USD

From	2020 (5-year benchmark)	2022	2023	2024	2025	Change 2020–25
World	17,313,600	34,590,476	28,685,582	32,461,295	28,986,782	+67.4%
Indonesia	5,141,959	9,608,841	7,617,046	9,934,997	9,504,608	+84.8%
China	4,925,219	8,800,877	6,206,536	8,815,904	5,513,396	+11.9%
Vietnam	2,881,180	5,186,698	5,756,342	4,859,976	4,071,758	+41.3%
Thailand	1,533,033	3,689,565	2,136,679	2,450,786	3,351,419	+118.6%
Philippines	638,213	2,122,844	2,742,327	2,361,200	2,231,096	+249.6%
Cambodia	415,596	1,454,491	1,319,283	1,721,968	1,443,476	+247.3%
Pakistan	932,872	1,692,519	1,411,835	1,169,958	1,097,022	+17.6%

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. 2020 was a pandemic year with unusually low imports (2019: USD 21.26 million).

Insight: Canada's imports of leather sports gloves almost doubled from 2020 to a peak of USD 34.6 million in 2022, and have since settled at USD 29–32 million a year. 2025 was down 10.7% on 2024, mainly because imports from China fell 37%. The first seven months of 2026 are up 18.9% on the same period of 2025 (USD 19.53 million vs USD 16.42 million), led by Indonesia. Pakistan's sales to Canada grew 17.6% since 2020 but have fallen each year since their 2022 peak, to USD 1.10 million in 2025 (7th place, 3.8% share). In January–July 2026 they rose 17.8% to USD 648,178, roughly in line with the market, keeping a 3.3% share.

Where demand is: imports by province, 2024 (USD)

Province	2021	2022	2023	2024	Share 2024
Ontario	11,788,134	19,820,314	17,174,942	14,725,491	45.4%
Quebec	3,280,890	6,811,159	4,513,038	10,258,386	31.6%
British Columbia	3,149,822	5,176,322	3,886,150	4,442,706	13.7%
Alberta	735,477	1,816,135	1,702,553	1,903,736	5.9%
Manitoba	781,753	959,058	1,397,120	1,107,382	3.4%

Ontario, Quebec and British Columbia account for 91% of imports, and Alberta and Manitoba for most of the rest. Most major importers are based in the Greater Toronto Area and Montréal (Saint-Laurent and Mont-Royal), so Pakistani exporters should focus their marketing there, with Calgary and Vancouver as secondary hubs.

References

[1] Trade Data Online (ISED / Statistics Canada), Canadian imports, HS 420321, all countries (detailed), latest 10 years, USD; accessed 5 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=%7C420321&lang=eng

[2] Trade Data Online, HS 420321, latest 24 months (monthly), used to total calendar 2025 and January–July 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=%7C420321&lang=eng

[3] Trade Data Online, HS 420321, distribution 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=%7C420321&lang=eng

4. Import Market Analysis

Supplier shares of Canada's leather sports glove imports (%)

Supplier	2020	2022	2023	2024	2025
Indonesia	29.7	27.8	26.6	30.6	32.8
China	28.4	25.4	21.6	27.2	19.0
Vietnam	16.6	15.0	20.1	15.0	14.0
Thailand	8.9	10.7	7.4	7.5	11.6
Philippines	3.7	6.1	9.6	7.3	7.7
Cambodia	2.4	4.2	4.6	5.3	5.0
Pakistan	5.4	4.9	4.9	3.6	3.8

- **Indonesia (32.8%)** is the leading supplier and is growing: its share reached 49.8% in January–July 2026.
- **China (19.0%)** remains a large supplier, but its exports to Canada fell 37% in 2025 and its share dropped to 5.4% in January–July 2026, which suggests buyers are moving orders to Indonesia and Southeast Asia (inferred from the trade data).
- **Southeast Asia** (Vietnam, Thailand, the Philippines and Cambodia) together supplied 38% of imports in 2025. Their combined share has risen from 31.6% in 2020.
- **Pakistan (3.8%)** is the only South Asian supplier of note, but has lost share since 2020 (5.4%).
- **No tariff advantage:** Canada charges no duty on leather sports gloves from any origin, so suppliers compete on price, quality, brand relationships and delivery rather than on tariff preferences.
- **Market concentration:** the Canadian Importers Database lists 23 major importers that together account for 80% of imports in 2024. Five of them are based in the United States. The top three supplying countries (Indonesia, China and Vietnam) held 66% of the market in 2025.

> **Insight:** Canada's market is controlled by global brands that place orders with contract factories, mostly in Indonesia, China and Southeast Asia. Pakistan's opportunity is to win a share of the volume now moving out of China, by acting as a contract or private-label maker for Canadian brands, distributors and retailers, and to sell directly in niches where Sialkot is strong: boxing and MMA gloves, baseball and softball gloves, cycling, motocross and goalkeeper gloves.

References

[1] Trade Data Online, HS 420321 (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=%7C420321&lang=eng

[2] Canadian Importers Database, HS 420321, major importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=420321&lang=eng

[3] CBSA, Customs Tariff 2026, Chapter 42: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch42-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
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, for example through harmful chemicals in the leather or dyes, or design defects. There is no product-specific Canadian standard for sports gloves, so this general rule applies.	Canada Consumer Product Safety Act (CCPSA), ss. 7–8
No false or misleading safety claims	Labels, packaging and advertising must not be false, misleading or deceptive about safety (for example claims of impact protection on boxing or motocross gloves).	CCPSA, ss. 9–10
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
Animal origin	Fully tanned leather and leather products are not subject to any CFIA import requirements and need no documents or inspection at the border.	CFIA, terrestrial animal products import policy
Protected species	Gloves made with leather from CITES-listed species (for example some reptile or exotic skins) need CITES permits. Ordinary cow, goat or sheep leather does not.	Environment and Climate Change Canada (CITES)

5.2 Packaging requirements

- Pre-packaged consumer goods (for example gloves sold in a box or blister pack) must follow the Consumer Packaging and Labelling Act (CPLA): the package must not be misleading in size or presentation, and must carry the product identity, net quantity and dealer details (see 5.3).
- 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 a lot or order code so the importer can meet the CCPSA traceability and recall requirements.

5.3 Labelling requirements

Label element	Requirement
Country of origin	Leather gloves ("gloves made partially or wholly of leather") and athletic and sporting goods are listed in the Marking of Imported Goods Order. Goods from Pakistan must be marked in English or French (for example "Made in Pakistan"), legibly, permanently and where the buyer can easily see it.
Product identity (pre-packaged)	The generic name or function (for example "Golf glove / Gant de golf") in English and French on the principal display panel, at least 1.6 mm high.
Net quantity (pre-packaged)	Not needed for a single pair or a single item that is clearly visible; otherwise in English and French, by count (for example "1 pair / 1 paire").

Label element	Requirement
Dealer name and address (pre-packaged)	The name and full address of the Canadian dealer (importer) or foreign manufacturer, in English or French, anywhere on the package except the bottom.
Textile fibre content	Gloves are prescribed consumer textile articles under the Textile Labelling and Advertising Regulations. Where a glove contains textile fibres (for example a mesh back or lining), fibre content by percentage and dealer identity (name and address or a CA number) are required in English and French. Gloves may use a non-permanent label (Schedule III). The importer should confirm how the leather and textile parts are to be declared.
Bilingual labelling	Mandatory information must appear in English and French.

Gloves shipped to a Canadian brand for further packaging or private labelling may not need retail labels at the time of import, but must still carry origin marking. The importer is responsible for compliance, so the exporter should agree label content with the importer before production.

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

Quebec is Canada's second-largest market for leather sports gloves (31.6% of imports in 2024). 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 sports glove labels	Legal basis
Everything on the product must be in French	Every inscription on the glove, its packaging and any document supplied with it (hang tags, sizing charts, care instructions, warranty cards and user instructions) must be in French. This includes marketing text such as "pro grade", "genuine leather", "breathable" or "touchscreen compatible".	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 "Boxing Gloves", "Pro Series", "Leather") must also appear in French on the product or on a medium permanently attached to it. The brand name itself may stay in English.	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	Shelf displays and point-of-sale material are treated as	OQLF guidance

Rule	What it means for sports glove labels	Legal basis
advertising	commercial advertising, where French must be clearly 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: Print one fully bilingual hang tag and package for all of Canada, with French at least as large and visible as the English, and translate every descriptive word, including words inside the logo (for example "Boxing Gloves / Gants de boxe", "Batting Gloves / Gants de frappeur", "Genuine Leather / Cuir véritable"). Care instructions, sizing charts and warranty cards must also be in French. 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] CFIA, Terrestrial animal products and by-products import policy (s. 16.2.4, fully tanned leather and leather products): https://inspection.canada.ca/en/animal-health/terrestrial-animals/imports/import-policies/products-and-products/terrestrial-animal-products-and-products

[5] Environment and Climate Change Canada, Convention on International Trade in Endangered Species (CITES): https://www.canada.ca/en/environment-climate-change/services/convention-international-trade-endangered-species.html

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

[7] Competition Bureau Canada, What must be on the label (prepackaged non-food consumer products): https://competition-bureau.canada.ca/en/labelling/prepackaged-non-food-consumer-products/what-must-be-label

[8] Competition Bureau Canada, Guide to the Consumer Packaging and Labelling Act and Regulations: https://competition-bureau.canada.ca/en/guide-consumer-packaging-and-labelling-act-and-regulations

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

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

[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, 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). Sports gloves have no mandatory Canadian product standard; voluntary	Health Canada

Aspect	Requirement	Authority / reference
	standards (for example for motorcycle or impact-protective gloves) may be requested by buyers.	
Import licence	No import licence or permit is required for leather sports gloves. CFIA does not regulate fully tanned leather products.	CFIA import policy, s. 16.2.4
Exotic leathers	CITES permits from both Pakistan and Canada are needed for products made from listed species.	Environment and Climate Change Canada
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
Origin marking	Gloves and packaging marked "Made in Pakistan" (English or French), legible and permanent.	CBSA D11-3-1
Textile labelling	Fibre content and dealer identity for textile parts; non-permanent label allowed for gloves.	Textile Labelling and Advertising Regulations
Pakistan export clearance	The Goods Declaration and export documents are filed electronically through Pakistan Single Window (PSW), which links customs, banks and other government agencies. No phytosanitary or veterinary certificate is needed for finished leather gloves.	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 (GST/HST applies at import).	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] CFIA, Terrestrial animal products and by-products import policy: https://inspection.canada.ca/en/animal-health/terrestrial-animals/imports/import-policies/products-and-products/terrestrial-animal-products-and-products

[4] Environment and Climate Change Canada, CITES: https://www.canada.ca/en/environment-climate-change/services/convention-international-trade-endangered-species.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] 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

[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 (applies to Pakistan)	FTA partners (e.g. CUSMA, CPTPP, CETA)
4203.21.00	Gloves, mittens and mitts specially designed for sports use, of leather or composition leather	Free	Free	Free

Leather sports gloves enter Canada duty-free from every origin, including Pakistan. No certificate of origin is needed to claim a preference, because the MFN rate is already zero. GST/HST is payable at import. By contrast,

many textile gloves under HS 6116 and 6216 carry MFN duties, which is one reason to classify leather sports gloves correctly.

> **Insight:** Tariffs are not a barrier and give no supplier an advantage. Competition happens on price, quality, design and delivery.

References

[1] CBSA, Customs Tariff 2026, Chapter 42, tariff item 4203.21.00: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch42-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:** most imports are made to order for global brands (golf, ski, baseball) that choose factories through long-term sourcing programs and supplier audits. Breaking into these programs takes social-compliance audits, sampling and several seasons.
- **Product safety liability:** Canadian importers carry legal responsibility under the CCPSA and often ask for chemical test reports on leather and dyes (for example chromium VI and azo dyes) even though Canada has no glove-specific limit.
- **Origin marking and labelling:** goods without proper "Made in Pakistan" marking can be held at the border until marked. Missing bilingual or fibre-content labels lead to relabelling costs.
- **Quebec French-language rules (Bill 96):** labels, hang tags and instructions for 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. Non-compliant goods may have to be relabelled or withdrawn from sale in Quebec, the market for about one-third of Canada's imports.
- **Seasonality and lead times:** golf and baseball gloves are bought for spring, ski gloves for autumn. Brands place orders 6–12 months ahead, and late delivery means a lost season.
- **Buyer requirements beyond the law:** many buyers ask for social-compliance audits (for example amfori BSCI or SA8000), leather traceability (for example Leather Working Group certified tanneries) and consistent sizing.
- **Logistics:** Karachi to Toronto or Montréal involves transhipment and long transit times. Lightweight, high-value gloves can also move by air.

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] CBSA, Memorandum D11-3-1, Marking of Imported Goods: https://www.cbsa-asfc.gc.ca/publications/dm-md/d11/d11-3-1-eng.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 420321: https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=420321&lang=eng

9. Distribution Channels

Imported leather sports gloves reach Canadian users through five main channels. The company examples below are taken from the Canadian Importers Database list of major importers of HS 420321.

Channel	Role	Examples of major importers (CID, 2024)
Golf brands	Import branded golf gloves for pro shops, golf retailers and sporting goods chains	Acushnet Canada (Titleist, FootJoy; East Gwillimbury, ON); TaylorMade Golf Canada (Woodbridge, ON); Callaway Golf Canada (Markham, ON); Mizuno Canada

Channel	Role	Examples of major importers (CID, 2024)
		(Mississauga, ON)
Winter and outdoor brands	Ski, snowboard and mountaineering gloves for specialty and outdoor stores	Burton Canada (Montréal, QC); Gordini Canada (Mont-Royal, QC); Black Diamond Equipment; Outdoor Research; Swany America; Dakine
Team-sport, cycling and motocross brands and distributors	Baseball, cycling, motocross and training gloves for sporting goods stores and dealers	Rawlings Canada (Paris, ON); Raymond Lanctôt (Saint-Laurent, QC); Implus Canada (Milton, ON); Under Armour Canada (Unionville, ON); Fox Head Canada and Odin Mfg (Calgary, AB)
National retailers	Direct import for store brands and branded lines	Canadian Tire Corporation (Toronto, ON); Costco Wholesale Canada (Ottawa, ON)
Glove and workwear distributors, online platforms	Multi-category glove importers and e-commerce sellers	Groupe BBH (Saint-Laurent, QC); Whaleco Canada (Temu; Victoria, BC)

For a new Pakistani supplier, the most practical entry routes are: (1) private-label and contract production for Canadian distributors such as Lanctôt, Groupe BBH and Implus, and for retailers' store brands; and (2) direct sales of boxing, MMA, baseball and cycling gloves to combat-sports and specialty retailers and online sellers, who buy smaller lots. Supplying global golf and ski brands is possible, but those orders are usually placed by the brand's head office outside Canada.

References

[1] Canadian Importers Database, HS 420321, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=420321&lang=eng

10. Pricing

Level	Product / basis	Price	Source
Retail (golf)	Titleist Players men's golf glove, cabretta leather	CAD 40.00	titleist.ca
Retail (cycling)	Outdoor Research Freewheel leather-palm bike gloves (MEC)	CAD 69.95	mec.ca
Retail (boxing/MMA, specialty)	Bushido (Montréal combat-sports retailer): boxing and MMA gloves	Genuine leather CAD 80–250; synthetic leather CAD 35–80	bushido.ca
Retail (premium boxing/MMA)	Hayabusa leather boxing gloves; T3 LX 4 oz MMA gloves	CAD 109–249 (leather boxing); CAD 149 (MMA)	hayabusafight.ca
Export (FOB Pakistan), all markets	Average value per unit of Pakistan's exports, FY2025-26	USD 6.05 per unit (FY2023-24: USD 5.14)	TIPP
Export (FOB Pakistan), to Canada	Average value per unit of exports to Canada	USD 5.22 (FY26); USD 4.77 (FY25); USD 5.29 (FY24)	TIPP

Retail prices were checked on 5 October 2026 and change often. Branded leather sports gloves retail at CAD 30–250 a pair, depending on sport, leather grade and brand. Export unit values are calculated from TIPP value and quantity. The gap between export prices (about USD 5–6 per unit) and retail prices reflects freight, brand, distributor and retail margins; importers typically buy at a fraction of the retail price. Exporters should price against Indonesian, Vietnamese and Chinese factories, and compete on quality leather (cabretta, goat and cow hide), craftsmanship and small minimum order quantities.

References

[1] Titleist Canada, Players men's golf glove: https://www.titleist.ca/product/players-mens/007GL1TCA.html

[2] MEC, Outdoor Research Freewheel Leather Palm Bike Gloves: https://www.mec.ca/en/product/6027-606/outdoor-research-freewheel-leather-palm-bike-gloves-unisex

[3] Bushido, Boxing and MMA gloves: https://bushido.ca/collections/shop-store-boxing-and-mma-gloves

[4] Hayabusa Canada, Gloves: https://www.hayabusafight.ca/collections/gloves

[5] TIPP, Export Trade Data, PCT 4203.2100 (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-class cluster: Sialkot has hundreds of leather glove makers with a long record supplying sports brands, and spare capacity (5 million pairs made against capacity of 10 million).
- Strong presence in North America: the United States is Pakistan's largest market for leather sports gloves (USD 19.8 million in FY2025-26), so many Pakistani firms already meet North American quality, sizing and labelling needs.
- Niche strength: Pakistan is competitive in boxing, MMA, martial arts, baseball and goalkeeper gloves, made in smaller lots with hand-stitching.
- Duty-free access: no Canadian duty on HS 4203.21 from any origin.

Why Pakistan's share is still small

- Brand sourcing elsewhere: the largest categories in Canada (golf and ski gloves) are made for global brands in Indonesia, Vietnam, the Philippines and China.
- Falling share: Pakistan's share of Canada's imports fell from 5.4% in 2020 to 3.8% in 2025, while Southeast Asian suppliers grew.
- Limited direct links: few Pakistani glove makers sell directly to Canadian distributors or exhibit at Canadian shows; much trade goes through US brands and distributors.
- Compliance gaps: buyers increasingly ask for social-compliance audits, leather chemical testing and traceable tanneries.
- Logistics: longer transit to Canada than from Southeast Asian ports to Vancouver.

References

[1] Trade Data Online, HS 420321 (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=%7C420321&lang=eng

[2] TIPP, Export Trade Data, PCT 4203.2100 (destinations): https://tipp.gov.pk/index.php?r=site/display&id=305

[3] Government of Pakistan (TDAP), Leather and Leather Goods Export Strategy 2023–2027: https://tdap.gov.pk/wp-content/uploads/2022/08/Leather-and-Leather-Goods-Export-Strategy-4_web.pdf

12. Recommendations

- **Target distributors and retailers, not only brands.** Approach Canadian distributors and retailers that import directly (for example Lanctôt, Groupe BBH, Implus Canada, Canadian Tire, Costco) with private-label and contract offers.
- **Lead with the niches where Sialkot is strong.** Boxing, MMA, martial arts, baseball and softball, goalkeeper, cycling and motocross gloves, where smaller lots and hand-craft give Pakistan an edge over large Southeast Asian factories.
- **Use the shift away from China.** China's share fell from 27.2% (2024) to 5.4% (January–July 2026). Offer brands and importers a second, non-China source with competitive lead times.
- **Get compliance-ready.** Obtain social-compliance audits (amfori BSCI, SA8000 or similar), source leather from audited tanneries, and offer chemical test reports from accredited labs for leather and dyes.

- **Label for all of Canada.** Mark every glove "Made in Pakistan", and supply bilingual hang tags and packaging with French at least as prominent as English (Section 5.4), so the same product can be sold in Quebec.
- **Plan around the seasons.** Offer golf and baseball gloves for spring, ski and winter-sport gloves for autumn, and contact buyers 6–12 months ahead.
- **Use Pakistan's US base.** Exporters already selling to US brands should ask them to extend supply to their Canadian subsidiaries, several of which appear in the CID list.

Trade shows (Canada)

Show	Dates	Location	Focus
Toronto Ski & Snowboard Show 2026	23–25 October 2026	Toronto, ON (Better Living Centre, Exhibition Place)	Canada's biggest winter sports expo: ski and snowboard gear, clothing and gloves
Toronto Golf & Travel Show 2027	29–31 January 2027	Mississauga, ON (The International Centre, Hall 5)	Canada's largest golf show: equipment brands, retailers and golfers
Toronto Bicycle Show and E-Bike Expo 2027	Spring 2027 (dates to be announced; 2026 show was 6–8 March)	Toronto, ON (Queen Elizabeth Building, Exhibition Place)	Bicycles, parts and accessories, including cycling gloves
canfitpro Global Conference and Trade Show 2027	August 2027 (dates to be announced)	Toronto, ON	Fitness industry: gym owners, trainers and fitness brands (boxing, MMA and training gloves)

References

[1] Toronto Ski & Snowboard Show (official website): https://torontoskishow.ca/

[2] Toronto Golf & Travel Show (official website): https://www.torontogolfshow.com/

[3] Toronto Bicycle Show and E-Bike Expo (official website): https://www.bicycleshowtoronto.com/

[4] canfitpro Global Conference and Trade Show (official website): https://www.canfitpro.com/events2026/global-trade-show/

[5] Canadian Importers Database, HS 420321, major importers: https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=420321&lang=eng

[6] Trade Data Online, HS 420321 (monthly data, China's share): 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=%7C420321&lang=eng

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

13. Pakistani Exporters

Canadian buyers looking for Pakistani leather sports glove suppliers can use these official sources:

- Pakistan Exporters Directory (TDAP), search by HS code 4203.
- TDAP list of exporters of articles of leather (HS 42): 773 companies, most of them in Sialkot.

TIPP data shows that Pakistani exporters shipped leather sports gloves to more than 100 destinations in FY2025-26, so a large base of active exporters exists.

References

[1] Pakistan Exporters Directory (TDAP), search by HS code: https://pakistanexportersdirectory.gov.pk/searchbyhscode?product_code=4203

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

[3] TDAP, Exporters of Pakistan sector: Articles of leather (HS 42): https://tdap.gov.pk/wp-content/uploads/2022/02/Chapter-42-Articles-of-leather.pdf

[4] TIPP, Export Trade Data, PCT 4203.2100, FY2025-26: https://tipp.gov.pk/index.php?r=site/display&id=305

14. List of Canadian Importers

The table below lists major Canadian importers of leather sports gloves (HS 420321). 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=420321&lang=eng**.

Company	City, Province	Postal code	Phone	Website
ACUSHNET CANADA INC	East Gwillimbury, Ontario	L9N 0M9	905-898-7575 *	titleist.ca
BURTON CANADA COMPANY	Montréal, Quebec	H3C 1K9	514-228-0950	burton.com/en-ca
CANADIAN TIRE CORPORATION, LIMITED	Toronto, Ontario	M4P 2V8	416-480-3000	canadiantire.ca
COSTCO WHOLESALE CANADA LTD	Ottawa, Ontario	K2E 1C5	1-800-463-3783	costco.ca
GROUPE BBH INC.	Saint-Laurent, Quebec	H4T 1K2	514-633-6765	groupebbh.com
IMPLUS CANADA	Milton, Ontario	L9T 9L1	1-800-387-9538 *	sklz.ca
ODIN MFG CORP.	Calgary, Alberta	T2Z 0J9	403-996-1564 †	odinmfg.com
RAWLINGS CANADA	Paris, Ontario	N3L 0B9	1-800-741-7205 *	dealer.rawlings.com
RAYMOND LANCTOT LTEE	Saint-Laurent, Quebec	H4R 2B2	514-737-8944	rlanctot.com
UNDER ARMOUR CANADA ULC	Unionville, Ontario	L6G 0E7	905-479-1968	underarmour.ca

*Contact details and websites checked on 5 October 2026. * Phone number taken from the company's own website, because YellowPages.ca had no matching or current listing at the CID address (Acushnet Canada: titleist.ca contact page; Implus Canada: SKLZ Canada contact page, which names Implus Canada at the CID address; Rawlings Canada: Rawlings dealer contact page for Canada). † YellowPages.ca lists Odin Mfg at a different Calgary address (2918 11 Street SE, T2G 3G9), so confirm before contacting; the phone number matches the company's website. 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 420321, major Canadian importers (all countries, 2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=420321&lang=eng

[2] Canadian Importers Database, HS 420321, major importers by country of origin: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=420321

[3] YellowPages.ca business search (phone numbers and websites), accessed 5 October 2026: https://www.yellowpages.ca/

[4] Titleist Canada (Acushnet Canada), contact page: https://www.titleist.ca/company/contact

[5] SKLZ Canada (Implus Canada), contact page: https://sklz.ca/pages/contact

[6] Rawlings, contact Canada: https://dealer.rawlings.com/contact-canada

[7] Odin Mfg, contact page: https://odinmfg.com/pages/contact

[8] Lanctôt Ltée (Raymond Lanctôt), company website: https://rlanctot.com/

[9] Groupe BBH, company website: https://groupebbh.com/

[10] Under Armour Canada, corporate address page: https://www.underarmour.ca/en-ca/addresses/

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