PRODUCT REPORT

Galvanized Steel Sheet and Coil

HS Code 7210.49 | Export market guide: Pakistan to Canada | October 2026

Key facts at a glance

Indicator	Value	Source
Canada's imports of galvanized flat-rolled steel (HS 721049), 2025	USD 629.94 million (−33.7% vs 2024)	Trade Data Online
Canada's imports from Pakistan, 2025	USD 2.49 million (0.40% share; −84.7% vs 2024)	Trade Data Online
Pakistan's rank among suppliers	16th in 2025 (11th in 2024; 10th in 2021)	Trade Data Online
Pakistan in 2026 so far	January–August 2026: USD 6.39 million (+282.3%), a 2.06% share; total imports −30.7%	Trade Data Online
Pakistan's world exports, FY2025-26	USD 80.2 million / 99.3 thousand tonnes to 22 destinations; Canada 3rd market (USD 7.2 million)	TIPP
Canadian import duty	Free from all origins (MFN and all preferential tariffs)	CBSA Customs Tariff 2026
Steel tariff rate quota (in force to 27 June 2027)	Pakistan is a non-FTA country: shipments need an import permit and must fall within the quarterly quota; otherwise a 50% surtax applies	CBSA Customs Notice 25-24; Global Affairs Canada Notice 1163
Anti-dumping duties	None on Pakistan. Corrosion-resistant sheet from Türkiye and Vietnam is covered by SIMA measures	CBSA (SIMA)
Quebec labelling (Bill 96)	French rules apply to products sold in Quebec; steel for processing that is not sold at retail is exempt	Charter of the French Language / OQLF
Major Canadian importers (2024)	23 importers account for 80.31% of imports (CAD 1,304.0 million); 3 importers account for 79.40% of imports from Pakistan (CAD 22.3 million)	Canadian Importers Database

Trade values from Trade Data Online and TIPP are in US dollars. Canadian Importers Database values are in Canadian dollars. Pakistan's data follows its fiscal year (July–June); Canada's data follows the calendar year. HS 7210.49 is hot-dip galvanized sheet and coil (zinc-coated, other than electrolytically), 600 mm wide or more.

1. Introduction

HS 7210.49 covers flat-rolled products of iron or non-alloy steel, of a width of 600 mm or more, "otherwise plated or coated with zinc", other than corrugated. In practice this is hot-dip galvanized sheet and coil. Canada's 2026 Customs Tariff splits tariff item 7210.49.00 into four statistical suffixes by thickness: less than 0.25 mm (40), 0.25 to under 0.5 mm (50), 0.5 to 1 mm (60) and over 1 mm (70). The unit is kilograms.

Galvanized sheet is used in car bodies and parts, building products (roofing, siding, studs, ducting), appliances, HVAC equipment, culverts and general fabrication. Products outside this code, which exporters should classify separately:

- Electrolytically zinc-plated sheet: HS 7210.30; corrugated galvanized sheet: HS 7210.41.
- Zinc-aluminium coated sheet (e.g. Galvalume): HS 7210.61; painted or plastic-coated sheet: HS 7210.70.
- Galvanized sheet narrower than 600 mm: HS 7212.30; alloy-steel coated sheet: HS 7225/7226.

Canada has its own galvanized steel mills, mainly in Ontario (ArcelorMittal Dofasco and Stelco/Cleveland-Cliffs in Hamilton), and imports are bought by steel service centres, steel traders, automakers and fabricators. Since 2025 imports from countries other than the United States and Mexico are controlled by a tariff rate quota (Sections 7 and 8).

In Pakistan, galvanized coil is produced from imported or domestic cold-rolled steel. TIPP records exports under PCT 7210.4990 "Other"; the secondary-quality line 7210.4910 is negligible.

References

[1] CBSA, Customs Tariff 2026, Chapter 72, tariff item 7210.49.00: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch72-eng.html

[2] CBSA, Customs Notice 25-24, Surtax on certain steel goods (tariff rate quota): https://www.cbsa-asfc.gc.ca/publications/cn-ad/cn25-24-eng.html

[3] Canadian Importers Database, HS 721049, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=721049&lang=eng

2. Pakistan's Exports (Production)

The Trade Information Portal of Pakistan (TIPP) reports exports under two national tariff lines: 7210.4910 secondary quality and 7210.4990 other. The table shows the total of the two lines by fiscal year (July–June).

Pakistan's exports of galvanized flat-rolled steel (PCT 7210.49)

Fiscal year	World (USD million)	World (thousand tonnes)	Unit value (USD/kg)	Canada (USD million)	Canada (thousand tonnes)	Canada rank / share	Destinations
FY2021-22	42.45	33.6	1.26	4.19	2.7	4th / 9.9%	19
FY2022-23	27.48	27.5	1.00	5.55	5.4	2nd / 20.2%	21
FY2023-24	59.77	68.8	0.87	19.46	21.6	2nd / 32.6%	14
FY2024-25	44.12	52.6	0.84	3.63	3.7	4th / 8.2%	17
FY2025-26	80.25	99.3	0.81	7.20	8.1	3rd / 9.0%	22
FY2026-27 (Jul–Sep)	22.31	25.1	0.89	2.40	2.4	4th / 10.8%	10

Quantities are in kilograms as recorded by TIPP, shown here in thousand tonnes. FY2026-27 covers July–September 2026 only. In FY2025-26 the largest markets were the United States (USD 31.2 million), Poland (29.4), Canada (7.2), Portugal (4.6) and Latvia (2.3). TIPP figures for Canada differ from Canada's import data mainly because of the different fiscal and calendar years and shipping time (inferred).

> **Insight:** Pakistan's galvanized steel exports almost doubled to USD 80.2 million in FY2025-26, led by the United States and the European Union. Canada has been a top-four market in every year shown and was 2nd in FY2023-24, when shipments reached USD 19.5 million. The average value to Canada (USD 0.89/kg in FY2025-26) was above the world average (USD 0.81/kg).

References

[1] Trade Information Portal of Pakistan (TIPP), Export Trade Data dashboard, PCT 7210.4910 and 7210.4990, filtered by fiscal year (FY2021-22 to FY2026-27), all countries, values in USD and quantities in kg; data accessed 9 October 2026: https://tipp.gov.pk/index.php?r=site/display&id=305

3. Canada's Imports (Consumption)

Canada's imports of galvanized flat-rolled steel (HS 721049), USD million

From	2020	2022	2023	2024	2025	Change 2024–25
Total imports	**466.75**	**935.78**	**823.62**	**949.44**	**629.94**	**−33.7%**
United States	295.94	445.69	580.44	482.28	403.21	−16.4%
United Arab Emirates	2.68	18.71	18.52	47.12	66.26	+40.6%
Australia	19.97	0.00	20.73	13.84	23.64	+70.8%
Germany	7.68	35.37	10.73	23.31	22.90	−1.8%
Egypt	11.12	27.36	13.51	33.95	18.39	−45.8%
Taiwan	11.50	48.02	9.87	36.19	14.28	−60.6%
Indonesia	1.90	0.00	9.98	18.88	13.15	−30.4%
Pakistan	7.180	18.060	8.961	16.291	2.494	−84.7%

2020 is shown as a benchmark year. 2025 values are the sum of the 12 monthly values in Trade Data Online, because the annual 2025 column had not yet been filled in when the data was accessed. Year to date: total imports in January–August 2026 were USD 311.11 million (−30.7% on the same months of 2025, USD 448.74 million); imports from Pakistan were USD 6,393,883 (+282.3% on USD 1,672,395), a 2.06% share.

Pakistan in Canada's imports

Indicator	2016	2020	2021	2022	2023	2024	2025
Imports from Pakistan (USD million)	0.22	7.18	28.36	18.06	8.96	16.29	2.49
Share of Canada's imports	0.04%	1.54%	2.78%	1.93%	1.09%	1.72%	0.40%
Rank among suppliers	13th	11th	10th	10th	11th	11th	16th

Insight: Canada imports about USD 600 million to USD 1 billion a year of galvanized sheet (USD 629.94 million in 2025, −33.7%), and the market fell a further 30.7% in January–August 2026 after the tariff rate quota cut non-FTA volumes. Pakistan's sales are irregular: USD 28.4 million in 2021, USD 16.3 million in 2024 and only USD 2.49 million in 2025 (−84.7%). In January–August 2026 imports from Pakistan rose to USD 6.39 million (+282.3%), a 2.06% share, while imports from the United Arab Emirates and Egypt fell sharply.

Where demand is: imports by province (USD)

Province	2022	2023	2024	Share 2024
Ontario	554,699,546	640,150,408	623,873,152	65.7%
British Columbia	161,357,920	91,193,840	162,552,636	17.1%
Quebec	210,769,040	84,122,722	154,731,869	16.3%
Manitoba	7,436,624	6,327,321	6,507,356	0.7%
Nova Scotia	12,409	903,326	1,032,203	0.1%
Alberta	830,527	743,896	545,706	0.1%
Saskatchewan	640,423	175,016	188,205	0.0%

Ontario, British Columbia and Quebec together accounted for 99.1% 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 721049, all countries (detailed), complete years, USD; accessed 10 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=%7C721049&lang=eng

[2] Trade Data Online, HS 721049, 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=%7C721049&lang=eng

[3] Trade Data Online, HS 721049, 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=%7C721049&lang=eng

4. Import Market Analysis

Supplier shares of Canada's imports of galvanized flat-rolled steel (%)

Supplier	2020	2022	2023	2024	2025
United States	63.4%	47.6%	70.5%	50.8%	64.0%
United Arab Emirates	0.6%	2.0%	2.2%	5.0%	10.5%
Australia	4.3%	0.0%	2.5%	1.5%	3.8%
Germany	1.6%	3.8%	1.3%	2.5%	3.6%
Egypt	2.4%	2.9%	1.6%	3.6%	2.9%
Taiwan	2.5%	5.1%	1.2%	3.8%	2.3%
Indonesia	0.4%	0.0%	1.2%	2.0%	2.1%
Pakistan	1.54%	1.93%	1.09%	1.72%	0.40%

- **United States (64.0%)** is by far the largest supplier, duty-free under CUSMA and outside the quota, with a 68.12% share in January–August 2026.
- **United Arab Emirates (10.5%)** grew strongly to 2025 but fell 90.7% in January–August 2026 under the quota.
- **Free trade partners:** Australia (3.8%), Germany (3.6%), Korea (1.1%), Vietnam (1.0%) and New Zealand (1.1%) have larger quota volumes as FTA partners. Germany (+11.4%) and Taiwan (+28.9%) grew in January–August 2026.
- **Pakistan (0.40%)** ranked 16th in 2025 but recovered to a 2.06% share in January–August 2026.
- **Market concentration:** the top three suppliers held 78.3% of imports in 2025. The Canadian Importers Database lists 23 major importers, which account for 80.31% of imports (CAD 1,304.0 million in 2024); the top 10 hold 58.71%. Steel mills, automakers and service centres dominate. Three importers handle 79.40% of the CAD 22.3 million imported from Pakistan.
- **Regional demand:** Ontario cleared 65.7% of imports in 2024, British Columbia 17.1% and Quebec 16.3%.

> **Insight:** Since 2025 the quota decides who can sell galvanized steel to Canada. Non-FTA suppliers such as Pakistan share a small quarterly volume, and once it is used up the 50% surtax applies. Pakistan's 2026 recovery shows that shipments can be made within the quota, but they depend on securing permits early in each quarter.

References

[1] Trade Data Online, HS 721049 (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=%7C721049&lang=eng

[2] Trade Data Online, HS 721049, 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=%7C721049&lang=eng

[3] Canadian Importers Database, HS 721049, major importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=721049&lang=eng

[4] Global Affairs Canada, Notice to Importers Serial No. 1163 (Item 82 steel goods): https://www.international.gc.ca/trade-commerce/controls-controles/notices-avis/1163.aspx?lang=eng

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
Product classification	Goods must match the tariff description: zinc-coated by a process other than electrolysis, 600 mm wide or more, non-alloy steel. The thickness must be reported so the right statistical suffix is used.	CBSA Customs Tariff, Chapter 72
Import permit data	Each shipment from a non-FTA country must be covered by an import permit that records the steel product class (coated steel sheet), country of origin and quantity, so the mill certificate and invoice must agree with it.	Export and Import Permits Act; Import Control List item 82 (Global Affairs Canada)
Product standards	Canada has no mandatory government standard for galvanized sheet sold to industry. Grade, coating weight and tolerances are set in the contract with the buyer, and buyers normally ask for a mill test certificate (inferred).	Not regulated (inferred)

5.2 Packaging requirements

- There is no Canadian packaging regulation for steel coil or sheet traded between businesses. Coils are normally wrapped against moisture and secured to skids for ocean transport, as agreed with the buyer.
- Wood packaging (skids, dunnage) must meet the Canadian Food Inspection Agency's import requirements for wood packaging material (ISPM 15 treatment and mark).
- Each coil should carry a tag with the grade, size, coating, coil number and net weight so it can be matched to the mill certificate and the import permit.

5.3 Labelling requirements

Label element	Requirement
Consumer labelling	The Consumer Packaging and Labelling Act applies to prepackaged products sold to consumers, so it does not apply to steel coil sold to manufacturers and service centres.
Country of origin	Origin must be shown on customs documents and on the import permit. Steel sheet is not among the goods listed in the Marking of Imported Goods Order, so origin marking on the coil is not required, but "Product of Pakistan" on the coil tag is good practice.
Hazard labelling (WHMIS)	Manufactured articles such as steel sheet are generally excluded from WHMIS labelling (inferred from the Hazardous Products Act's exclusion for manufactured articles).

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

Quebec cleared 16.3% of Canada's imports of galvanized sheet in 2024. Because galvanized coil is sold to manufacturers and service centres for processing and not at retail, the Charter's exception for products for incorporation or processing will usually apply, but the rules below apply to anything that reaches Quebec consumers. 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 galvanized steel coil tags and documents	Legal basis
Everything on the product must be in French	Every inscription on the product, its container or wrapping, and documents supplied with it (coil tags, mill certificates and technical data sheets) must be in French. This includes claims printed on the product or its packaging, such as "hot-dip galvanized" or "structural grade".	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 "Galvanized" or "Zinc Coated") must also appear in French on the product or on a medium permanently attached to it. The product name and company name may stay in another language.	Charter s. 51.1; Regulation C-11, r. 9, s. 7.1
If a French version of the trademark is registered	It must be used on products sold in Quebec.	Charter s. 51.1; OQLF guidance
Transition period (until 1 June 2027)	Products with trademarks whose descriptive words are not in French may still be sold until 1 June 2027 if they were made before 1 June 2025 and no French version of the trademark had been filed by 26 June 2024. New production for Canada should already comply.	OQLF, Marques de commerce sur les produits
Exceptions useful to exporters	Inscriptions may be only in another language on containers used in international transport (export cartons), and on products for incorporation or processing that are not sold at retail in Quebec. The name of a firm established only outside Quebec may stay in its original language.	Regulation C-11, r. 9, ss. 3(2), 3(4), 7(1)
Displays count as advertising	Shelf displays and point-of-sale material are treated as commercial advertising, where French must be clearly 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: For coil sold only to Quebec processors, English tags are generally acceptable under the processing exception. Supplying technical data sheets in both English and French makes the steel easier to approve for Quebec plants.

References

[1] CBSA, Customs Tariff 2026, Chapter 72: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch72-eng.html

[2] Global Affairs Canada, Notice to Importers Serial No. 1163 (Item 82 steel goods): https://www.international.gc.ca/trade-commerce/controls-controles/notices-avis/1163.aspx?lang=eng

[3] Canadian Food Inspection Agency, D-98-08: Entry requirements for wood packaging material: https://inspection.canada.ca/en/plant-health/invasive-species/directives/forest-products/d-98-08

[4] 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

[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] 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

[7] 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

[8] 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

[9] 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
Product definition	Classification in 7210.49 requires non-alloy steel, at least 600 mm wide, zinc-coated other than electrolytically and not corrugated.	CBSA Customs Tariff, Chapter 72
Import permit (Item 82)	Steel goods from all origins except the United States and Mexico need a shipment-specific import permit, or must cite a general import permit, to enter within the quota. The importer applies through Global Affairs Canada.	Export and Import Permits Act; Global Affairs Canada Notice 1163
Tariff rate quota and surtax	Over-quota shipments, or shipments without a permit, pay a 50% surtax on the value for duty.	CBSA Customs Notice 25-24
Trade remedies	Corrosion-resistant steel sheet from Türkiye and Vietnam is subject to SIMA measures; Pakistan is not covered. China faces a separate 25% surtax on steel.	CBSA (SIMA); Customs Tariff
Pakistan export clearance	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 must use the CARM Client Portal to account for and pay duties, surtaxes and taxes (GST/HST applies at import).	CBSA

References

[1] CBSA, Customs Tariff 2026, Chapter 72: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch72-eng.html

[2] Global Affairs Canada, Notice to Importers Serial No. 1163 (Item 82 steel goods): https://www.international.gc.ca/trade-commerce/controls-controles/notices-avis/1163.aspx?lang=eng

[3] CBSA, Customs Notice 25-24, Surtax on certain steel goods: https://www.cbsa-asfc.gc.ca/publications/cn-ad/cn25-24-eng.html

[4] CBSA, Corrosion-resistant steel sheet 2 (COR2 2025), notice of conclusion of expiry review investigation: https://www.cbsa-asfc.gc.ca/sima-lmsi/er-rre/cor22025/cor22025-nc-eng.html

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

[6] 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	Pakistan	Duty-free / other access
7210.49.00	Flat-rolled products of iron or non-alloy steel, 600 mm or more wide, otherwise plated or coated with zinc, other (suffixes 40, 50, 60, 70 by thickness). Unit: kg	Free	Free (MFN)	Free under all tariff treatments

Galvanized steel enters Canada free of customs duty from every origin, but since 27 June 2025 it is covered by a steel tariff rate quota (TRQ). Imports from countries without a free trade agreement, including Pakistan, pay a 50% surtax once the quota is used up or if they arrive without an import permit. On 26 December 2025 the non-FTA quota volumes were cut to 20% of 2024 import levels, and the measures have been extended to 27 June 2027.

Steel tariff rate quota: coated steel sheet (product class 8)

Item	Rule for Pakistan (non-FTA country)
Quarterly quota for all non-FTA countries	18,732.8 tonnes per quarter, shared by all non-FTA countries
Maximum share for one country	37% of the non-FTA quota, about 6,931 tonnes per quarter
Permit	A shipment-specific import permit, or a general import permit cited on every shipment
Over-quota or no permit	50% surtax on the value for duty, in addition to GST/HST
Countries not covered	United States and Mexico (CUSMA); other FTA partners receive larger volumes (75% of 2024 levels)

There are no anti-dumping or countervailing duties on galvanized steel from Pakistan. Corrosion-resistant sheet from Türkiye and Vietnam is covered by SIMA measures (COR2); the CBSA expiry review concluded in 2026, with the Tribunal's decision due by 31 July 2026, so the current status should be checked on the CBSA list of measures in force.

> **Insight:** The duty is free, but the TRQ is the real tariff. Pakistan's FY2025-26 shipments to Canada (about 8,100 tonnes) fit within the single-country maximum of about 6,900 tonnes a quarter, but the shared non-FTA quota can be used up early in each quarter by larger suppliers. Exporters should agree with the importer, before the quarter begins, how the permit will be obtained and who bears the risk of the 50% surtax.

References

[1] CBSA, Customs Tariff 2026, Chapter 72, tariff item 7210.49.00: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch72-eng.html

[2] CBSA, Customs Notice 25-24, Surtax on certain steel goods: https://www.cbsa-asfc.gc.ca/publications/cn-ad/cn25-24-eng.html

[3] Global Affairs Canada, Notice to Importers Serial No. 1163 (Item 82 steel goods, quota schedule to 27 June 2027): https://www.international.gc.ca/trade-commerce/controls-controles/notices-avis/1163.aspx?lang=eng

[4] Department of Finance Canada, Tariff rate quotas on imports of steel mill products (27 June 2025): https://www.canada.ca/en/department-finance/news/2025/06/tariff-rate-quotas-on-imports-of-steel-mill-products.html

[5] CBSA, COR2 2025, notice of conclusion of expiry review investigation: https://www.cbsa-asfc.gc.ca/sima-lmsi/er-rre/cor22025/cor22025-nc-eng.html

[6] CBSA, SIMA measures in force: https://www.cbsa-asfc.gc.ca/sima-lmsi/mif-mev/menu-eng.html

8. Non-Tariff Barriers

- **Tariff rate quota and permits:** the shared non-FTA quota is small and allocated by quarter; shipments that arrive after it is used up, or without a permit, pay a 50% surtax.
- **Trade remedy risk:** Canada's steel producers actively use anti-dumping complaints; low-priced shipments from new origins can trigger a SIMA investigation.
- **Buyer qualification:** automakers and service centres approve mills only after testing coating weight, surface quality and forming properties, which takes months.
- **Concentrated buying:** three importers handled 79.40% of imports from Pakistan in 2024, and domestic mills and automakers account for a large part of all imports.
- **Freight and lead time:** ocean freight from Karachi and the long transit make it hard to compete with US mills delivering by truck or rail, especially within a quarterly quota.

References

[1] CBSA, Customs Notice 25-24, Surtax on certain steel goods: https://www.cbsa-asfc.gc.ca/publications/cn-ad/cn25-24-eng.html

[2] Global Affairs Canada, Notice to Importers Serial No. 1163: https://www.international.gc.ca/trade-commerce/controls-controles/notices-avis/1163.aspx?lang=eng

[3] CBSA, SIMA measures in force: https://www.cbsa-asfc.gc.ca/sima-lmsi/mif-mev/menu-eng.html

[4] Canadian Importers Database, HS 721049, major importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=721049&lang=eng

9. Distribution Channels

Galvanized steel reaches Canadian users through the channels below. The company examples are taken from the Canadian Importers Database list of major importers of HS 721049 (2024).

Channel	Role	Examples of major importers (CID, 2024)
Steel service centres and processors	Buy coil, slit and cut it to size, and sell to fabricators and builders	Cascadia Metals (Delta, BC); Royal Canadian Steel (Brampton, ON); Riverview Steel (Windsor, ON); STC Steel Technologies (Woodstock, ON)
Steel traders	Buy from foreign mills and resell to service centres and manufacturers	Thyssenkrupp Materials Trading (Concord, ON); SK International America (Toronto, ON); IIL Americas (Mississauga, ON)
Domestic steel mills	Import coil to supplement their own production (inferred)	ArcelorMittal Canada and Cleveland-Cliffs Ontario (Hamilton, ON)
Automakers and parts makers	Import directly for their own plants	Ford (Brampton, ON); General Motors (Oshawa, ON); Honda Trading (Alliston, ON); F&P Mfg. (Tottenham, ON)

For a Pakistani exporter, the practical routes are: (1) steel traders that already handle Asian and Middle Eastern coil and can manage the import permits; and (2) service centres in Ontario and British Columbia that buy building-grade galvanized coil. Automotive buyers require long qualification and are rarely a first step.

References

[1] Canadian Importers Database, HS 721049, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=721049&lang=eng

[2] Canadian Importers Database, HS 721049, importers from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=721049&countryCode=527

[3] Trade Data Online, HS 721049, 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=%7C721049&lang=eng

10. Pricing

Level	Basis	Price	Source
Export (FOB Pakistan), all markets	Average value of Pakistan's exports of PCT 7210.49, FY2025-26	USD 0.81 per kg (FY2024-25: USD 0.84)	TIPP
Export (FOB Pakistan), to Canada	Average value of exports to Canada, FY2025-26	USD 0.89 per kg (FY2024-25: USD 0.97)	TIPP
Export (FOB Pakistan), to Canada	Average value of exports to Canada, July–September 2026	USD 1.00 per kg	TIPP

Galvanized coil is not sold at retail, so no retail prices apply. Export unit values are calculated from TIPP value and quantity. A Canadian importer adds ocean and inland freight, brokerage, GST/HST and, if a shipment falls outside the quota, a 50% surtax. Prices follow hot-rolled coil and zinc prices and the North American steel market.

References

[1] TIPP, Export Trade Data, PCT 7210.49 (values and quantities used to calculate unit values): https://tipp.gov.pk/index.php?r=site/display&id=305

[2] CBSA, Customs Notice 25-24, Surtax on certain steel goods: https://www.cbsa-asfc.gc.ca/publications/cn-ad/cn25-24-eng.html

11. Reasons for Pakistan's Low/High Share

Why Pakistan has a foothold

- Established exports: Canada has been one of Pakistan's top four markets for galvanized steel in every fiscal year since FY2021-22.
- No trade remedies: Pakistan is not covered by Canada's anti-dumping measures on corrosion-resistant sheet.
- Recovery in 2026: imports from Pakistan rose +282.3% in January–August 2026 while total imports fell.

Why the share is low

- US dominance: US mills supply about two-thirds of imports, duty-free and outside the quota.
- Quota disadvantage: as a non-FTA country Pakistan shares a much smaller quota than FTA partners such as Korea, Germany, Vietnam and Australia.
- Irregular shipments: imports from Pakistan swing widely from year to year, which suggests spot sales through traders rather than long-term supply contracts (inferred).

References

[1] Trade Data Online, HS 721049 (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=%7C721049&lang=eng

[2] Global Affairs Canada, Notice to Importers Serial No. 1163: https://www.international.gc.ca/trade-commerce/controls-controles/notices-avis/1163.aspx?lang=eng

[3] TIPP, Export Trade Data, PCT 7210.49: https://tipp.gov.pk/index.php?r=site/display&id=305

12. Recommendations

- **Plan shipments around the quota.** Agree with the importer on the permit before shipping, time arrivals for early in each quarter, and make sure the permit is cited on every shipment.
- **Work through traders and service centres.** The importers listed in Sections 9 and 14 already handle offshore coil and know the permit process.
- **Offer building and appliance grades.** Service centres in Ontario and British Columbia buy standard galvanized coil for construction and HVAC, which needs less qualification than automotive steel.
- **Supply full documentation.** Mill test certificates, coil tags matching the permit, and technical sheets in English and French help buyers approve a new mill.
- **Price fairly.** Avoid low-priced sales that could prompt a Canadian anti-dumping complaint.

Trade shows (Canada)

Show	Dates	Location	Focus
FABTECH Canada	Held every two years; confirm the next edition with the organizer	Toronto, ON	Metal forming, fabricating and welding: service centres, fabricators and steel buyers
Canadian Manufacturing Technology Show (CMTS)	Held every two years; confirm the next edition with the organizer	Toronto Congress Centre, Toronto, ON	Manufacturing and metalworking

References

[1] FABTECH Canada, official website: https://www.fabtechcanada.com/

[2] Canadian Manufacturing Technology Show, official website: https://www.cmts.ca/

[3] Global Affairs Canada, Notice to Importers Serial No. 1163: https://www.international.gc.ca/trade-commerce/controls-controles/notices-avis/1163.aspx?lang=eng

13. Pakistani Exporters

Canadian buyers looking for Pakistani suppliers of galvanized (hot-dip zinc-coated) flat-rolled steel can use these official sources:

- Pakistan Exporters Directory (TDAP), search by HS code 7210.

TIPP data shows that Pakistani exporters shipped galvanized steel to 22 destinations in FY2025-26. Canadian buyers should confirm that the exporter can supply the documents needed for the import permit before ordering.

References

[1] Pakistan Exporters Directory (TDAP), search by HS code: https://pakistanexportersdirectory.gov.pk/searchbyhscode?product_code=7210

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

[3] TIPP, Export Trade Data, PCT 7210.4910 and 7210.4990, 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 galvanized (hot-dip zinc-coated) flat-rolled steel (HS 721049). 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=721049&lang=eng**.

Company	City, Province	Postal code	Phone	Website
CASCADIA METALS LTD. (P)	Delta, British Columbia	V4G 1B9	604-946-3890 †	cmetals.com
RIVERVIEW STEEL CO LTD	Windsor, Ontario	N8N 5B7	519-979-8255	riverviewsteel.com
ROYAL CANADIAN STEEL INC.	Brampton, Ontario	L6T 4A3	905-454-7274 *	royalcanadiansteel.com
STC STEEL TECHNOLOGIES CANADA LTD.	Woodstock, Ontario	N4S 7W3	519-539-4340	steeltechnologies.com
THYSSENKRUPP MATERIALS TRADING CA, LTD.	Concord, Ontario	L4K 5C6	905-669-0247	thyssenkrupp-materials-na.com

*(P) Imported galvanized sheet from Pakistan in 2024; the other four are on the CID all-origin list of major importers. The CID lists three importers from Pakistan (Cascadia Metals, IIL Americas and SK International America), which together account for 79.40% of the CAD 22.3 million imported from Pakistan in 2024. Contact details and websites checked between 9 and 10 October 2026. * Phone number taken from the company's own website. † YellowPages.ca or the company website gives a different address from the CID, so confirm before contacting (Cascadia Metals: 7630 Berg Rd, Delta, BC, V4G 1G4). IIL Americas, SK International America, Knightsbridge International and Salzgitter Mannesmann International Canada are not listed because a phone number and a working website could not both be confirmed. The steel mills and automakers on the CID list (ArcelorMittal Dofasco, Cleveland-Cliffs, Ford, General Motors, Honda Trading, F&P Mfg.) import for their own use and are not shown. 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 721049, major Canadian importers (all countries, 2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=721049&lang=eng

[2] Canadian Importers Database, HS 721049, major importers by country of origin: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=721049

[3] YellowPages.ca business search (phone numbers and websites), accessed 10 October 2026: https://www.yellowpages.ca/

[4] YellowPages.ca, business listings (searched 9–10 October 2026): https://www.yellowpages.ca/

[5] Royal Canadian Steel, company website: https://www.royalcanadiansteel.com/

[6] Cascadia Metals, company website: https://www.cmetals.com/

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