PRODUCT REPORT

Cotton Sweaters, Pullovers and Cardigans

HS Code 6110.20 | Export market guide: Pakistan to Canada | October 2026

Key facts at a glance

Indicator	Value	Source
Canada's imports of knitted cotton sweaters, pullovers and cardigans (HS 611020), 2025	USD 901.89 million (+14.4% vs 2024)	Trade Data Online
Canada's imports from Pakistan, 2025	USD 39.10 million (4.34% share; +16.9% vs 2024; +100.2% vs 2020)	Trade Data Online
Pakistan's rank among suppliers	5th in 2025, after Cambodia, Bangladesh, China and Vietnam	Trade Data Online
Pakistan in 2026 so far	January–August 2026: USD 20.25 million (−18.0%); total imports −2.0%	Trade Data Online
Largest supplier to Canada	Cambodia: USD 186.73 million, 20.7% share (2025)	Trade Data Online
Pakistan's world exports, FY2025-26	USD 102.0 million / 14.8 million pieces to 78 destinations (+8.7% on FY2024-25)	TIPP
Canadian import duty	MFN 18%. Pakistan pays 18% (no GPT for apparel); duty-free for LDCs such as Cambodia and Bangladesh, for Vietnam (CPTPP) and for CUSMA and EU origins	CBSA Customs Tariff 2026
Key product rules	Bilingual permanent fibre-content label with dealer identity; textile flammability (brushed fleece tested more strictly); general product safety	Competition Bureau; Health Canada
Origin marking	Apparel 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)	167 importers account for 80.5% of imports (CAD 1,189.0 million). From Pakistan: 376 importers; top 10 hold 45.8% of CAD 53.3 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. HS 6110.20 includes knitted cotton sweaters, cardigans, sweatshirts and hoodies.

1. Introduction

HS 6110.20 covers "Jerseys, pullovers, cardigans, waistcoats and similar articles, knitted or crocheted", "of cotton", for men, women and children. In Canada's 2026 Customs Tariff the tariff item is 6110.20.00 (unit: number), with statistical suffixes for brushed or fleeced garments (11 men's or boys', 12 women's or girls'), garments containing spandex (21, 22) and other (91, 92). The code covers cotton sweaters and cardigans, and also cotton fleece sweatshirts and hoodies, which make up a large part of the trade.

Products outside this code, which exporters should classify separately:

- Pullovers and sweatshirts of wool (HS 6110.11–6110.19) or of man-made fibres (HS 6110.30), which covers most polyester fleece.
- Cotton T-shirts and singlets (HS 6109.10) and cotton knitted shirts and polo shirts (HS 6105.10, 6106.10).
- Tracksuits sold as a set (HS 6112) and knitted suits and ensembles (HS 6103, 6104).

Whether a garment is "of cotton" depends on the fibre that predominates by weight; a cotton-rich fleece (for example 80% cotton, 20% polyester) stays in 6110.20. Classification should be confirmed with the Canadian importer or a customs broker, or by an advance ruling from CBSA.

In Canada these garments are sold by apparel chains (Gap and Old Navy, American Eagle, H&M, Zara, Roots, Lululemon), department and off-price stores (Simons, Winners, Walmart, Costco), workwear and outdoor retailers (Mark's, Bass Pro Shops), and sportswear and fan-merchandise companies (Nike, Adidas, Puma, Fanatics, Outerstuff). A large part of the demand is for printed and decorated sweatshirts and hoodies sold by promotional-products distributors, screen printers, universities and souvenir shops.

Pakistan has a large knitwear industry, concentrated in Karachi, Faisalabad and Lahore, based on its own cotton yarn and fleece fabric. TDAP reports that Pakistan's apparel exports passed USD 5 billion in 2019, supported by about 700,000 stitching machines and 11.3 million spindles. TIPP shows exports of knitted cotton pullovers and cardigans of USD 102 million in FY2025-26.

References

[1] CBSA, Customs Tariff 2026, Chapter 61, tariff item 6110.20.00: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch61-eng.html

[2] TDAP, Readymade garments sector report (RMG 2022): https://tdap.gov.pk/wp-content/uploads/2022/08/RMG2022.pdf

[3] Canadian Importers Database, HS 611020, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=611020&lang=eng

2. Pakistan's Exports (Production)

The Trade Information Portal of Pakistan (TIPP) reports exports under one national tariff line, 6110.2000 "of cotton". The table shows exports by fiscal year (July–June).

Pakistan's exports of knitted cotton pullovers and cardigans (PCT 6110.2000)

Fiscal year	World (USD million)	World (million pieces)	Unit value (USD/piece)	Canada (USD million)	Canada rank / share	Destinations
FY2021-22	98.13	12.33	7.96	1.96	9th / 2.0%	68
FY2022-23	76.94	10.02	7.68	2.13	6th / 2.8%	67
FY2023-24	76.84	10.60	7.25	1.61	8th / 2.1%	72
FY2024-25	93.80	12.79	7.33	2.05	8th / 2.2%	69
FY2025-26	101.97	14.75	6.91	1.73	9th / 1.7%	78
FY2026-27 (Jul–Sep)	32.87	4.60	7.15	0.32	8th / 1.0%	60

Quantities are in units (pieces) as recorded by TIPP. FY2026-27 covers July–September 2026 only. In FY2025-26 the largest markets were the United States (USD 27.7 million), Spain (16.2), the United Kingdom (15.4), Germany (12.1) and the Netherlands (7.3); Canada ranked 9th. TIPP records far smaller direct shipments to Canada (USD 1.73 million in FY2025-26) than Canada records from Pakistan (USD 39.10 million in calendar 2025). The gap is probably due to goods recorded in Pakistan under other knitwear codes (for example sweatshirts declared as other knitted garments), goods shipped through the United States, and fiscal-year timing (inferred). Canada's figures are used for trade with Canada.

Insight: Pakistan's exports of knitted cotton pullovers and cardigans recovered from USD 76.8 million in FY2023-24 to USD 102.0 million in FY2025-26, and the number of destinations rose to 78. The average value

was USD 6.91 per piece (USD 6.47 for direct shipments to Canada). Europe and the United States are the main markets; Canada's own import data shows it is a much larger market for Pakistani cotton sweatshirts and sweaters than TIPP suggests.

References

[1] Trade Information Portal of Pakistan (TIPP), Export Trade Data dashboard, PCT 6110.2000, 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 cotton sweaters, pullovers and cardigans (HS 611020), USD million

From	2020	2022	2023	2024	2025	Change 2024–25
Total imports	**590.91**	**995.38**	**731.06**	**788.45**	**901.89**	**+14.4%**
Cambodia (Kampuchea)	95.14	176.28	110.46	151.31	186.73	+23.4%
Bangladesh	87.80	137.08	105.71	113.18	158.13	+39.7%
China	123.89	204.23	138.21	139.28	151.94	+9.1%
Vietnam	94.43	151.35	121.36	122.88	144.98	+18.0%
Indonesia	19.79	29.53	25.70	35.60	36.93	+3.7%
India	19.94	32.47	19.81	21.76	23.95	+10.1%
Pakistan	19.526	39.165	35.011	33.456	39.100	+16.9%

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 547.79 million (−2.0% on the same months of 2025, USD 558.92 million); imports from Pakistan were USD 20,245,911 (−18.0% on USD 24,697,230), a 3.70% share.

Pakistan in Canada's imports

Indicator	2016	2020	2021	2022	2023	2024	2025
Imports from Pakistan (USD million)	8.24	19.53	27.81	39.17	35.01	33.46	39.10
Share of Canada's imports	1.62%	3.30%	3.59%	3.93%	4.79%	4.24%	4.34%
Rank among suppliers	8th	7th	6th	5th	5th	6th	5th

Insight: Canada imports about USD 900 million a year of knitted cotton sweaters, sweatshirts and cardigans (USD 901.89 million in 2025, +14.4%). Imports from Pakistan doubled from USD 19.5 million in 2020 to USD 39.10 million in 2025 (+100.2%), and Pakistan rose from 8th place in 2016 to 5th. In January–August 2026 imports from Pakistan fell 18.0% while the market slipped only 2.0%, so Pakistan's share fell to 3.70%.

Where demand is: imports by province (USD)

Province	2022	2023	2024	Share 2024
Ontario	492,718,498	364,289,293	376,181,080	47.7%
British Columbia	272,815,140	170,572,928	249,896,444	31.7%
Quebec	188,330,329	146,408,784	126,692,834	16.1%
Nova Scotia	26,020,888	35,525,715	17,729,655	2.2%
Alberta	10,747,027	9,536,657	11,960,516	1.5%

Province	2022	2023	2024	Share 2024
Manitoba	3,285,118	3,055,464	3,888,346	0.5%
New Brunswick	893,055	887,506	1,301,512	0.2%

Ontario, British Columbia and Quebec 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 611020, all countries (detailed), complete years, USD; accessed 9 October 2026: https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=10%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C611020&lang=eng

[2] Trade Data Online, HS 611020, 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=%7C611020&lang=eng

[3] Trade Data Online, HS 611020, 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=%7C611020&lang=eng

4. Import Market Analysis

Supplier shares of Canada's imports of knitted cotton sweaters and pullovers (%)

Supplier	2020	2022	2023	2024	2025
Cambodia (Kampuchea)	16.1%	17.7%	15.1%	19.2%	20.7%
Bangladesh	14.9%	13.8%	14.5%	14.4%	17.5%
China	21.0%	20.5%	18.9%	17.7%	16.8%
Vietnam	16.0%	15.2%	16.6%	15.6%	16.1%
Indonesia	3.3%	3.0%	3.5%	4.5%	4.1%
India	3.4%	3.3%	2.7%	2.8%	2.7%
Pakistan	3.30%	3.93%	4.79%	4.24%	4.34%

- **Cambodia (20.7%) and Bangladesh (17.5%)** are the two largest suppliers and enter duty-free as least developed countries. Bangladesh grew +39.7% in 2025.
- **China (16.8%)** pays the same 18% as Pakistan. Its share has fallen from 21.0% in 2020.
- **Vietnam (16.1%)** enters duty-free under the CPTPP and has held a steady 15–17% share.
- **Pakistan (4.34%)** is the fifth supplier and the second-largest that pays duty, ahead of Indonesia (4.1%), India (2.7%) and Türkiye (1.8%).
- **Market concentration:** the top three suppliers held 55.1% of imports in 2025. Buyers are spread out: the Canadian Importers Database lists 167 major importers for 80.5% of imports (CAD 1,189.0 million in 2024), and the top 10 hold only 32.6%. Imports from Pakistan are also spread out: 376 importers, with the top 10 holding 45.8% of CAD 53.3 million.

Insight: Pakistan has doubled its sales since 2020 and sells to a very wide range of buyers, from sportswear brands and retail chains to universities, screen printers and souvenir shops. That breadth is a strength. The main challenge is the 18% duty against duty-free Cambodia, Bangladesh and Vietnam, which makes value-added fleece, organic cotton and quick, small runs for decorators and brands the best way to grow.

References

[1] Trade Data Online, HS 611020 (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=%7C611020&lang=eng

[2] Canadian Importers Database, HS 611020, major importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=611020&lang=eng

[3] Canadian Importers Database, HS 611020, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=611020&countryCode=527

5. Quality, Packaging and Labelling Requirements

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

5.1 Quality requirements

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

5.2 Packaging requirements

- There is no Canadian packaging standard for knitted cotton sweaters, pullovers, sweatshirts and cardigans. Garments are usually shipped folded in individual polybags, packed by style, size and colour in export cartons.
- If the packaging hides the country-of-origin marking on the product, the packaging itself must also be marked with the country of origin (CBSA Memorandum D11-3-1).
- Each carton should carry the style, size, colour and order or lot number, so the importer can meet the CCPSA traceability and recall requirements.

5.3 Labelling requirements

Label element	Requirement
Fibre content	Shown by generic fibre name, with the percentage by mass, in order of predominance.

Label element	Requirement
	Fibres making up less than 5% may be shown as "other fibre(s)". For example: "100% cotton / 100 % coton" or "80% cotton, 20% polyester / 80 % coton, 20 % polyester".
Dealer identity	The full name and postal address of the Canadian dealer (importer, brand or retailer), or a CA identification number issued by the Competition Bureau. A Pakistani maker can only use the importer's CA number with the importer's agreement.
Bilingual information	Fibre content must appear in both English and French. Dealer identity and country of origin may appear in either language.
Type of label	Apparel is a Schedule I article that needs a permanent label: the fibre content and dealer identity must be on a label that is permanently attached, legible and durable for the life of the garment (it must survive at least 10 cleanings), and placed where the consumer can easily find it.
Country of origin	Apparel is listed in the Marking of Imported Goods Order, so goods from Pakistan must be marked in English or French (for example "Made in Pakistan / Fabriqué au Pakistan"), legibly, permanently and where the buyer can easily see it.
Care instructions and size	Care labelling is voluntary in Canada, but if care information is given it must be accurate; most buyers ask for the care symbols of the national standard CAN/CGSB-86.1. Size labelling is not regulated.

Garments imported for further processing or relabelling in Canada may be labelled in Canada after import, provided the labelling rules are met before sale; country-of-origin marking is still required at import. The importer is legally responsible for compliance, so the exporter should agree label content with the buyer before production.

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

Quebec cleared 16.1% of Canada's imports of these garments in 2024, and many apparel importers are based in Montréal (Bestseller, PVH Canada, Groupe Dynamite, Ardene, Zara Canada). 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 knitted cotton sweaters, pullovers, sweatshirts and cardigans	Legal basis
Everything on the product must be in French	Every inscription on the product, its container or wrapping, and documents supplied with it (hang tags, care labels, size charts and warranty cards) must be in French. This includes claims printed on the product or its packaging, such as "organic cotton", "brushed fleece", "relaxed fit" or "pre-shrunk".	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 "Everyday Crew", "Cable Knit" or "Fleece Hoodie") 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

Rule	What it means for knitted cotton sweaters, pullovers, sweatshirts and cardigans	Legal basis
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: Use one fully bilingual label set for all of Canada: a permanent sewn-in label with fibre content in English and French, the dealer's name and address or CA number, and "Made in Pakistan", plus hang tags with French at least as large and visible as the English. Translate every descriptive word, including words inside logos (for example "Cable Knit / Tricot torsadé", "Fleece Hoodie / Kangourou en molleton"). Outer export cartons can stay in English only.

References

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

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

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

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

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

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

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

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

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

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

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

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

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

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

6. Technical and Safety Standards

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

Aspect	Requirement	Authority / reference
Legal framework	Canada Consumer Product Safety Act (CCPSA). There is no mandatory Canadian product standard specific to knitted cotton sweaters, pullovers, sweatshirts and cardigans; general safety, flammability and labelling rules apply.	Health Canada
Flammability	Fabric must meet the Textile Flammability Regulations (test method CAN/CGSB-4.2 No. 27.5). Children's sleepwear has separate, stricter rules, so garments should not be marketed as sleepwear unless they meet them.	Textile Flammability Regulations (SOR/2016-194)
Product safety obligations	Importer must keep traceability records, report serious incidents within two days, and carry out recalls if ordered.	CCPSA, ss. 13–14, 31–32
Textile labelling	Bilingual fibre content and dealer identity (name and address or CA number) on a permanent label.	Textile Labelling and Advertising Regulations; Competition Bureau
Origin marking	Garments marked "Made in Pakistan" (English or French), legible and permanent.	CBSA D11-3-1
Forced labour	Goods made wholly or partly with forced labour are prohibited. Be ready to show the source of cotton, yarn, fabric and dyeing or washing units.	Customs Tariff item 9897.00.00; CBSA D9-1-6
Export clearance in Pakistan	The Goods Declaration and export documents are filed electronically through Pakistan Single Window (PSW), which links customs, banks and other government agencies.	Pakistan Single Window
Customs accounting	The importer needs a CBSA business number and import-export account and must use the CARM Client Portal to account for and pay duties and taxes (18% duty plus GST/HST).	CBSA

References

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

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

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

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

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

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

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

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

7. Import Tariff

Tariff item	Description	MFN	GPT (Pakistan)	Duty-free / other access
6110.20.00 (suffixes 11, 12, 21, 22, 91, 92)	Jerseys, pullovers, cardigans, waistcoats and similar articles, knitted or crocheted, of cotton (suffixes for brushed or fleeced, containing spandex, and other; men's/boys' and women's/girls'). Unit: number	18%	Not available (18% applies)	Free: LDCT, CPTPT, UST/MXT, CEUT, UKT, CCCT, CIAT, CT, CRT, IT, NT, SLT, PT, COLT, JT, PAT, HNT, KRT, UAT; AUT and NZT 11%

Pakistan pays the full MFN rate of 18% on knitted cotton sweaters, sweatshirts and cardigans, because Canada's General Preferential Tariff (GPT) does not cover this tariff item. The same goods enter Canada duty-free from least developed countries under the LDCT (including Cambodia and Bangladesh), from Vietnam and other CPTPP members, from the United States and Mexico (CUSMA), from the European Union (Italy, Portugal) and the United Kingdom, and from other free-trade partners such as Honduras, Peru and Jordan. China, India, Indonesia and Türkiye pay 18%, like Pakistan. GST/HST is also payable at import.

> **Insight:** The 18% duty is Pakistan's main disadvantage. Duty-free suppliers (Cambodia, Bangladesh, Vietnam, Italy, Portugal, Honduras, the United States, Mexico and Peru) held about 60.9% of Canada's imports in 2025. To reach the same duty-paid cost, a Pakistani price must be about 15% lower than a duty-free competitor's (1 ÷ 1.18 = 0.85). Among suppliers that pay 18%, Pakistan is second only to China, ahead of Indonesia, India and Türkiye.

References

[1] CBSA, Customs Tariff 2026, Chapter 61, tariff item 6110.20.00: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch61-eng.html

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

8. Non-Tariff Barriers

- **Brand-controlled supply chains and compliance audits:** most imports are made to order for brands and retailers that choose factories through sourcing programs. They require social-compliance audits, chemical-safety commitments (restricted substances lists) and test reports before placing orders.
- **Forced-labour due diligence:** Canada prohibits imports of goods made with forced labour, and large Canadian companies must report each year on the steps they take to prevent forced and child labour in their supply chains. Buyers increasingly ask for proof of where the cotton, yarn and fabric came from.
- **Labelling:** garments without a correct bilingual fibre-content label, dealer identity or "Made in Pakistan" marking must be relabelled before sale, at the importer's cost.
- **Quebec French-language rules (Bill 96):** hang tags, labels and printed claims on products sold in Quebec must be in French, with French at least as prominent as any other language. Since 1 June 2025, descriptive words inside trademarks must also be translated. Quebec accounted for 16.1% of Canada's imports in 2024.
- **Seasonality:** sweaters and fleece sell mainly from August to January; retailers place orders 6–9 months ahead and late delivery can mean cancellation or discounts.
- **Brushed fleece flammability:** raised-surface cotton fleece is tested more strictly under the Textile Flammability Regulations, and buyers often ask for a test report before accepting the fabric.
- **Logistics:** shipments from Karachi to Toronto or Montréal involve transhipment and long transit times, while Asian competitors ship directly to Vancouver. This matters for seasonal and replenishment orders.

References

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

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

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

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

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

9. Distribution Channels

Imported cotton sweaters, sweatshirts and cardigans reach Canadian consumers through the channels below. The company examples are taken from the Canadian Importers Database list of importers of HS 611020 from Pakistan (2024).

Channel	Role	Examples of importers buying from Pakistan (CID, 2024)
Apparel chains and fashion retailers	Own-brand sweaters, cardigans and hoodies for store networks and online	American Eagle (Mississauga, ON); Zara Canada and Mango (Montréal, QC); Groupe Dynamite (Mont-Royal, QC); Ardene (Laval, QC); Reitmans; Bestseller (Montréal, QC); Hot Topic; URBN
Sportswear and licensed merchandise	Branded and team sweatshirts and hoodies	Nike Canada; Adidas Canada; Puma Canada; Fanatics; Outerstuff Canada (Aurora, ON); Rogers Blue Jays
Department, off-price, workwear and outdoor	Branded and private-label programs	La Maison Simons; Holt Renfrew; Winners; Mark's; Moores; Canadian Tire; Bass Pro Shops; Cabela's; Home Depot
Decorated apparel and promotional products	Blank and decorated sweatshirts for printers, schools and corporate customers	Ash City (Richmond Hill, ON); Augusta Sportswear Canada; Inschoolwear; Printful Canada; screen printers, universities and souvenir shops
Brands and wholesalers	Wholesale to retailers	Levi Strauss Canada; PVH Canada (Tommy Hilfiger, Calvin Klein); Ralph Lauren Canada; Peace Collective; Williamson-Dickie Canada

For a Pakistani exporter, the most practical entry routes are: (1) blank and decorated fleece for promotional-products distributors, school-wear suppliers and printers, which buy year-round and value consistent quality; (2) Canadian-owned fashion and outdoor brands that buy directly from factories; and (3) international sportswear and fashion brands already buying from Pakistan for the US and Europe.

References

[1] Canadian Importers Database, HS 611020, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=611020&lang=eng

[2] Canadian Importers Database, HS 611020, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=611020&countryCode=527

10. Pricing

Level	Product / basis	Price	Source
Retail (clearance)	Denver Hayes Men's Soft Cotton Crew Sweater	CAD 19.88 (was CAD 29.98)	marks.com
Retail (house brand)	Denver Hayes Women's Everyday	CAD 44.99	marks.com

Level	Product / basis	Price	Source
	Cotton Crewneck Pullover Sweater		
Retail (house brand)	Denver Hayes Women's Everyday Cotton Short Button-Up Cardigan	CAD 44.99	marks.com
Retail (house brand)	Denver Hayes Men's Soft Cotton Crew Cable Knit Sweater	CAD 49.99	marks.com
Retail (house brand)	Denver Hayes Women's Cotton Crew Sweater	CAD 54.99	marks.com
Retail (house brand)	Denver Hayes Women's Cotton Multi-Cable Sweater	CAD 69.99	marks.com
Export (FOB Pakistan), all markets	Average value per piece, PCT 6110.2000, FY2025-26	USD 6.91 per piece (FY2021-22: USD 7.96)	TIPP
Export (FOB Pakistan), to Canada	Average value per piece of direct exports to Canada, FY2025-26	USD 6.47 per piece	TIPP

Retail prices are regular prices unless stated, checked on 9 October 2026, and change often. Mid-market cotton sweaters and cardigans retail at about CAD 45–70, and clearance prices fall to CAD 20–30. Export unit values are calculated from TIPP value and quantity. A Canadian importer will add the 18% duty, freight, brokerage and its own and the retailer's margins.

References

[1] Mark's, Denver Hayes Men's Soft Cotton Crew Sweater: https://www.marks.com/en/pdp/denver-hayes-men-s-soft-cotton-crew-sweater-85175244f.html

[2] Mark's, Denver Hayes Women's Everyday Cotton Crewneck Pullover Sweater: https://www.marks.com/en/pdp/denver-hayes-women-s-everyday-cotton-crewneck-pullover-sweater-81328012f.html

[3] Mark's, Denver Hayes Women's Everyday Cotton Short Button-Up Cardigan: https://www.marks.com/en/pdp/denver-hayes-women-s-everyday-cotton-short-button-up-cardigan-86286036f.html

[4] Mark's, Denver Hayes Men's Soft Cotton Crew Cable Knit Sweater: https://www.marks.com/en/pdp/denver-hayes-men-s-soft-cotton-crew-cable-knit-sweater-86772157f.html

[5] Mark's, Denver Hayes Women's Cotton Crew Sweater: https://www.marks.com/en/pdp/denver-hayes-women-s-cotton-crew-sweater-86105758f.html

[6] Mark's, Denver Hayes Women's Cotton Multi-Cable Sweater: https://www.marks.com/en/pdp/denver-hayes-women-s-cotton-multi-cable-sweater-86114435f.html

[7] TIPP, Export Trade Data, PCT 6110.2000 (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 the share has grown

- Strong growth: imports from Pakistan rose +100.2% between 2020 and 2025, against +52.6% for the whole market.
- Cotton and fleece base: Pakistan spins its own cotton yarn and knits fleece, which gives competitive prices for cotton-rich sweatshirts and hoodies.
- Wide buyer base: 376 Canadian importers bought these garments from Pakistan in 2024, from global brands to small printers and retailers.

Why the share is still limited

- Duty disadvantage: Pakistan pays 18% while Cambodia, Bangladesh and Vietnam pay nothing; duty-free suppliers held about 60.9% of the market in 2025.

- Knitted-sweater capacity: Pakistan is stronger in cut-and-sew fleece than in fully fashioned knitted sweaters and cardigans, where China and Southeast Asia lead.
- 2026 slowdown: imports from Pakistan fell 18.0% in January–August 2026, much more than the market.

References

[1] Trade Data Online, HS 611020 (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=%7C611020&lang=eng

[2] Canadian Importers Database, HS 611020, importers of goods from Pakistan: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=611020&countryCode=527

[3] TIPP, Export Trade Data, PCT 6110.2000: https://tipp.gov.pk/index.php?r=site/display&id=305

12. Recommendations

- **Target decorated-apparel and promotional buyers.** Blank cotton fleece for printers, school-wear and corporate-wear suppliers (Ash City, Augusta Sportswear, Inschoolwear) is a year-round business where consistent quality and colour matter more than the lowest price.
- **Approach Canadian-owned fashion and outdoor brands.** Groupe Dynamite, Ardene, Reitmans, Peace Collective and Mark's design in Canada and buy directly from factories.
- **Offset the 18% duty with value.** Offer organic or recycled cotton, garment-dyed and heavyweight fleece, embroidery and printing in-house, and small minimum orders.
- **Grow with existing brand customers.** Exporters supplying Nike, Adidas, Puma, Levi's or Zara elsewhere should ask to supply their Canadian volumes.
- **Be compliance-ready.** Hold a recognised social-compliance audit, keep cotton traceability records, test brushed fleece for flammability, and supply bilingual permanent labels with "Made in Pakistan" (Sections 5 and 6).

Trade shows (Canada)

Show	Dates	Location	Focus
Apparel Textile Sourcing (ATS) Canada	2027 dates to be announced (the 2026 show was 23–25 September)	Toronto, ON	Sourcing show where international factories meet Canadian apparel brands, retailers and private-label importers
Apparel Textile Sourcing Montréal	2027 date to be announced (2026 event: 28 September)	Montréal, QC	One-day sourcing event for Quebec apparel brands and importers

References

[1] Apparel Textile Sourcing (official website): https://www.appareltextilesourcing.com/

[2] Canadian Importers Database, HS 611020, major importers of goods from Pakistan: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=611020&countryCode=527

13. Pakistani Exporters

Canadian buyers looking for Pakistani suppliers of knitted cotton sweaters, pullovers, sweatshirts and cardigans can use these official sources:

- Pakistan Exporters Directory (TDAP), search by HS code 6110.
- TDAP sector information on readymade garments and knitwear; most knitwear exporters are in Karachi, Faisalabad and Lahore.

TIPP data shows that Pakistani exporters shipped these garments to 78 destinations in FY2025-26, so there is a large base of active exporters.

References

[1] Pakistan Exporters Directory (TDAP), search by HS code: https://pakistanexportersdirectory.gov.pk/searchbyhscode?product_code=6110

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

[3] TDAP, Readymade garments sector report (RMG 2022): https://tdap.gov.pk/wp-content/uploads/2022/08/RMG2022.pdf

[4] TIPP, Export Trade Data, PCT 6110.2000, 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 knitted cotton sweaters, pullovers, sweatshirts and cardigans (HS 611020). 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=611020&lang=eng**.

Company	City, Province	Postal code	Phone	Website
AMERICAN EAGLE OUTFITTERS CANADA CORPORATION	Mississauga, Ontario	L5W 1Y6	289-562-8000	ae.com/ca
ARDEN HOLDINGS INC (Ardene)	Laval, Quebec	H7X 4G8	1-866-322-4442	ardene.com
ASH CITY	Richmond Hill, Ontario	L4B 0B4	905-787-2650	ashcity.com
BASS PRO SHOPS CANADA ULC	Concord, Ontario	L4K 5W4	905-761-4000	basspro.ca
BESTSELLER WHOLESALE CANADA INC.	Montréal, Quebec	H2P 1H4	514-381-2923	bestseller.com
CALHOUN SPORTSWEAR	St Catharines, Ontario	L2M 3Y1	905-688-6100	calhounstore.com
CANADIAN TIRE CORPORATION, LIMITED	Toronto, Ontario	M4P 2V8	416-480-3000	canadiantire.ca
GITCH SPORTSWEAR INC.	Toronto, Ontario	M3K 2A2	416-807-4983	getgitch.com
GROUPE DYNAMITE INC.	Mont-Royal, Quebec	H4P 1M2	514-733-9621	groupedynamite.com
HOLT, RENFREW & CO., LIMITED	Toronto, Ontario	M4W 3B8	416-922-2333 †	holtrenfrew.com
LA MAISON SIMONS INC	Québec, Quebec	G1R 3V9	418-694-3630	simons.ca
LEVI STRAUSS & CO. CANADA INC.	Toronto, Ontario	M9W 5Y1	416-675-1222	levi.com/CA
MARK'S WORK WEARHOUSE LTD.	Calgary, Alberta	T2C 3E7	403-255-9220 †	marks.com
MOORES THE SUIT PEOPLE CORP.	Toronto, Ontario	M9W 5W7	416-798-8082 †	mooresclothing.ca
OUTERSTUFF CANADA ULC	Aurora, Ontario	L4G 3H1	905-812-0036 †	outerstuff.com
PEACE COLLECTIVE INC.	Mississauga, Ontario	L4V 1H3	905-673-5493	peace-collective.com

Company	City, Province	Postal code	Phone	Website
REITMANS CANADA LIMITED	Toronto, Ontario	M5V 3J7	514-385-2600 †	reitmanscanadalimited.com
WILLIAMSON-DICKIE CANADA COMPANY (Dickies)	Brampton, Ontario	L6Y 0J7	289-290-2100 †	dickies.ca
WINNERS DIVISION OF WINNERS MERCHANTS INT. LP.	Mississauga, Ontario	L5R 0G1	905-501-0930 †	winners.ca
ZARA CANADA INC	Montréal, Quebec	H3B 4G7	514-695-1839 †	zara.com/ca

All 20 companies imported these garments from Pakistan in 2024. Contact details and websites checked between 5 and 10 October 2026. † YellowPages.ca lists the company at a different address from the CID, so confirm before contacting (Holt Renfrew: 50 Bloor St W, Toronto, M4W 1A1; Mark's: 1035 64 Ave SE, Calgary, T2H 2J7; Moores head office: 129 Carlingview Dr, Etobicoke, M9W 5E7; Outerstuff: 6553 Mississauga Rd, Mississauga, L5N 1A6; Reitmans head office: 250 rue Sauvé O, Montréal, H3L 1Z2; Dickies: 6711 Mississauga Rd, Mississauga, L5N 4J8; Winners: 650 Matheson Blvd, Mississauga, L5R 3T2; Zara Canada: 6815 Route Transcanadienne, Pointe-Claire, H9R 1C4). Gitch Sportswear's own website gives a different number (416-747-0824). Other importers from Pakistan, such as PVH Canada, Augusta Sportswear Canada and Bulletin Pro Sports, are not listed because no phone number could be confirmed. The CID gives company names and addresses only, not contact persons or import values; the importer is not necessarily the end user of the product.

References

[1] Canadian Importers Database, HS 611020, major Canadian importers (all countries, 2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=611020&lang=eng

[2] Canadian Importers Database, HS 611020, major importers by country of origin: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=611020

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

[4] Peace Collective, company website: https://peace-collective.com/

[5] Calhoun Sportswear, contact page: https://calhounstore.com/pages/contact-us

[6] Outerstuff, company website: https://www.outerstuff.com/

[7] Gitch Sportswear, company website: https://getgitch.com/

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