PRODUCT REPORT

Tennis Balls and Rackets

HS Code 9506.61 | Export market guide: Pakistan to Canada | October 2026

Key facts at a glance

Indicator	Value	Source
Canada's imports of lawn-tennis balls (HS 950661), 2025	USD 5.71 million (+16.3% vs 2024; USD 4.91 million in 2024)	Trade Data Online
Canada's imports from Pakistan, 2025	USD 2.6 thousand (0.04% share; −55.3% vs 2024)	Trade Data Online
Pakistan's rank among suppliers	9th of 19 in 2025; 10th in 2024 (USD 5.7 thousand)	Trade Data Online
Pakistan in 2026 so far	January–August 2026: USD 3,113 (+22.0%); total imports −1.7%	Trade Data Online
Largest suppliers to Canada	China 51.4%, Thailand 33.6%, Philippines 11.3% (2025); top three 96.3%	Trade Data Online
Pakistan's world exports of tennis balls, 2024	USD 1.58 million (2.78 million balls), mainly to the Netherlands and the United Kingdom; USD 0.90 million in 2025	UN Comtrade (Pakistan-reported)
Related code: lawn-tennis rackets (HS 950651)	Canada imported USD 6.3 million in 2024 (USD 7.5 million in 2025); Pakistan USD 20.9 thousand, 8th. Pakistan exported USD 2.4 million of rackets to the world in 2024	Trade Data Online; UN Comtrade
Canadian import duty	Free from all origins for tennis balls (9506.61.00) and lawn-tennis rackets (9506.51.00). Padel and pickleball paddles (9506.59.90): MFN 7%, GPT (Pakistan) free	CBSA Customs Tariff 2026
Key product rules	Country-of-origin marking ("Made in Pakistan"); bilingual product identity and count on cans and packs; dealer name and address; general product safety (CCPSA)	CBSA; Competition Bureau; Health Canada
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)	Tennis balls: 6 importers account for 78.53% of CAD 6.7 million; the top 3 hold 69.25%. Rackets: 4 importers hold 78.54% of CAD 8.6 million. Importers from Pakistan: not published (confidential or no data)	Canadian Importers Database

Trade values from Trade Data Online and UN Comtrade are in US dollars. Canadian Importers Database values and retail prices are in Canadian dollars. All trade data in this report is by calendar year (January–December), including Pakistan's exports, which are taken from UN Comtrade because the TIPP dashboard (fiscal years) was not accessible.

1. Introduction

HS 9506.61 covers lawn-tennis balls. In Canada's 2026 Customs Tariff it is tariff item 9506.61.00, under "Balls, other than golf balls and table-tennis balls", with dozens (DZN) as the unit. It includes pressurised and pressureless felt-covered tennis balls, and the low-compression red, orange and green balls used for junior tennis.

This report also covers lawn-tennis rackets (HS 9506.51, tariff item 9506.51.00, "Lawn-tennis rackets, whether or not strung", unit: number) as a related code in Sections 2 and 3. Products outside these two codes, which exporters should classify separately:

- **Squash, badminton and racquetball rackets:** tariff item 9506.59.10 (free).
- **Other rackets and paddles, such as padel rackets and pickleball paddles:** tariff item 9506.59.90 "Other" (MFN 7%, GPT free). Neither sport is named in the tariff, so this classification is inferred; an advance ruling from CBSA gives certainty.
- **Pickleball balls** (perforated plastic, not inflatable) are "other balls" of 9506.69.00 (free), not tennis balls (inferred from the tariff wording). **Padel balls** are pressurised felt balls very similar to tennis balls, but the tariff does not name them, so they may be entered under 9506.61 or 9506.69; both are duty-free, but the importer should confirm with CBSA.
- Table-tennis balls (9506.40), inflatable balls such as soccer balls (9506.62), and racket strings, which Note 1 to Chapter 95 excludes and classifies by material.

In Canada, tennis is played at clubs, public courts and indoor centres, and pickleball and padel have grown fast in recent years (general market observation). Balls are a consumable: club players replace them every few sessions, so demand is steady and driven by brands (Wilson, Penn, Head, Dunlop, Babolat). Pakistan's sports-goods industry is clustered around Sialkot, which TDAP lists as a maker of tennis balls along with soccer, cricket and hockey balls; Pakistani rackets are mostly exported to padel markets such as Spain, Brazil and the Netherlands (Section 2).

References

[1] CBSA, Customs Tariff 2026, Chapter 95, tariff items 9506.51.00, 9506.59.10, 9506.59.90, 9506.61.00 and 9506.69.00: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch95-eng.html

[2] CBSA, Customs Tariff 2026, Chapter 95 (PDF version): https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/01-99/ch95-2026-eng.pdf

[3] CBSA, Advance rulings and decisions (tariff classification): https://www.cbsa-asfc.gc.ca/import/rulings-decisions/menu-eng.html

[4] TDAP, Pakistan Sports Goods (sector profile): https://tdap.gov.pk/wp-content/uploads/2022/01/PAKISTAN-SPORTS-GOODS.pdf

2. Pakistan's Exports (Production)

The table shows Pakistan's exports of lawn-tennis balls by calendar year, as reported by Pakistan to UN Comtrade, for the world, the main markets and Canada.

Pakistan's exports of lawn-tennis balls (HS 950661), USD thousand

Destination	2021	2022	2023	2024	2025	Change 2024–25
World	**1,517.8**	**1,277.0**	**1,474.7**	**1,577.8**	**900.3**	**−42.9%**
United Kingdom	995.9	614.7	884.8	670.5	668.3	−0.3%
Netherlands	410.3	414.6	469.3	766.7	39.1	−94.9%
South Africa	52.4	42.7	16.7	25.8	71.8	+178.7%
United States	4.1	2.6	26.8	11.3	65.8	+481.9%
United Arab Emirates	8.2	12.7	17.0	10.7	11.4	+6.6%
Canada	0.3	4.2	0.6	7.6	4.6	−38.8%

Source: UN Comtrade, exports reported by Pakistan (calendar years). The TIPP dashboard was not accessible for this report. Data was read through the World Bank WITS mirror of UN Comtrade on 14 October 2026, because the Comtrade preview API returned errors. Quantities (number of balls): world 2.33, 2.30, 2.28, 2.78, 1.06 million in 2021–2025; Canada 72, 3,840, 144, 8,484, 5,208 balls. Pakistan exported to 26 destinations in 2024 and 21 in 2025. Canada ranked 11th in 2024.

Insight: Pakistan exports about USD 1.3–1.6 million of tennis balls a year, but fell to USD 0.90 million in 2025 (−42.9%), mostly because exports to the Netherlands collapsed. The United Kingdom and the Netherlands took 91% of the 2024 total. The average export value was only USD 0.57 per ball in 2024 (USD 0.85 in 2025), against roughly USD 2–3 per ball for branded match balls at Canadian retail, which suggests practice, promotional or recreational balls rather than tournament balls (inferred). Exports to Canada were small: USD 7.6 thousand in 2024 at USD 0.89 per ball.

Related code: Pakistan's exports of lawn-tennis rackets (HS 950651), USD thousand

Destination	2021	2022	2023	2024	2025	Change 2024–25
World	**7,159.2**	**9,684.3**	**3,973.5**	**2,406.0**	**2,363.7**	**−1.8%**
Spain	1,670.1	1,359.0	751.9	539.3	733.1	+35.9%
Netherlands	–	861.2	772.8	360.3	895.8	+148.6%
Brazil	2,216.2	2,799.7	861.6	511.3	153.5	−70.0%
United States	–	–	110.3	174.6	49.7	−71.5%
Canada	–	–	–	–	0.7	n/a

Source: UN Comtrade, exports reported by Pakistan (calendar years), via WITS. Quantities: 344, 494, 167, 102, 111 thousand rackets in 2021–2025; average USD 23.66 per racket in 2024. "–" = no exports reported. Pakistan reported no racket exports to Canada in 2021–2024, while Canada recorded USD 20.9 thousand of imports from Pakistan in 2024 (Section 3); such mirror gaps are common for small flows.

Insight: Pakistan's racket exports peaked at USD 9.7 million in 2022 and fell to USD 2.4 million in 2024 (−75.2%). Its main markets, Spain, Brazil, the Netherlands and Argentina, are padel markets, and the average value of about USD 20–24 per racket fits padel or entry-level rackets, so a large part of this trade is probably padel rackets declared under 9506.51 (inferred). In Canada, padel rackets fall under 9506.59.90 (Section 7).

References

[1] UN Comtrade, exports reported by Pakistan (reporter 586), HS 950661 and 950651, 2021–2025, USD (UN Comtrade Plus); accessed 14 October 2026: https://comtradeplus.un.org/

[2] World Bank WITS, UN Comtrade data: Pakistan exports of HS 950661 by partner, 2024: https://wits.worldbank.org/trade/comtrade/en/country/PAK/year/2024/tradeflow/Exports/partner/ALL/product/950661

[3] World Bank WITS, UN Comtrade data: Pakistan exports of HS 950661 by partner, 2025: https://wits.worldbank.org/trade/comtrade/en/country/PAK/year/2025/tradeflow/Exports/partner/ALL/product/950661

[4] World Bank WITS, UN Comtrade data: Pakistan exports of HS 950651 by partner, 2024: https://wits.worldbank.org/trade/comtrade/en/country/PAK/year/2024/tradeflow/Exports/partner/ALL/product/950651

[5] Trade Information Portal of Pakistan (TIPP), for further detail by fiscal year: https://tipp.gov.pk/index.php?r=site/display&id=305

3. Canada's Imports (Consumption)

Canada's imports of lawn-tennis balls (HS 950661), USD thousand

From	2020	2022	2023	2024	2025	Change 2024–25
Total imports	**4,060.9**	**6,533.4**	**5,916.7**	**4,911.8**	**5,711.1**	**+16.3%**
China	2,424.1	4,308.6	3,987.8	2,689.5	2,932.7	+9.0%
Thailand	1,303.6	1,534.5	1,361.1	1,834.3	1,921.8	+4.8%
Philippines	93.8	411.9	345.2	33.2	642.9	+1834.9%
Taiwan	90.4	101.4	111.4	115.8	102.1	−11.8%
United States	33.7	34.1	15.6	92.6	36.3	−60.8%

From	2020	2022	2023	2024	2025	Change 2024–25
Japan	81.8	47.0	48.9	40.2	27.1	−32.6%
India	13.3	17.4	12.3	28.1	23.6	−16.1%
Pakistan	1.7	2.9	5.7	5.7	2.6	−55.3%

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 4.42 million (−1.7% on the same months of 2025, USD 4.50 million); imports from Pakistan were USD 3,113 (+22.0% on USD 2,551), a 0.07% share. Thailand was the largest supplier in January–August 2026 (53.02%), ahead of China (35.19%).

Pakistan in Canada's imports of tennis balls

Indicator	2016	2020	2021	2022	2023	2024	2025
Imports from Pakistan (USD thousand)	0.4	1.7	1.3	2.9	5.7	5.7	2.6
Share of Canada's imports	0.01%	0.04%	0.02%	0.04%	0.10%	0.12%	0.04%
Rank among suppliers	13th	12th	14th	12th	9th	10th	9th

Insight: Canada imported USD 5.71 million of tennis balls in 2025 (+16.3% on 2024), almost all from China and Thailand, where the global brands make their balls, and the Philippines. Pakistan's sales are tiny and irregular: USD 5.7 thousand in 2024 (10th) and USD 2.6 thousand in 2025 (9th), a share of 0.04%. In January–August 2026 imports from Pakistan were USD 3,113 (+22.0%).

Related code: Canada's imports of lawn-tennis rackets (HS 950651), USD thousand

From	2022	2023	2024	2025	Change 2024–25
Total imports	**9,265.3**	**8,012.9**	**6,298.8**	**7,523.0**	**+19.4%**
China	8,219.9	7,054.4	5,455.9	5,982.7	+9.7%
Japan	440.4	584.8	474.9	1,098.0	+131.2%
Taiwan	110.2	96.7	81.7	93.9	+15.0%
Cambodia	172.3	40.9	79.6	144.2	+81.2%
United States	32.0	75.8	50.8	43.5	−14.3%
India	0.2	0.2	57.2	2.9	−94.9%
Pakistan	0.0	8.1	20.9	17.1	−18.1%

2025 is the sum of the 12 monthly values. Pakistan's share of racket imports was 0.10% in 2023, 0.33% in 2024 (8th of 23 suppliers, up from 11th in 2023) and 0.23% in 2025. In January–August 2026, total racket imports rose +40.1%, while imports from Pakistan were only USD 113 (USD 10,356 a year earlier). China supplied 86.6% of racket imports in 2024 and 79.5% in 2025. Padel and pickleball paddles are not in this code (see Section 1).

Insight: Rackets are a larger market than balls (USD 7.52 million in 2025, +19.4%). Imports from Pakistan grew from almost nothing in 2022 to USD 20.9 thousand in 2024 and USD 17.1 thousand in 2025 (−18.1%), but have almost stopped in 2026 so far, so the trend is not yet established.

Where demand is: imports of tennis balls by province (USD)

Province	2022	2023	2024	Share 2024
Ontario	4,127,119	3,773,389	3,382,221	68.9%
British Columbia	1,598,485	1,067,187	817,853	16.7%

Province	2022	2023	2024	Share 2024
Quebec	678,744	813,137	484,178	9.9%
Alberta	94,545	236,368	201,811	4.1%
Manitoba	33,930	26,101	25,330	0.5%
New Brunswick	213	497	441	0.0%

Ontario, British Columbia and Quebec together accounted for 95.4% 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 950661, all countries (detailed), complete years, USD; accessed 14 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=%7C950661&lang=eng

[2] Trade Data Online, HS 950661, 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=%7C950661&lang=eng

[3] Trade Data Online, HS 950661, 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=%7C950661&lang=eng

[4] Trade Data Online, HS 950651 (lawn-tennis rackets), all countries, complete years, USD; accessed 14 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=%7C950651&lang=eng

[5] Trade Data Online, HS 950651, monthly trends (used for 2025 and 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=%7C950651&lang=eng

4. Import Market Analysis

Supplier shares of Canada's imports of tennis balls (%)

Supplier	2020	2022	2023	2024	2025
China	59.7%	65.9%	67.4%	54.8%	51.4%
Thailand	32.1%	23.5%	23.0%	37.3%	33.6%
Philippines	2.3%	6.3%	5.8%	0.7%	11.3%
Taiwan	2.2%	1.6%	1.9%	2.4%	1.8%
United States	0.8%	0.5%	0.3%	1.9%	0.6%
Japan	2.0%	0.7%	0.8%	0.8%	0.5%
India	0.3%	0.3%	0.2%	0.6%	0.4%
Pakistan	0.04%	0.04%	0.10%	0.12%	0.04%

- **China (51.4%)** is the largest supplier, but its share has fallen from 67.4% in 2023 and it dropped 36.7% in January–August 2026.
- **Thailand (33.6%)** is the main base for premium branded balls (for example Wilson and Dunlop, inferred from brand sourcing) and was the leading supplier in January–August 2026 (53.02%).

- **Philippines (11.3%)** is a volatile third source (+1834.9% in 2025 after a weak 2024), linked to brand production (inferred).
- **Pakistan (0.04%)** ships only small, irregular lots, far below its exports to the United Kingdom and the Netherlands.
- **Tariff neutrality:** tennis balls are duty-free from every origin, so tariffs give no supplier an advantage (Section 7).
- **Market concentration:** the top three suppliers held 96.3% of imports in 2025. The Canadian Importers Database lists only six major importers of tennis balls, which account for 78.53% of imports (CAD 6.7 million in 2024); the top three hold 69.25%. For rackets, four major importers hold 78.54% of CAD 8.6 million. Pakistan is listed as a country of origin for both codes, but no importer report is published (no data or confidentiality).
- **Regional demand:** Ontario cleared 68.9% of tennis-ball imports in 2024, British Columbia 16.7% and Quebec 9.9%.

> **Insight:** The Canadian tennis-ball market is small (about USD 5–6 million a year), brand-led and highly concentrated in a few importers: the brand owners (HEAD, Amer Sports for Wilson, Babolat's distributor, Yonex) and mass retailers. A Pakistani maker can enter mainly through private-label and value lines for retailers, practice balls for clubs and coaches, and the fast-growing pickleball and padel segments.

References

[1] Trade Data Online, HS 950661 (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=%7C950661&lang=eng

[2] Trade Data Online, HS 950661, 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=%7C950661&lang=eng

[3] Canadian Importers Database, HS 950661, major importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=950661&lang=eng

[4] Canadian Importers Database, HS 950661, importers by country of origin (Pakistan: no report available): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=950661

[5] Canadian Importers Database, HS 950651, major importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=950651&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
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. There is no Canadian product standard for tennis balls or rackets, so this general rule applies.	Canada Consumer Product Safety Act (CCPSA), ss. 7–8
Balls made for children	A product intended for use by a child under 14 in learning or play is a "toy" and must meet the Toys Regulations (for example limits on lead and other heavy elements in surface coatings and, for children under 3, no small parts). Foam and low-compression starter balls and junior rackets marketed for children may fall under these rules (inferred); the importer should confirm.	Toys Regulations (SOR/2011-17)
No false or misleading claims	Labels and packaging must not be false or misleading about safety or performance. Claims such as "ITF approved" or "extra duty" should be true and documented (ITF approval is	CCPSA, ss. 9–10; Consumer Packaging and Labelling Act, s. 7

Requirement	What it means for Pakistani exporters	Authority / legal basis
	a private standard).	
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 or child labour	Goods made wholly or partly with forced labour are prohibited from entering Canada. Large Canadian importers must also report each year on the steps they take to prevent forced and child labour in their supply chains.	Customs Tariff item 9897.00.00; CBSA D9-1-6; Fighting Against Forced Labour and Child Labour in Supply Chains Act

5.2 Packaging requirements

- Tennis balls are normally sold in pressurised cans or tubes of 3 or 4 balls, or as 12- to 72-ball buckets and cases for clubs; rackets are sold singly, often with a cover. Pre-packaged products must follow the Consumer Packaging and Labelling Act: the package must not be misleading and must carry the product identity, net quantity and dealer details (see 5.3).
- If the can or 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 production code so the importer can meet the CCPSA traceability and recall requirements.

5.3 Labelling requirements

Label element	Requirement
Country of origin	Toys, games and athletic and sporting goods are listed in Schedule I of the Marking of Imported Goods Order (Section 3, item 7). Balls and rackets from Pakistan must be marked in English or French (for example "Made in Pakistan"), legibly, permanently and where the buyer can easily see it, usually on the can and printed on the ball or racket frame.
Product identity (pre-packaged)	The generic name or function (for example "Tennis balls / Balles de tennis") in English and French on the principal display panel, at least 1.6 mm high.
Net quantity (pre-packaged)	By count in English and French (for example "3 balls / 3 balles"). It may be left out only if the contents are visible, identifiable and easily counted (fewer than 13 items), or for a single item named in the singular, which usually does not apply to opaque cans.
Dealer name and address (pre-packaged)	The name and full mailing address (not a post office box) of the dealer, in English or French, at least 1.6 mm high; for imports, "Imported by / Importé par" followed by the Canadian importer is acceptable.
Textile fibre content	Not required for the felt cover or racket grips: sports and games equipment that incorporates textile fibres is exempt from textile labelling (Schedule II, item 2(d), of the Textile Labelling and Advertising Regulations).
Product details	Ball type (regular duty, extra duty, high altitude, pressureless, stage 1–3 junior) and racket grip size and weight are shown by commercial practice.

Balls and rackets supplied to a brand in plain form for decoration or packing in Canada still need origin marking at import. The importer is responsible for compliance, so the exporter should agree markings and packaging with the buyer before production.

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

Quebec cleared 9.9% of Canada's imports of tennis balls in 2024, and two of the seven major importers (Dollarama and V Distribution Sport, Babolat's distributor) are based in the Montréal area. 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 tennis balls and rackets	Legal basis
Everything on the product must be in French	Every inscription on the product, its container or wrapping, and documents supplied with it (cans, tubes, hang tags, racket covers, stringing information and warranty cards) must be in French. This includes claims printed on the product or its packaging, such as "extra duty", "all court", "high altitude" or "pressureless".	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 "Championship", "Tour" or "Extra Duty") 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: Print cans, tubes and racket packaging so they work for all of Canada: bilingual product identity and count, and French at least as large and visible as the English for every descriptive word, including words inside logos (for example "Extra Duty / Service intense", "Tennis balls / Balles de tennis"). 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] Toys Regulations (SOR/2011-17): https://laws-lois.justice.gc.ca/eng/regulations/SOR-2011-17/FullText.html

[5] 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

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

[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] Marking of Imported Goods Order (C.R.C., c. 535), Schedule, Section 3, item 7: https://laws-lois.justice.gc.ca/eng/regulations/C.R.C.,_c._535/FullText.html

[9] 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

[10] 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

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

[12] 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

[13] 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

[14] 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

[15] 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 standard for tennis balls or rackets; buyers set specifications for weight, diameter, bounce, deformation and felt durability, usually by reference to the International Tennis Federation (ITF) ball approval list (a private standard).	Health Canada
Products for young children	Toys Regulations apply to products intended for children under 14 in play, such as foam starter balls (inferred).	SOR/2011-17
Import licence	No import licence or permit is required.	CBSA
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	Balls, cans and rackets marked "Made in Pakistan" (English or French), legible and permanent; packaging too if it hides the mark.	Marking of Imported Goods Order; CBSA D11-3-1
Forced and child labour	Prohibited imports; importers ask for social-compliance audits of factories.	Customs Tariff item 9897.00.00; CBSA D9-1-6
Export clearance in	The Goods Declaration and export documents are filed	Pakistan Single Window

Aspect	Requirement	Authority / reference
Pakistan	electronically through Pakistan Single Window (PSW), which links customs, banks and other government agencies.	
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 (no duty on balls or tennis rackets; GST/HST applies).	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] Toys Regulations (SOR/2011-17): https://laws-lois.justice.gc.ca/eng/regulations/SOR-2011-17/FullText.html

[4] Marking of Imported Goods Order (C.R.C., c. 535): https://laws-lois.justice.gc.ca/eng/regulations/C.R.C.,_c._535/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
9506.61.00	Lawn-tennis balls. Unit: dozen (DZN)	Free	Free	Free: all preferential tariffs (CUSMA, CPTPP, CETA, UK, LDCT and others)
9506.51.00 (related)	Lawn-tennis rackets, whether or not strung. Unit: number	Free	Free	Free: all preferential tariffs
9506.59.10	Squash, badminton or racketball rackets	Free	Free	Free: all preferential tariffs
9506.59.90	Other rackets (e.g. padel rackets, pickleball paddles, inferred)	7%	Free	Free: all preferential tariffs (CUSMA, CPTPP, CETA, UK, LDCT and others)
9506.69.00	Other balls (e.g. pickleball balls, inferred)	Free	Free	Free: all preferential tariffs, including AUT and NZT

Tennis balls and lawn-tennis rackets enter Canada duty-free from every origin, including Pakistan, so no certificate of origin is needed for them. The one exception in this product family is tariff item 9506.59.90 (other rackets, which would include padel rackets and pickleball paddles): the MFN rate is 7%, but goods from Pakistan enter free under the General Preferential Tariff (GPT) if they meet the GPT origin rules and the importer claims it, with proof of origin. GST/HST is payable at import. No surtax, anti-dumping (SIMA) measure or import control applies to these goods.

> **Insight:** For balls and tennis rackets, tariffs give no supplier an advantage. For padel rackets and pickleball paddles, Pakistan's GPT access gives a 7% advantage over origins that pay MFN duty, such as China (China is not a GPT beneficiary), which is worth highlighting to Canadian buyers.

References

[1] CBSA, Customs Tariff 2026, Chapter 95, tariff item 9506.61.00: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch95-eng.html

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

[3] CBSA, Customs Tariff 2026, Chapter 95 (PDF): https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/01-99/ch95-2026-eng.pdf

[4] CBSA, Special Import Measures Act: measures in force (checked 14 October 2026; no sporting goods listed): https://www.cbsa-asfc.gc.ca/sima-lmsi/mif-mev/menu-eng.html

8. Non-Tariff Barriers

- **Brand dominance:** Wilson and Penn, HEAD, Dunlop, Babolat and Yonex control most club and retail ball sales, and their production is in Asia (Thailand, China, the Philippines) under long-term contracts. New suppliers compete mainly in private-label and value segments.
- **ITF approval and performance testing:** clubs and tournaments use ITF-approved balls, so a new ball needs testing and listing (a private requirement that adds cost per model).
- **Pressurised packaging:** pressurised balls lose bounce without a sealed can, which requires can-sealing equipment and adds weight and freight cost; pressureless practice balls avoid this.
- **Forced- and child-labour due diligence:** Canada prohibits imports made with forced labour, and large importers report on child-labour risks in their supply chains, so buyers ask for factory audits.
- **Origin marking:** goods without a clear "Made in Pakistan" mark can be held at the border until marked.
- **Quebec French-language rules (Bill 96):** cans, tubes and racket packaging sold in Quebec must be in French, with French at least as prominent as any other language. Quebec accounted for 9.9% of Canada's tennis-ball imports in 2024.
- **Seasonality and logistics:** outdoor tennis runs from May to October in most of Canada, so orders are placed in winter for spring delivery; shipments from Karachi need transhipment and long transit times, while Asian competitors ship directly to Vancouver.

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

[4] 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 tennis balls and rackets reach Canadian players through the channels below. The examples are from the Canadian Importers Database lists of major importers of HS 950661 and 950651 (2024).

Channel	Role	Examples of importers (CID, 2024)
Brand owners and exclusive distributors	Import branded balls and rackets and sell to sporting goods stores, clubs and pro shops	HEAD Canada (Guelph, ON); Arc'teryx Equipment / Amer Sports Canada, Wilson (North Vancouver, BC); V Distribution Sport, Babolat (Boucherville, QC); Yonex Canada (Calgary, AB, rackets)
Sporting goods and mass retailers	Branded and private-label balls and entry-level rackets for recreational players	Canadian Tire Corporation (Toronto, ON), including Sport Chek
Warehouse clubs and	Multi-can packs and low-price	Costco Wholesale Canada (Ottawa, ON); Dollarama (Mont-

Channel	Role	Examples of importers (CID, 2024)
discount stores	balls and rackets	Royal, QC)
Clubs, coaches and specialist shops	Practice balls in buckets, stringing and pro-shop sales; usually buy from the distributors above	Specialist retailers such as Racquet Science (Toronto) and school suppliers such as Marchant's School Sport (not listed as major importers of these codes)

For a Pakistani maker, the practical routes are: (1) private-label value balls and pressureless practice balls for retailers and discount chains; (2) training and coaching balls sold through school, club and pickleball distributors; and (3) padel and pickleball rackets and paddles, where Pakistan already exports and enjoys a 7% GPT advantage. Branded tennis ball business is placed by the brand owners' global sourcing offices.

References

[1] Canadian Importers Database, HS 950661, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=950661&lang=eng

[2] Canadian Importers Database, HS 950651, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=950651&lang=eng

[3] V Distribution Sport, company website (Babolat distributor): https://vdistributionsport.ca/

10. Pricing

Level	Product / basis	Price	Source
Retail (specialist)	Dunlop ATP Extra Duty, can of 3 balls	CAD 7.49	racquetscience.ca
Retail (specialist)	Wilson Triniti, sleeve of 4 balls	CAD 9.99	racquetscience.ca
Retail (specialist)	Tecnifibre X-One, tube of 4 balls	CAD 11.00	racquetscience.ca
Club case	Dunlop ATP Championship Extra Duty, 24 cans (72 balls)	CAD 124.00 (CAD 1.72 per ball)	racquetscience.ca
School / institutional	Wilson US Open Regular Duty, case of 24 cans (72 balls)	CAD 198.95 (CAD 2.76 per ball)	marchants.com
Retail, rackets	HEAD Graphene XT Speed S to HEAD Gravity Pro 2025	CAD 139.99–299.99	racquetscience.ca
Retail, pickleball balls (9506.69)	Onix Fuse Indoor, 3-pack	CAD 16.99	racquetscience.ca
Export (FOB Pakistan), balls	Average value of Pakistan's tennis-ball exports, 2024	USD 0.57 per ball (to Canada: USD 0.89)	UN Comtrade
Export (FOB Pakistan), rackets	Average value of Pakistan's racket exports (HS 950651), 2024	USD 23.66 per racket	UN Comtrade

Retail prices were checked on 14 October 2026 (CAD, before tax) and change often; the country of origin was not shown online. Mass-market pages (Canadian Tire, Sport Chek) could not be read from this environment. Branded match balls sell at about CAD 2.50 per ball in cans and CAD 1.70–2.80 per ball in club cases. Export unit values are calculated from UN Comtrade value and quantity (calendar 2024). A Canadian importer will add freight, brokerage and its own and the retailer's margins (no duty).

References

[1] Racquet Science, Tennis balls (product list and prices): https://racquetscience.ca/collections/tennis-balls

[2] Racquet Science, Tennis racquets: https://racquetscience.ca/collections/tennis-racquets

[3] Racquet Science, Pickleball balls: https://racquetscience.ca/collections/pickleball-balls

[4] Marchant's School Sport, Wilson US Open Regular Duty tennis balls, case of 24 cans: https://www.marchants.com/wilson-us-open-regular-duty-tennis-balls-case-of-24-3pks/

[5] UN Comtrade, Pakistan exports of HS 950661 and 950651, 2024 (values and quantities used to calculate unit values), via WITS: https://wits.worldbank.org/trade/comtrade/en/country/PAK/year/2024/tradeflow/Exports/partner/ALL/product/950661

11. Reasons for Pakistan's Low/High Share

Why the share has grown

- Sialkot already makes and exports tennis balls (USD 1.58 million in 2024, mainly to the United Kingdom and the Netherlands) and rackets (USD 2.4 million), so the skills and supply chain exist.
- Canada's imports of tennis balls from Pakistan rose from USD 1.7 thousand in 2020 to USD 5.7 thousand in 2024, and racket imports from almost nothing in 2022 to USD 20.9 thousand (8th) in 2024.

Why it is still small

- The market is controlled by a few global brands whose balls are made in Thailand, China and the Philippines; the major Canadian importers are those brands and big retailers.
- Pakistan's ball exports are low-value (about USD 0.57 per ball), which fits practice and promotional balls rather than the ITF-approved pressurised balls that Canadian clubs buy.
- Pakistan's own exports fell in 2025 (−42.9% for balls), and imports of Pakistani rackets into Canada almost stopped in January–August 2026.
- Pakistan's rackets go mainly to padel markets in Europe and South America; Canadian padel is still small, and Canadian buyers know Sialkot for soccer balls and gloves rather than racket sports.

References

[1] Trade Data Online, HS 950661 and 950651 (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=%7C950661&lang=eng

[2] UN Comtrade, Pakistan-reported exports, HS 950661 and 950651 (via WITS): https://wits.worldbank.org/trade/comtrade/en/country/PAK/year/2024/tradeflow/Exports/partner/ALL/product/950661

[3] Canadian Importers Database, HS 950661, major importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=950661&lang=eng

12. Recommendations

- **Lead with padel and pickleball.** Padel rackets and pickleball paddles (9506.59.90) pay 7% MFN duty in Canada but enter free from Pakistan under the GPT, an advantage over China. Pickleball balls (9506.69) are a growing consumable.
- **Offer private-label and practice balls.** Pressureless practice balls in buckets, junior stage 1–3 balls and value cans suit discount chains, coaches and school suppliers.
- **Approach the brand distributors.** HEAD Canada, V Distribution Sport (Babolat) and Yonex Canada handle accessories and second-tier lines and may source rackets, covers or practice balls.
- **Get the product tested.** ITF approval (for balls) and documented factory social-compliance audits help win club and retail programs.
- **Mark and print for all of Canada.** Print "Made in Pakistan" on the product and use bilingual cans and packaging with the count, with French at least as prominent as English (Section 5).

Trade shows (Canada)

Show	Dates	Location	Focus
National Bank Open (ATP men, WTA women)	31 July – 12 August 2027	Toronto (men) and Montréal (women)	Canada's main tennis event; meet Tennis Canada, brands and distributors
ISPO (international sporting goods trade fair)	3–5 November 2026	RAI Amsterdam, Netherlands	Global sporting goods sourcing; attended by Canadian buyers

Canada has no dedicated sporting goods trade show. Canadian buyers attend international fairs such as ISPO, and club purchasing goes through Tennis Canada, provincial tennis associations and Pickleball Canada.

References

[1] National Bank Open (official website), 2027 dates: https://nationalbankopen.com/en/

[2] RAI Amsterdam, ISPO 2026 (official venue calendar): https://www.rai.nl/en/calendar/ispo-2026

13. Pakistani Exporters

Canadian buyers looking for Pakistani suppliers of tennis balls and rackets can use these official sources:

- Pakistan Exporters Directory (TDAP), search by HS code 9506.
- TDAP sector information on sports goods: most exporters are in Sialkot, and the Sialkot Chamber of Commerce and Industry lists members by product.

UN Comtrade data shows that Pakistani exporters shipped tennis balls to 26 destinations in 2024 (21 in 2025) and lawn-tennis rackets to 30 destinations in 2024.

References

[1] Pakistan Exporters Directory (TDAP), search by HS code: https://pakistanexportersdirectory.gov.pk/searchbyhscode?product_code=9506

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

[3] TDAP, Pakistan Sports Goods (sector profile): https://tdap.gov.pk/wp-content/uploads/2022/01/PAKISTAN-SPORTS-GOODS.pdf

[4] UN Comtrade, Pakistan exports of HS 950661 and 950651 by partner, 2024 (via WITS): https://wits.worldbank.org/trade/comtrade/en/country/PAK/year/2024/tradeflow/Exports/partner/ALL/product/950651

14. List of Canadian Importers

The table below lists major Canadian importers of lawn-tennis balls and rackets (HS 950661). 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=950661&lang=eng**.

Company	City, Province	Postal code	Phone	Website
ARC'TERYX EQUIPMENT (AMER SPORTS CANADA)	North Vancouver, British Columbia	V7H 1A8	604-960-3001	arcteryx.com
CANADIAN TIRE CORPORATION, LIMITED	Toronto, Ontario	M4P 2V8	416-480-3000	corp.canadiantire.ca
COSTCO WHOLESALE CANADA LTD	Ottawa, Ontario	K2E 1C5	613-226-5604	costco.ca
DOLLARAMA S.E.C. / DOLLARAMA L.P.	Mont-Royal, Quebec	H4P 0A1	514-731-5192	dollarama.com
HEAD CANADA INC.	Guelph, Ontario	N1L 0B9	519-822-2202	head.com

Company	City, Province	Postal code	Phone	Website
V DISTRIBUTION SPORT (BABOLAT CANADA)	Boucherville, Quebec	J4B 5Y1	514-761-1425 †	vdistributionsport.ca
YONEX CANADA	Calgary, Alberta	T3J 0T1	403-243-0930	yonex.com

The table lists every company named in the Canadian Importers Database as a major importer of lawn-tennis balls (HS 950661, six companies) or lawn-tennis rackets (HS 950651, four companies; Yonex Canada imports rackets only), 2024. All seven have a Canadian address, a phone number and a working website. Contact details and websites checked on 14 October 2026. † YellowPages.ca gives a different address from the CID (V Distribution Sport: 700 ch. du Golf, Verdun, QC, H3E 1A8); the company's own website gives the CID address (1600 rue Eiffel, Boucherville), so confirm before visiting. Arc'teryx Equipment is listed on YellowPages.ca as a division of Amer Sports Canada, owner of the Wilson brand; V Distribution Sport is the exclusive Canadian distributor of Babolat (company website). Yonex Canada's YellowPages.ca listing links only to a social-media page, so the Yonex group website is given. The Costco phone number is the YellowPages.ca listing at the CID postal code (415 West Hunt Club Road). 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 950661, major Canadian importers (all countries, 2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=950661&lang=eng

[2] Canadian Importers Database, HS 950661, major importers by country of origin: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=950661

[3] YellowPages.ca business search (phone numbers and websites), accessed 14 October 2026: https://www.yellowpages.ca/

[4] Canadian Importers Database, HS 950651 (lawn-tennis rackets), major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=950651&lang=eng

[5] V Distribution Sport, company website: https://vdistributionsport.ca/

[6] HEAD, company website: https://www.head.com/

[7] Yonex, group website: https://www.yonex.com/

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