PRODUCT REPORT

Leather Apparel

HS Code 4203.10 | Export market guide: Pakistan to Canada | October 2026

Key facts at a glance

Indicator	Value	Source
Canada's imports of leather apparel (HS 420310), 2025	USD 40.74 million (−1.1% vs 2024)	Trade Data Online
Canada's imports from Pakistan, 2025	USD 4.67 million (11.46% share; −17.9% vs 2024)	Trade Data Online
Pakistan's rank among suppliers	3rd every year since 2020, after Italy and India	Trade Data Online
Pakistan in 2026 so far	January–August 2026: USD 3.33 million (+4.9%), a 10.79% share; total imports +25.3%	Trade Data Online
Pakistan's world exports, FY2025-26	USD 244.7 million to 96 destinations; Canada 10th market (USD 5.2 million)	TIPP
Canadian import duty	MFN 13%. Pakistan pays the GPT rate of 8%; duty-free for the EU (CETA), CPTPP, CUSMA, Korea and LDCs	CBSA Customs Tariff 2026
Key product rules	General consumer product safety; fibre content for textile linings; bilingual labels; no CFIA requirements for finished leather	Health Canada; Competition Bureau; CFIA
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)	302 importers account for 80.50% of imports (CAD 61.1 million). From Pakistan: 24 importers account for 80.35% of CAD 8.2 million	Canadian Importers Database

Trade values from Trade Data Online and TIPP are in US dollars. Canadian Importers Database values and retail prices are in Canadian dollars. Pakistan's data follows its fiscal year (July–June); Canada's data follows the calendar year.

1. Introduction

HS 4203.10 covers "Articles of apparel" of leather or of composition leather. In Canada's 2026 Customs Tariff the tariff item is 4203.10.00 (unit: number), with statistical suffixes for overcoats and car-coats (10), wind-cheaters and similar jackets for men or boys (31) and women or girls (32), jackets and blazers for men or boys (51) and women or girls (52), and other (90), such as leather trousers, skirts, vests, and motorcycle suits.

Products outside this code, which exporters should classify separately:

- Leather gloves: HS 4203.21 and 4203.29; leather belts and bandoliers: HS 4203.30.
- Apparel of furskin, or with fur as the main material: HS 4303; garments of textile with leather trim: Chapters 61 and 62.
- Protective leather aprons and sleeves for welding are usually classified as "other clothing accessories" (HS 4203.40) rather than apparel (inferred; confirm with CBSA).

In Canada leather apparel is sold by fashion chains (Zara, H&M, Mango, Michael Kors), specialist leather stores and brands, motorcycle and powersports dealers, western-wear stores, and as protective clothing for welding and industry. Premium Canadian brands such as Roots also make leather jackets in Canada.

Pakistan is one of the world's main exporters of leather garments, with production centred in Karachi, Lahore and Sialkot. TDAP's leather export strategy identifies leather apparel as one of the sector's main products.

References

[1] CBSA, Customs Tariff 2026, Chapter 42, tariff item 4203.10.00: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch42-eng.html

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

[3] Canadian Importers Database, HS 420310, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=420310&lang=eng

2. Pakistan's Exports (Production)

The Trade Information Portal of Pakistan (TIPP) reports exports under four national tariff lines: 4203.1010 jackets, 4203.1020 trousers, 4203.1030 coats and 4203.1090 other. The table shows the total of the four lines by fiscal year (July–June).

Pakistan's exports of leather apparel (PCT 4203.10)

Fiscal year	World (USD million)	World (million units)	Unit value (USD/unit)	Canada (USD million)	Canada (thousand units)	Canada rank / share	Destinations
FY2021-22	302.1	7.73	39.11	6.28	141.6	11th / 2.1%	93
FY2022-23	268.4	6.90	38.87	7.42	159.7	11th / 2.8%	90
FY2023-24	238.9	6.98	34.23	5.39	109.8	11th / 2.3%	87
FY2024-25	225.2	5.96	37.76	5.20	101.0	11th / 2.3%	93
FY2025-26	244.7	5.96	41.05	5.22	106.8	10th / 2.1%	96
FY2026-27 (Jul–Sep)	80.8	1.83	44.24	2.98	60.3	9th / 3.7%	72

Quantities are in units as recorded by TIPP. FY2026-27 covers July–September 2026 only. In FY2025-26 the largest markets were Germany (USD 60.2 million), the United States (34.0), Russia (20.3), the Netherlands (18.3) and the United Kingdom (18.0). Jackets made up 86% of exports to Canada; for leather coats Canada was the 4th market.

> **Insight:** Pakistan exports about USD 225–300 million of leather apparel a year to more than 90 countries. Exports to Canada have been steady at USD 5–7 million a year, and Canada moved up to 9th place in the first quarter of FY2026-27 (USD 3.0 million, 3.7% of exports). Garments for Canada are worth more per unit (USD 48.89) than the world average (USD 41.05).

References

[1] Trade Information Portal of Pakistan (TIPP), Export Trade Data dashboard, PCT 4203.1010, 4203.1020, 4203.1030 and 4203.1090, 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 leather apparel (HS 420310), USD million

From	2020	2022	2023	2024	2025	Change 2024–25
Total imports	**27.50**	**44.77**	**44.55**	**41.21**	**40.74**	**−1.1%**
Italy (incl. Vatican City State)	5.84	7.97	9.23	9.20	9.74	+5.8%
India	7.24	11.28	10.15	9.77	9.62	−1.5%
China	3.38	3.56	2.89	3.32	3.74	+12.7%

From	2020	2022	2023	2024	2025	Change 2024–25
Türkiye	1.40	2.10	3.29	3.29	3.52	+6.9%
Korea, South	0.30	1.93	1.29	1.10	1.36	+23.5%
United States	1.43	2.22	2.82	1.60	1.25	−21.9%
Pakistan	3.711	7.726	6.700	5.685	4.669	−17.9%

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 30.87 million (+25.3% on the same months of 2025, USD 24.64 million); imports from Pakistan were USD 3,331,176 (+4.9% on USD 3,174,527), a 10.79% share.

Pakistan in Canada's imports

Indicator	2016	2020	2021	2022	2023	2024	2025
Imports from Pakistan (USD million)	6.20	3.71	4.42	7.73	6.70	5.68	4.67
Share of Canada's imports	11.84%	13.49%	13.60%	17.26%	15.04%	13.80%	11.46%
Rank among suppliers	4th	3rd	3rd	3rd	3rd	3rd	3rd

Insight: Canada imports about USD 40–45 million a year of leather apparel (USD 40.74 million in 2025, −1.1%), down from USD 52.4 million in 2016. Pakistan has been the 3rd supplier every year since 2020; its sales peaked at USD 7.73 million in 2022 and fell to USD 4.67 million in 2025 (−17.9%). In January–August 2026 the market recovered strongly (+25.3%), but imports from Pakistan grew only +4.9%, so its share slipped to 10.79%.

Where demand is: imports by province (USD)

Province	2022	2023	2024	Share 2024
Ontario	23,348,739	23,173,955	20,963,520	50.9%
Quebec	15,516,329	15,506,908	14,040,823	34.1%
British Columbia	3,977,399	3,801,651	4,010,716	9.7%
Alberta	1,382,670	1,521,252	1,582,493	3.8%
Manitoba	502,821	462,540	566,348	1.4%
Saskatchewan	37,606	71,710	39,864	0.1%
New Brunswick	5,094	9,046	5,382	0.0%

Ontario, Quebec and British Columbia together accounted for 94.7% 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 420310, all countries (detailed), complete years, USD; accessed 12 October 2026: https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=10%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C420310&lang=eng

[2] Trade Data Online, HS 420310, 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=%7C420310&lang=eng

[3] Trade Data Online, HS 420310, 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=%7C420310&lang=eng

4. Import Market Analysis

Supplier shares of Canada's imports of leather apparel (%)

Supplier	2020	2022	2023	2024	2025
Italy (incl. Vatican City State)	21.2%	17.8%	20.7%	22.3%	23.9%
India	26.3%	25.2%	22.8%	23.7%	23.6%
China	12.3%	8.0%	6.5%	8.1%	9.2%
Türkiye	5.1%	4.7%	7.4%	8.0%	8.6%
Korea, South	1.1%	4.3%	2.9%	2.7%	3.3%
United States	5.2%	5.0%	6.3%	3.9%	3.1%
Pakistan	13.49%	17.26%	15.04%	13.80%	11.46%

- **Italy (23.9%)** is the largest supplier, duty-free under CETA, with premium fashion leather. It grew +39.8% in January–August 2026.
- **India (23.6%)** is the largest Asian supplier and grew +30.5% in January–August 2026.
- **Pakistan (11.46%)** is third. Its share peaked at 17.3% in 2022.
- **China (9.2%) and Türkiye (8.6%)** are the other main suppliers; Türkiye has grown steadily and rose +50.9% in January–August 2026. China pays the full 13% MFN rate.
- **Market concentration:** the top three suppliers held 59.0% of imports in 2025. Buying is very fragmented: the Canadian Importers Database lists 302 importers for 80.50% of imports (CAD 61.1 million in 2024), and the top 10 hold only 34.49%. From Pakistan, 24 importers account for 80.35% of CAD 8.2 million, and the top three for 55.74%.
- **Regional demand:** Ontario cleared 50.9% of imports in 2024 and Quebec 34.1%, where many fashion and leather companies are based.

> **Insight:** Pakistan has a solid position but has been losing share since 2022 while Italy, India and Türkiye gained. The buyer base is broad, from fashion chains to motorcycle, western-wear and industrial buyers, so exporters can target segments where Pakistan's jackets and protective leather are already known.

References

[1] Trade Data Online, HS 420310 (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=%7C420310&lang=eng

[2] Trade Data Online, HS 420310, 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=%7C420310&lang=eng

[3] Canadian Importers Database, HS 420310, major importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=420310&lang=eng

[4] Canadian Importers Database, HS 420310, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=420310&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, for example through harmful chemicals in the leather or dyes. There is no product-specific Canadian standard for leather apparel, so this general rule applies.	Canada Consumer Product Safety Act (CCPSA), ss. 7–8
No false or misleading safety claims	Labels and advertising must not be false or misleading about safety (for example abrasion or impact protection claims on motorcycle jackets).	CCPSA, ss. 9–10
Records and traceability	Importers and sellers must keep documents showing from whom they got the product and to whom they sold it.	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.	CCPSA, s. 14
Animal origin	Fully tanned leather and leather products are not subject to any CFIA import requirements and need no documents or inspection at the border.	CFIA, terrestrial animal products import policy
Protected species	Apparel made with leather from CITES-listed species (for example some reptile skins) needs CITES permits. Ordinary cow, goat, sheep or lamb leather does not.	Environment and Climate Change Canada (CITES)

5.2 Packaging requirements

- There is no Canadian packaging standard for leather apparel. Garments are usually shipped on hangers or folded in individual polybags, packed by style, size and colour in export cartons.
- Each carton should carry a style and lot code so the importer can meet the CCPSA traceability and recall requirements.

5.3 Labelling requirements

Label element	Requirement
Textile fibre content	Leather is not a textile fibre, but apparel is a consumer textile article under the Textile Labelling and Advertising Regulations when it contains textile parts. Textile linings, insulation and trims must be declared by fibre content (for example "Lining / Doublure: 100% polyester"), in English and French, with the dealer's identity (name and address or CA number), on a permanent label. The importer should confirm how the leather and textile parts are to be declared.
Dealer identity	Name and address of the Canadian dealer, or a CA identification number from the Competition Bureau.
Care information	Care labelling is voluntary in Canada, but if given it must be accurate; leather garments usually carry "professional leather clean only" instructions.
Country of origin	The Marking of Imported Goods Order lists wearing apparel of textile fibres and leather gloves, but not leather garments as such (inferred from the Order's list), so marking is not mandatory at import; most buyers still ask for "Made in Pakistan" on the label.
Bilingual labelling	Mandatory consumer information must appear in English and French.

The importer is responsible for compliance, so the exporter should agree the sewn-in label, hang tags and origin marking with the importer before production.

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

Quebec cleared 34.1% of Canada's imports of leather apparel in 2024, and nine of the 24 importers buying from Pakistan are based in Quebec, including BRP, Zara, Mango and several Montréal leather companies. 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 leather apparel labels	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 "genuine leather", "lambskin", "waterproof" or "CE armour".	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 "Genuine Leather", "Biker Jacket" or "Rider Series") 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: Use one fully bilingual hang tag and sewn-in label for all of Canada, with French at least as large and visible as the English, and translate every descriptive word, including words inside the logo (for example "Genuine Leather / Cuir véritable", "Biker Jacket / Blouson de moto"). 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] CFIA, Terrestrial animal products and by-products import policy (fully tanned leather and leather products): https://inspection.canada.ca/en/animal-health/terrestrial-animals/imports/import-policies/products-and-products/terrestrial-animal-products-and-products

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

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

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

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

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

[9] 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

[10] 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

[11] 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

[12] 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). Leather apparel has no mandatory Canadian product standard.	Health Canada
Flammability	Textile parts of apparel (linings, insulation) must meet the Textile Flammability Regulations.	Textile Flammability Regulations (SOR/2016-194)
Import licence	No import licence or permit is required for leather apparel. CFIA does not regulate fully tanned leather products.	CFIA import policy
Exotic leathers	CITES permits from both Pakistan and Canada are needed for products made from listed species.	Environment and Climate Change Canada
Product safety obligations	Importer must keep traceability records, report serious incidents within two days, and carry out recalls if ordered.	CCPSA, ss. 13–14, 31–32
Proof of origin for GPT	To claim the GPT rate (8% instead of 13%), the importer must hold proof of origin for goods that meet the GPT rules of origin and are shipped directly to Canada.	CBSA Memorandum D11-4-2
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 and taxes (GST/HST applies at import).	CBSA

References

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

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

[3] CFIA, Terrestrial animal products and by-products import policy: https://inspection.canada.ca/en/animal-health/terrestrial-animals/imports/import-policies/products-and-products/terrestrial-animal-products-and-products

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

[5] CBSA, Memorandum D11-4-2, Proof of Origin: https://www.cbsa-asfc.gc.ca/publications/dm-md/d11/d11-4-2-eng.html

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

[7] 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
4203.10.00 (suffixes 10, 31, 32, 51, 52, 90)	Articles of apparel of leather or composition leather: overcoats and car-coats; wind-cheaters and similar jackets; jackets and blazers; other. Unit: number	13%	8%	Free: LDCT, CPTPT, UST/MXT, CEUT, UKT, CCCT, CIAT, CT, CRT, IT, NT, SLT, PT, COLT, JT, PAT, HNT, KRT, UAT; AUT and NZT 6.5%

Pakistan is a beneficiary of Canada's General Preferential Tariff (GPT), which covers leather apparel, so Pakistan pays 8% instead of the 13% MFN rate. China no longer qualifies for the GPT and pays 13%. Leather apparel enters duty-free from Italy and other EU members (CETA), the United Kingdom, Korea, Vietnam and Japan (CPTPP), the United States and Mexico (CUSMA), and least developed countries such as Cambodia. GST/HST is also payable at import.

> **Insight:** The GPT gives Pakistan a 5-point advantage over China, but duty-free suppliers, led by Italy, held about 39.5% of imports in 2025. Every shipment should carry the documents the importer needs to claim the 8% rate.

References

[1] CBSA, Customs Tariff 2026, Chapter 42, tariff item 4203.10.00: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch42-eng.html

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

[3] CBSA, Memorandum D11-4-2, Proof of Origin: https://www.cbsa-asfc.gc.ca/publications/dm-md/d11/d11-4-2-eng.html

8. Non-Tariff Barriers

- **Fashion and fit:** Canadian fashion buyers follow European trends and expect current styles, consistent sizing and short development times; leather quality and finish are checked closely.
- **Leather chemistry and traceability:** importers carry legal responsibility under the CCPSA and often ask for chemical test reports (for example chromium VI and azo dyes) and tannery certification, even though Canada has no apparel-specific limit.
- **Protective performance:** motorcycle and welding buyers ask for test reports against recognised protective-clothing standards.
- **Labelling:** garments without correct bilingual labels for linings and dealer identity must be relabelled before sale, at the importer's cost.
- **Quebec French-language rules (Bill 96):** labels, hang tags and instructions for garments sold in Quebec must be in French. Quebec cleared 34.1% of imports in 2024.
- **Proof of origin for the GPT:** if documents are missing or the goods are not shipped directly, the importer pays 13% instead of 8%.
- **Seasonality:** leather jackets and coats sell mainly from September to December, so orders are placed in spring.

References

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

[2] CBSA, Memorandum D11-4-2, Proof of Origin: https://www.cbsa-asfc.gc.ca/publications/dm-md/d11/d11-4-2-eng.html

[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] 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 leather apparel reaches Canadian users through the channels below. The company examples are taken from the Canadian Importers Database list of importers of HS 420310 from Pakistan (2024).

Channel	Role	Examples of importers buying from Pakistan (CID, 2024)
Fashion chains and brands	Leather jackets and coats sold in their own stores and online	Zara Canada and Mango (Montréal, QC); H&M (Toronto, ON); Michael Kors Canada; DK Company Canada (Saint-Laurent, QC); Modes Sly & Co (Montréal, QC)
Leather specialists and importers	Import and wholesale leather garments to retailers	A.M.I. Leathers (Mississauga, ON); Collection La Marque and Les Importations Bolide (Montréal, QC); Leather Master (Winnipeg, MB); CHR Fashion (Milton, ON)
Motorcycle and powersports	Riding jackets and suits for dealers and riders	BRP (Bombardier Recreational Products; QC); Parts Canada (Calgary, AB); Lords of Gastown (Vancouver, BC)
Western wear and specialty retail	Western and outdoor leather apparel	Lammle's Western Wear (Calgary, AB)
Industrial and other	Welding and protective leather; regalia	Messer Canada (Mississauga, ON); Canadian Masonic Supply (High River, AB)

For a Pakistani exporter, the most practical entry routes are: (1) Canadian leather specialists and importers, many in Montréal, which supply independent retailers; (2) fashion chains' sourcing offices for private-label jackets; and (3) motorcycle and powersports distributors for riding apparel.

References

[1] Canadian Importers Database, HS 420310, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=420310&lang=eng

[2] Canadian Importers Database, HS 420310, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=420310&countryCode=527

10. Pricing

Level	Product / basis	Price	Source
Retail (online)	Men's Perfecto leather jacket, real lambskin	CAD 124.11	amazon.ca
Retail (online)	Men's genuine lambskin classic biker jacket	CAD 158.19	amazon.ca
Retail (online)	Men's varsity-style genuine leather bomber, lambskin	CAD 179.90	amazon.ca
Retail (online)	Men's genuine lambskin bomber with removable sherpa collar	CAD 242.54	amazon.ca
Retail (online)	Decrum cafe racer real lambskin leather jacket	CAD 267.95	amazon.ca

Level	Product / basis	Price	Source
Retail (premium, made in Canada)	Roots Leather Bubble Jacket	CAD 1,198.00	roots.com
Retail (premium, made in Canada)	Roots Women's Leather Double Breasted Blazer	CAD 1,298.00	roots.com
Export (FOB Pakistan), all markets	Average value per unit, PCT 4203.10, FY2025-26	USD 41.05 per unit	TIPP
Export (FOB Pakistan), to Canada	Average value per unit of exports to Canada, FY2025-26	USD 48.89 per unit	TIPP

Retail prices were checked on 12 October 2026 and change often; the country of origin was not shown for the online listings. Imported lambskin jackets sell online at about CAD 125–270, while Canadian-made premium jackets sell at over CAD 1,000. Export unit values are calculated from TIPP value and quantity. A Canadian importer adds the 8% GPT duty, freight, brokerage and its own and the retailer's margins.

References

[1] Amazon.ca, Leather Jacket Mens Perfecto, real lambskin: https://www.amazon.ca/Leather-Jacket-PERFECTO-3X-Large-Regular/dp/B0HC8K4KCH

[2] Amazon.ca, Men's Genuine Lambskin Leather Classic Biker Style Jacket: https://www.amazon.ca/Genuine-Lambskin-Leather-Classic-lambskin/dp/B0B783PWKH

[3] Amazon.ca, Men's Varsity Style Genuine Leather Bomber Jacket: https://www.amazon.ca/Cuir-Jackets-Varsity-Leather-Bomber/dp/B0983D1SCV

[4] Amazon.ca, Mens Genuine Lambskin Bomber Jacket, removable sherpa collar: https://www.amazon.ca/leather-Genuine-Lambskin-Removable-Collar/dp/B0DLGV2J73

[5] Amazon.ca, Decrum Cafe Racer Real Lambskin Leather Jacket: https://www.amazon.ca/Mens-Black-Leather-Jacket-Jackets/dp/B09VL637LR

[6] Roots, Leather Bubble Jacket: https://www.roots.com/ca/en/leather-bubble-jacket-49010052.html

[7] Roots, Womens Leather Double Breasted Blazer: https://www.roots.com/ca/en/womens-leather-double-breasted-blazer-49010048.html

[8] TIPP, Export Trade Data, PCT 4203.10 (values and quantities used to calculate unit values): https://tipp.gov.pk/index.php?r=site/display&id=305

11. Reasons for Pakistan's Low/High Share

Why Pakistan has a strong position

- Leather garment industry: Pakistan exports about USD 245 million of leather apparel a year, mainly jackets.
- GPT advantage: Pakistan pays 8% while China pays 13%.
- A broad buyer base: 24 Canadian importers bought from Pakistan in 2024, across fashion, leather specialist, motorcycle and industrial channels.

Why the share is falling

- Duty-free Italian leather: Italy holds almost a quarter of the market and pays no duty under CETA.
- Competition from India and Türkiye, which both gained share in 2025 and 2026.
- Fashion risk: leather apparel demand depends on trends, and buyers expect fast design changes.

References

[1] Trade Data Online, HS 420310 (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=%7C420310&lang=eng

[2] Canadian Importers Database, HS 420310, importers of goods from Pakistan: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=420310&countryCode=527

[3] TIPP, Export Trade Data, PCT 4203.10: https://tipp.gov.pk/index.php?r=site/display&id=305

12. Recommendations

- **Work with Montréal and Toronto leather specialists.** A.M.I. Leathers, Collection La Marque, CHR Fashion and other importers on the Pakistan list supply many independent retailers; two smaller leather importers on the list appear to have closed (Section 14).
- **Target motorcycle and powersports apparel.** BRP, Parts Canada and motorcycle brands buy riding jackets with protective features, where test reports add value.
- **Invest in design and finish.** Current styles, soft lambskin and quality finishing help compete with Italian and Turkish garments.
- **Claim the GPT on every shipment.** Make sure the importer has the proof of origin it needs to pay 8% instead of 13%.
- **Be compliance-ready.** Provide chemical test reports, tannery certification, bilingual labels for linings, and French tags for Quebec (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 420310, major importers of goods from Pakistan: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=420310&countryCode=527

13. Pakistani Exporters

Canadian buyers looking for Pakistani suppliers of leather jackets, coats and other leather apparel can use these official sources:

- Pakistan Exporters Directory (TDAP), search by HS code 4203.
- TDAP list of exporters of articles of leather (Chapter 42); leather garment exporters are concentrated in Karachi, Lahore and Sialkot.

TIPP data shows that Pakistani exporters shipped leather apparel to 96 destinations in FY2025-26.

References

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

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

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

[4] TIPP, Export Trade Data, PCT 4203.1010, 4203.1020, 4203.1030 and 4203.1090, 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 leather jackets, coats and other leather apparel (HS 420310). 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=420310&lang=eng**.

Company	City, Province	Postal code	Phone	Website
BOMBARDIER PRODUITS RECREATIFS INC. / BOMBARDIER RECREATIONAL PRODUCTS (BRP)	Maricourt, Quebec	J0E 2L0	450-532-2211	brp.com
CANADIAN MASONIC SUPPLY	High River, Alberta	T1V 1L8	1-855-666-2766 * †	masonicsupply.ca
COLLECTION LA MARQUE INC.	Montréal, Quebec	H2N 2A5	514-383-7600 †	lamarquecollection.com
DK COMPAGNIE CANADA INC. / DKCOMPANY CANADA INC.	Saint-Laurent, Quebec	H4N 3H8	514-334-1265	dkcompany.ca
H&M HENNES & MAURITZ INC.	Toronto, Ontario	M5G 1Z3	416-673-6495	hm.com/en_ca
JACK'S PAWNSHOP	Langley, British Columbia	V3A 4E8	604-533-4707	jacksinlangley.com
LAMMLE'S WESTERN WEAR LTD.	Calgary, Alberta	T2Z 4A2	403-293-6702 †	lammles.com
LORDS OF GASTOWN MOTORCYCLE COMPANY INC.	Vancouver, British Columbia	V5L 1V4	778-683-5462 †	lordsofgastown.com
MANGO ON LINE CANADA CORPORATION	Montréal, Quebec	H3B 4M7	1-844-688-5070 *	shop.mango.com/ca
MESSER CANADA INC.	Mississauga, Ontario	L5R 0A2	905-501-1700	messer-ca.com
MICHAEL KORS CANADA HOLDINGS LTD.	Halifax, Nova Scotia	B3J 3N2	1-855-898-5677 *	michaelkors.ca
MODES SLY & CO	Montréal, Quebec	H3L 2Y8	514-858-0022	slyandco.com
PARTS CANADA DEVELOPMENT CO.	Calgary, Alberta	T3J 0P7	403-250-6611 †	partscanada.com
ROYAL J & M DISTRIBUTING INC.	Guelph, Ontario	N1K 1B7	519-822-7081	royaldistributing.com
SEMAKA HOLDINGS LTD (ONE STOP BIKER SHOP)	Edmonton, Alberta	T6R 1H4	780-443-0543 * †	onestopbikershop.ca
ZARA CANADA INC	Montréal, Quebec	H3B 4G7	514-695-1839 †	zara.com/ca

*Sixteen of the 24 companies the Canadian Importers Database lists as importing leather apparel from Pakistan in 2024 (all with Canadian addresses). Contact details and websites checked on 12 October 2026. * Phone number taken from the company's own website, because YellowPages.ca had no listing (Canadian Masonic Supply: toll-free line; Mango and Michael Kors: Canadian customer service lines; Semaka Holdings: the One Stop Biker Shop store it operates, per City of Edmonton business licence records). † YellowPages.ca or the company website gives a different address from the CID, so confirm before contacting (Canadian Masonic Supply: Unit A, 1102 18th St SE, High River, T1V 2A6; Collection La Marque: 9150 rue Meilleur, Montréal, H2N 1C3, likely the same building; Lammle's: head office confirmed at the CID address but no head-office phone, so the Sunridge store line is shown; Lords of*

Gastown: website now gives #107-20167 96th Ave, Langley, BC; Parts Canada: the YellowPages.ca number is listed at 2916 21 St NE, Calgary, T2E 6Z2, and may be outdated; Semaka Holdings: 10007 167 St NW, Edmonton, T5P 3W3; Zara Canada: 6815 Route Transcanadienne, Pointe-Claire, H9R 1C4, a store). Not listed: A.M.I. Leathers (Mississauga, 905-858-9800), Les Importations Bolide (Montréal), Plus Five (Orillia) and Ramhi Global Retails (Concord) have no website that could be confirmed; CHR Fashion (Milton, Mauritius Leather brand) has a phone only in a trade directory; Leather Master (Winnipeg) has a website with no content; Plongé Leathers is marked permanently closed on YellowPages.ca; and The Hide House is running a closing-down sale. BRP, Parts Canada, Royal Distributing, Lords of Gastown and Semaka buy motorcycle and powersports leathers; Messer Canada and Canadian Masonic Supply buy protective and regalia leather. 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 420310, major Canadian importers (all countries, 2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=420310&lang=eng

[2] Canadian Importers Database, HS 420310, major importers by country of origin: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=420310

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

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

[5] Canadian Masonic Supply, company website: https://masonicsupply.ca/

[6] Mango Canada, customer service: https://shop.mango.com/ca

[7] Michael Kors Canada, customer service: https://www.michaelkors.ca/

[8] One Stop Biker Shop, company website: https://onestopbikershop.ca/

[9] Lammle's Western Wear, company website: https://www.lammles.com/

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