PRODUCT REPORT

Soccer Balls and Other Inflatable Balls

HS Code 9506.62 | Export market guide: Pakistan to Canada | October 2026

Key facts at a glance

Indicator	Value	Source
Canada's imports of inflatable balls (HS 950662), 2025	USD 34.49 million (+13.0% vs 2024)	Trade Data Online
Canada's imports from Pakistan, 2025	USD 4.71 million (13.66% share; +47.2% vs 2024; +178.4% vs 2020)	Trade Data Online
Pakistan's rank among suppliers	3rd in 2025, just behind Vietnam; 4th from 2020 to 2024	Trade Data Online
Pakistan in 2026 so far	January–August 2026: USD 2.82 million (+15.5%), a 12.23% share, 2nd after China; total imports −9.3%	Trade Data Online
Largest supplier to Canada	China: USD 17.39 million, 50.4% share (2025)	Trade Data Online
Pakistan's exports to Canada, FY2025-26	USD 5.79 million, 1.21 million balls; Canada was the 13th-largest market	TIPP
Canadian import duty	Free from all origins (MFN, GPT and all FTA rates)	CBSA Customs Tariff 2026
Key product rules	Country-of-origin marking ("Made in Pakistan"); bilingual product identity and dealer name on packaged balls; general product safety, plus toy rules for balls made for young children	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)	56 importers account for 80.40% of imports (CAD 42.5 million); the top 3 hold 28.98%. From Pakistan: 10 importers, the top 3 hold 60.56% of CAD 4.4 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 9506.62 covers inflatable balls for sports and outdoor games, other than golf and table-tennis balls. In Canada's 2026 Customs Tariff the tariff item is 9506.62.00, with statistical suffixes for basketballs (10), soccer balls (20) and other inflatable balls such as volleyballs, footballs, rugby and handballs (90) (unit: number).

Products outside this code, which exporters should classify separately:

- Tennis balls: HS 9506.61; other balls that are not inflatable, such as baseballs, cricket balls and hockey balls: HS 9506.69.
- Toy balls for young children that are not sports balls: HS 9503; exercise and stability balls: HS 9506.91.
- Ball pumps and needles sold separately: HS 8414 and 9506.99.

Sialkot is one of the world's main centres for hand-stitched and thermo-bonded soccer balls, making match, training and promotional balls for global brands. In Canada, soccer is the largest youth team sport, and demand peaked around the 2026 FIFA World Cup, which Canada co-hosted with the United States and Mexico.

References

[1] CBSA, Customs Tariff 2026, Chapter 95, tariff item 9506.62.00: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch95-eng.html

[2] Canadian Importers Database, HS 950662, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=950662&lang=eng

2. Pakistan's Exports (Production)

The Trade Information Portal of Pakistan (TIPP) reports exports under three national tariff lines: 9506.6210 soccer balls, 9506.6220 footballs other than leather, and 9506.6290 other. The table shows the total of the three lines by fiscal year (July–June). Soccer balls make up more than 98% of the value.

Pakistan's exports of inflatable balls (PCT 9506.62)

Fiscal year	World (USD million)	World (million balls)	Unit value (USD/ball)	Canada (USD million)	Canada (thousand balls)	Canada rank / share	Destinations
FY2021-22	192.3	43.2	4.45	1.86	440	20th / 1.0%	134
FY2022-23	238.9	52.5	4.55	2.34	506	22nd / 1.0%	139
FY2023-24	254.2	57.0	4.46	2.83	542	18th / 1.1%	128
FY2024-25	229.8	49.9	4.60	3.66	783	17th / 1.6%	128
FY2025-26	256.8	56.0	4.58	5.79	1,211	13th / 2.3%	129
FY2026-27 (Jul–Sep)	43.5	9.7	4.49	0.45	97	20th / 1.0%	100

Quantities are numbers of balls as recorded by TIPP. FY2026-27 covers July–September 2026 only. In FY2025-26 the largest markets were the United States (USD 48.7 million), Germany (35.3), the Netherlands (22.7), the United Kingdom (14.9) and Spain (13.4); Canada ranked 13th.

> **Insight:** Pakistan exports about USD 190–260 million of inflatable balls a year, mostly soccer balls, to more than 120 countries. Exports to Canada rose from USD 1.86 million in FY2021-22 to USD 5.79 million in FY2025-26, ahead of the 2026 World Cup, and fell back to USD 0.45 million in July–September 2026.

References

[1] Trade Information Portal of Pakistan (TIPP), Export Trade Data dashboard, PCT 9506.6210, 9506.6220 and 9506.6290, filtered by fiscal year (FY2021-22 to FY2026-27), all countries, values in USD and quantities in units; 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 inflatable balls (HS 950662), USD million

From	2020	2022	2023	2024	2025	Change 2024–25
Total imports	**15.44**	**27.20**	**29.94**	**30.53**	**34.49**	**+13.0%**
China	7.45	11.80	13.08	14.17	17.39	+22.7%
Vietnam	2.68	5.42	6.07	4.59	4.75	+3.5%
Thailand	2.05	4.03	4.21	4.76	3.93	−17.5%
Indonesia	0.03	1.13	0.81	0.93	1.26	+35.8%
United States	0.72	0.73	1.05	1.24	0.95	−22.8%
Pakistan	1.692	2.584	3.345	3.200	4.711	+47.2%

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 23.02 million (−9.3% on the same months of 2025, USD 25.38 million); imports from Pakistan were USD 2,815,902 (+15.5% on USD 2,438,426), a 12.23% share.

Pakistan in Canada's imports

Indicator	2016	2020	2021	2022	2023	2024	2025
Imports from Pakistan (USD million)	2.17	1.69	1.38	2.58	3.34	3.20	4.71
Share of Canada's imports	10.56%	10.96%	6.87%	9.50%	11.17%	10.48%	13.66%
Rank among suppliers	2nd	4th	4th	4th	4th	4th	3rd

Insight: Canada imported USD 34.49 million of inflatable balls in 2025, more than double the 2020 level. Imports from Pakistan grew +47.2% in 2025 to USD 4.71 million, moving Pakistan from 4th to 3rd place, close behind Vietnam. In January–August 2026, imports from Pakistan rose another 15.5% while total imports fell 9.3%, and Pakistan was the 2nd-largest supplier.

Where demand is: imports by province (USD)

Province	2022	2023	2024	Share 2024
Ontario	17,287,315	20,117,461	20,468,455	67.0%
Quebec	4,435,286	4,081,760	3,793,852	12.4%
British Columbia	3,763,188	3,852,169	3,789,151	12.4%
Alberta	883,777	1,197,083	1,644,844	5.4%
Manitoba	758,898	639,105	776,506	2.5%
Saskatchewan	9,708	8,398	31,128	0.1%
New Brunswick	23,701	23,136	26,668	0.1%

Ontario, Quebec and British Columbia together accounted for 91.9% 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 950662, 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=%7C950662&lang=eng

[2] Trade Data Online, HS 950662, 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=%7C950662&lang=eng

[3] Trade Data Online, HS 950662, 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=%7C950662&lang=eng

4. Import Market Analysis

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

Supplier	2020	2022	2023	2024	2025
China	48.2%	43.4%	43.7%	46.4%	50.4%
Vietnam	17.4%	19.9%	20.3%	15.0%	13.8%
Thailand	13.3%	14.8%	14.1%	15.6%	11.4%
Indonesia	0.2%	4.2%	2.7%	3.0%	3.6%
United States	4.6%	2.7%	3.5%	4.0%	2.8%
Pakistan	10.96%	9.50%	11.17%	10.48%	13.66%

- **China (50.4%)** is the largest supplier, mainly of machine-stitched and laminated basketballs, volleyballs and low-price soccer balls (inferred).
- **Vietnam (13.8%) and Thailand (11.4%)** make basketballs and branded balls for global brands; both lost ground in 2025 and fell sharply in January–August 2026.
- **Pakistan (13.66%)** is the leading supplier of soccer balls, the largest part of its sales (inferred from TIPP product lines).
- **Indonesia (3.6%)** is growing (+35.8% in 2025).
- **Market concentration:** the top three suppliers held 77.9% of imports in 2025. The Canadian Importers Database lists 56 major importers for 80.40% of imports (CAD 42.5 million in 2024); the top three hold 28.98%. From Pakistan, 10 importers bought CAD 4.4 million, and the top three hold 60.56%.
- **Regional demand:** Ontario cleared 67.0% of imports in 2024, Quebec 12.4% and British Columbia 12.4%.

> **Insight:** Pakistan is the natural supplier for soccer, and its share has grown while Vietnam and Thailand fell. The main opportunity is to supply more of the basketballs, volleyballs and other inflatable balls that Canada buys from China, and to win club and school programs beyond the big brands.

References

[1] Trade Data Online, HS 950662 (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=%7C950662&lang=eng

[2] Trade Data Online, HS 950662, 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=%7C950662&lang=eng

[3] Canadian Importers Database, HS 950662, major importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=950662&lang=eng

[4] Canadian Importers Database, HS 950662, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=950662&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. There is no Canadian product standard for sports	Canada Consumer Product Safety Act (CCPSA), ss. 7–8

Requirement	What it means for Pakistani exporters	Authority / legal basis
	balls, so this general rule applies.	
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. Small-size soccer balls marketed for young children's play may fall under these rules (inferred); the importer should confirm.	Toys Regulations (SOR/2011-17), ss. 1, 7, 23
Phthalates in vinyl	Vinyl (PVC) in toys and child care articles must not contain more than 1,000 mg/kg of the listed phthalates (DEHP, DBP and BBP; DINP, DIDP and DnOP in parts a young child can mouth). This matters for PVC-covered balls sold for children.	Phthalates Regulations (SOR/2016-188)
No false or misleading claims	Labels and packaging must not be false or misleading about safety. Performance claims such as "FIFA Quality" may be used only if the ball holds that certification.	CCPSA, ss. 9–10; Consumer Packaging and Labelling Act, s. 7
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, which matters for hand-stitched balls.	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

- Most balls are shipped deflated or inflated in cartons and sold loose, in a net bag or in a retail box. Pre-packaged balls (for example in a box or sealed bag) must follow the Consumer Packaging and Labelling Act: the package must not be misleading and must carry the product identity and dealer details (see 5.3).
- If the packaging hides the country-of-origin marking on the ball, the packaging itself must also be marked with the country of origin (CBSA Memorandum D11-3-1).
- Each carton should carry a lot or order code so the importer can meet the CCPSA traceability and recall requirements.

5.3 Labelling requirements

Label element	Requirement
Country of origin	Toys, games and athletic and sporting goods are listed in Schedule I of the Marking of Imported Goods Order (Section 3, item 7). Balls 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 printed on the ball panel.
Product identity (pre-packaged)	The common name or function (for example "Soccer ball / Ballon de soccer") 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 "2 balls / 2 ballons"); not needed for a single ball that is clearly visible in the package.
Dealer name and address (pre-packaged)	The name and principal place of business of the dealer (importer or manufacturer), in English or French, anywhere on the package except the bottom.
Textile fibre content	Not required: sports and games equipment that incorporates textile fibres is exempt from textile labelling (Schedule II, item 2(d), of the Textile Labelling and Advertising

Label element	Requirement
	Regulations).
Size and inflation	Ball size (for example size 3, 4 or 5) and recommended pressure are shown by commercial practice and are usually printed on the ball.

Balls supplied to a brand or club in plain form for decoration 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 12.4% of Canada's imports of inflatable balls in 2024, and three of the eight Canadian importers from Pakistan (Decathlon Canada, Soccer Logica and Sport Savifoot) 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 ball 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, boxes, inflation instructions and warranty cards) must be in French. This includes claims printed on the product or its packaging, such as "match ball", "hand-stitched", "water-resistant" or "official size and weight".	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 "Match Ball", "Training Ball" or "Pro Soccer") 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	Charter ss. 205–207

Rule	What it means for ball labels	Legal basis
	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.	

Insight: Print the ball, hang tag and box so they work for all of Canada: bilingual product identity, and French at least as large and visible as the English for every descriptive word, including words inside logos (for example "Match Ball / Ballon de match", "Training Ball / Ballon d'entraînement"). Note that Quebec French uses "ballon de soccer". 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] Phthalates Regulations (SOR/2016-188): https://laws-lois.justice.gc.ca/eng/regulations/SOR-2016-188/FullText.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] 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

[8] CBSA, Memorandum D11-3-1, Marking of Imported Goods (Appendix A, Schedule I, Section 3, item 7): https://www.cbsa-asfc.gc.ca/publications/dm-md/d11/d11-3-1-eng.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 sports balls; buyers set specifications for size, weight, circumference, bounce and water uptake, often by reference to FIFA Quality Programme tests (a private standard).	Health Canada
Balls for young children	Toys Regulations apply to products intended for children under 14 in play; phthalate limits apply to vinyl in toys.	SOR/2011-17; SOR/2016-188

Aspect	Requirement	Authority / reference
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	Each ball marked "Made in Pakistan" (English or French), legible and permanent; packaging too if it hides the mark.	CBSA D11-3-1
Forced and child labour	Prohibited imports; importers ask for social-compliance audits and stitching-centre monitoring.	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 (no duty; 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] Phthalates Regulations (SOR/2016-188): https://laws-lois.justice.gc.ca/eng/regulations/SOR-2016-188/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
9506.62.00 (suffixes 10, 20, 90)	Inflatable balls: basketballs (10), soccer balls (20), other (90). Unit: number	Free	Free	Free: all preferential tariffs (CUSMA, CPTPP, CETA, UK, LDCT and others)

Inflatable balls enter Canada duty-free from every origin, including Pakistan. No certificate of origin is needed, because the MFN rate is already zero. GST/HST is payable at import.

> **Insight:** Tariffs give no supplier an advantage, so competition is on price, quality, certification and delivery.

References

[1] CBSA, Customs Tariff 2026, Chapter 95, tariff item 9506.62.00: 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

8. Non-Tariff Barriers

- **Brand-controlled supply chains:** adidas, Nike and Puma place most branded orders through global sourcing offices with long-term factory approvals, so new suppliers need audits and several seasons of sampling.
- **Quality certification:** clubs, leagues and retailers often ask for balls tested to FIFA Quality Programme or similar criteria, which adds testing cost per model (private requirement).
- **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. Buyers of hand-stitched balls ask for proof that stitching centres are monitored.
- **Origin marking:** balls without a clear "Made in Pakistan" mark can be held at the border until marked.
- **Quebec French-language rules (Bill 96):** printing on balls, tags and boxes sold in Quebec must be in French, with French at least as prominent as any other language. Quebec accounted for 12.4% of Canada's imports in 2024.
- **Seasonality:** outdoor soccer runs from May to September in most of Canada, so retail and club orders are placed in winter for spring delivery; indoor and futsal balls sell in autumn.
- **Logistics:** shipments from Karachi to Toronto or Montréal involve 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 balls reach Canadian players through the channels below. The examples are from the Canadian Importers Database lists of major importers of HS 950662 (2024).

Channel	Role	Examples of importers (CID, 2024)
Global sports brands	Branded match, training and replica balls	From Pakistan: adidas Canada (Concord, ON); Puma Canada (Toronto, ON); Derbystar Canada (Woodbridge, ON). Others: Nike Canada (Toronto, ON)
Sporting goods retailers	Branded and private-label balls for families and recreational players	From Pakistan: Decathlon Canada (Montréal, QC). Others: Canadian Tire and FGL Sports / Sport Chek (Toronto, ON; Calgary, AB)
Soccer specialists and team suppliers	Club, academy and league programs, often with custom printing	From Pakistan: Soccer Logica / Eletto Sport (Montréal-Nord, QC); Sport Savifoot (Saint-Léonard, QC); Sportfactor (Edmonton, AB). Others: Soccer and Rugby Supplies (Markham, ON); OneTeam Sports Group (Winnipeg, MB)
National federation	Balls for national teams and development programs	Canada Soccer (Ottawa, ON), which imports from Pakistan
School and institutional suppliers	Physical-education equipment for schools and recreation centres	Marchant's School Sport (Toronto, ON); School Specialty Canada (Ottawa, ON); Omnikin (Lévis, QC); Monilex Sports (Burlington, ON)
Mass merchants and online	Low-price recreational balls	Walmart Canada, Costco, Dollarama, Winners; Whaleco Canada (Temu)

For a Pakistani maker, the practical routes are: (1) soccer specialists and team suppliers, which buy custom-printed balls in moderate volumes; (2) school and institutional suppliers, which buy durable training balls; and (3) private-label programs with sporting goods retailers. Branded business with adidas and Puma is placed through their global sourcing offices.

References

[1] Canadian Importers Database, HS 950662, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=950662&lang=eng

[2] Canadian Importers Database, HS 950662, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=950662&countryCode=527

10. Pricing

Level	Product / basis	Price	Source
Retail	Lotto Match Soccer Ball	CAD 9.97 clearance (was 24.99)	sportchek.ca
Retail	adidas Tango Glider Soccer Ball	CAD 24.99	sportchek.ca
Retail	adidas FIFA World Cup 26 Trionda Training Soccer Ball	CAD 44.99	sportchek.ca
Retail	adidas FIFA World Cup 26 Trionda League Soccer Ball	CAD 59.99	sportchek.ca
Retail	adidas UCL Competition Soccer Ball	CAD 89.99	sportchek.ca
Export (FOB Pakistan), to Canada	Average value of exports to Canada under PCT 9506.62, FY2025-26	USD 4.78 per ball (all markets: USD 4.58)	TIPP

Retail prices were checked on 12 October 2026 and change often; the country of origin was not shown online. Club and recreational balls sell at about CAD 25–35, training and league balls at CAD 45–60 and competition balls at about CAD 90, with World Cup lines on clearance at 30–45% off after the tournament. Export unit values are calculated from TIPP value and quantity. A Canadian importer will add freight, brokerage and its own and the retailer's margins (no duty).

References

[1] Sport Chek, Lotto Match Soccer Ball: https://www.sportchek.ca/en/pdp/lotto-match-soccer-ball-82893110f.html

[2] Sport Chek, adidas Tango Glider Soccer Ball: https://www.sportchek.ca/en/pdp/adidas-tango-glider-soccer-ball-70308900f.html

[3] Sport Chek, adidas FIFA World Cup 26 Trionda Training Soccer Ball: https://www.sportchek.ca/en/pdp/adidas-fifa-world-cup-26tm-trionda-training-soccer-ball-84148386f.html

[4] Sport Chek, adidas FIFA World Cup 26 Trionda League Soccer Ball: https://www.sportchek.ca/en/pdp/adidas-fifa-world-cup-26tm-trionda-league-soccer-ball-84148296f.html

[5] Sport Chek, adidas UCL Competition Soccer Ball: https://www.sportchek.ca/en/pdp/adidas-ucl-competition-soccer-ball-86174468f.html

[6] TIPP, Export Trade Data, PCT 9506.62 (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

- Sialkot's soccer-ball cluster has the skills, materials and testing experience to make match balls for global brands, both hand-stitched and thermo-bonded.

- Brand programs: adidas, Puma and Derbystar, all importers from Pakistan, sell their Pakistani-made balls in Canada.
- Strong growth: imports from Pakistan rose +178.4% between 2020 and 2025, and Pakistan was 2nd in January–August 2026.

What limits the share

- China dominates basketballs, volleyballs and low-price recreational balls, which are a large part of Canadian demand.
- Concentrated buyers: the top three importers from Pakistan account for 60.56% of imports from Pakistan, so the loss of one program would hurt.
- Demand after the 2026 World Cup may slow, as TIPP shows lower exports to Canada in July–September 2026.

References

[1] Trade Data Online, HS 950662 (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=%7C950662&lang=eng

[2] Canadian Importers Database, HS 950662, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=950662&countryCode=527

[3] TIPP, Export Trade Data, PCT 9506.62: https://tipp.gov.pk/index.php?r=site/display&id=305

12. Recommendations

- **Sell to soccer specialists and team suppliers.** Soccer Logica, Sport Savifoot, Sportfactor and similar suppliers buy custom-printed club and academy balls in moderate volumes.
- **Widen the range.** Offer volleyballs, rugby balls, handballs and futsal balls, so a buyer can source a full program from one Pakistani supplier instead of China.
- **Target schools and recreation.** Physical-education suppliers such as Marchant's, School Specialty and Omnikin need durable training balls at good prices.
- **Offer certified models.** FIFA Quality-tested balls and documented social-compliance and child-labour monitoring help win club and retail programs.
- **Mark and print for all of Canada.** Print "Made in Pakistan" on the ball and use bilingual tags and boxes, with French at least as prominent as English (Section 5).

Trade shows (Canada)

Show	Dates	Location	Focus
Canada Soccer and provincial soccer association annual general meetings and conferences	Check each association's calendar for 2027	Various	Meet club and league buyers

Canada has no dedicated sporting goods trade show; Canadian buyers attend international shows such as ISPO Munich, and many club purchasing decisions are made through provincial soccer associations.

References

[1] Canada Soccer (official website): https://canadasoccer.com/

[2] ISPO Munich (official website): https://www.ispo.com/en/munich

13. Pakistani Exporters

Canadian buyers looking for Pakistani suppliers of soccer balls and other inflatable balls can use these official sources:

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

TIPP data shows that Pakistani exporters shipped inflatable balls to 129 destinations in FY2025-26.

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] TIPP, Export Trade Data, PCT 9506.6210, 9506.6220 and 9506.6290, 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 soccer balls and other inflatable balls (HS 950662). 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=950662&lang=eng**.

Company	City, Province	Postal code	Phone	Website
ADIDAS CANADA LIMITED	Concord, Ontario	L4K 5B2	905-761-9900	adidas.ca
DECATHLON CANADA INC.	Montréal, Quebec	H1N 2C6	438-341-1188	decathlon.ca
SOCCER LOGICA / LOGICA SPORT / ELETTO SPORT	Montréal-Nord, Quebec	H1G 3K7	1-877-756-4422 *	logicasport.com
SPORTFACTOR INC.	Edmonton, Alberta	T6P 0E1	780-450-0976 *	sportfactor.net
THE CANADIAN SOCCER ASSOCIATION (CANADA SOCCER)	Ottawa, Ontario	K2P 1R2	613-567-9068	canadasoccer.com
360 ATHLETICS INC	Oakville, Ontario	L6H 1A7	905-825-1240	360athletics.com
BSC SPORT CANADA LTD. (BADEN SPORTS CANADA)	North Vancouver, British Columbia	V7J 1G1	604-986-1140 †	badensports.ca
CANADIAN TIRE CORPORATION, LIMITED	Toronto, Ontario	M4P 2V8	416-480-3000	corp.canadiantire.ca
CANUCK SPORTS STUFF TORONTO INC	Toronto, Ontario	M1P 2L6	416-291-7885 †	canuckstuff.com
FGL SPORTS LTD. (SPORT CHEK)	Calgary, Alberta	T2C 3E7	403-441-7635 †	sportchek.ca
LE GROUPE SPORTS INTER PLUS INC.	Québec, Quebec	G1N 4E5	418-527-0244 *	sports-inter.com
LES ENTREPRISES CATSPORTS INC.	Boucherville, Quebec	J4B 5H3	450-449-2458	catsports.com
MARCHANT'S SCHOOL	Toronto,	M1H 2X4	416-439-9400	marchants.com

Company	City, Province	Postal code	Phone	Website
SPORT LIMITED	Ontario			
MONILEX SPORTS LTD	Burlington, Ontario	L7M 1A9	905-335-9098	monilex.com
NIKE CANADA CORP	Toronto, Ontario	M5V 3C7	416-581-1585	nike.com/ca
OMNIKIN INC	Lévis, Quebec	G6X 1L3	418-832-0777	omnikin.com
ONETEAM SPORTS GROUP INC. (HOME RUN SPORTS)	Winnipeg, Manitoba	R3X 0E9	204-255-7687	homerunsports.com
SOCCER AND RUGBY SUPPLIES (AVANTI SPORTS GROUP)	Markham, Ontario	L3R 1J1	1-877-470-0069 *	avantisportswear.com

*The first five companies imported inflatable balls from Pakistan in 2024; the others are major importers from all origins. The Canadian Importers Database lists 10 importers from Pakistan, eight with Canadian addresses (Capelli Sport and Gopher Sport are US-based). Contact details and websites checked on 12 October 2026. * Phone number taken from the company's own website, because YellowPages.ca had no listing at the CID address (Soccer and Rugby Supplies' domain now leads to Avanti Sports Group at the same address). † YellowPages.ca or the company website gives a different address from the CID, so confirm before contacting (Baden Sports Canada: #604-17665 66A Ave, Surrey, BC, V3S 2A7; Canuck Sports Stuff: 2161 Midland Ave, Scarborough, M1P 4T3; FGL Sports: 6715 8 St NE, Calgary, T2E 7H7). Not listed: Derbystar Canada (Woodbridge) and Sport Savifoot (Saint-Léonard), both importers from Pakistan, have websites but no published phone number (Savifoot gives info@savifoot.com); Puma Canada (Toronto) has only store numbers on YellowPages.ca; Ball, Bounce and Sport is marked permanently closed; School Specialty Canada has no phone found; and T. Litzen Sports has no confirmed website. The CID gives company names and addresses only, not contact persons or import values; the importer is not necessarily the end user of the product.*

References

[1] Canadian Importers Database, HS 950662, major Canadian importers (all countries, 2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=950662&lang=eng

[2] Canadian Importers Database, HS 950662, major importers by country of origin: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=950662

[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] Logica Sport, company website: https://logicasport.com/

[6] Sportfactor, company website: https://sportfactor.net/

[7] Le Groupe Sports Inter Plus, company website: https://www.sports-inter.com/

[8] Avanti Sports Group (Soccer and Rugby Supplies), company website: https://avantisportswear.com/

[9] Baden Sports Canada, company website: https://badensports.ca/

[10] Derbystar Canada, company website: https://derbystar.ca/

[11] Savi (Sport Savifoot), company website: https://savifoot.com/

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