



Est. 1971

Travel Retail Consortium

Current Members



About Us

The Travel Retail Consortium is a UK and Europe-based suppliers' club, with a 50-year track record, whose sole focus is serving buyers and retailers in the travel retail industry.

Membership is open to companies whose trading interest involves the sale of products or services to the Tax & Duty-Free (Travel Retail) Trade, with up to two representatives nominated.

Membership with the TRC is non-competitive; eg each member company exclusively represents a segment within a category sector. For example, there will be one Champagne company only, one fragrance company only, one sunglasses company only.

Our current membership includes companies that provide many of these product categories to the Travel Retail industry, but we are always keen to hear from companies that cover specific segments not currently represented.



About the Travel Retail Consortium

Our Objectives

- Raise standards of business within the Travel Retail industry
- Promote members' products and services
- Discuss industry issues and share knowledge
- Provide social and networking opportunities for key customers

Bi-monthly member business meetings

Held at member or customer locations, these regular meetings enable non-political discussions on trade issues. It's part of our ethos that confidential matters such as margins and terms are not discussed. Topics include industry issues, new operators, new services, opportunities, maximizing the opportunity of Brexit, as well as training and performance management. Invited industry speakers shed light on current hot topics for our market.

Annual customer social event

Every year we hold a customer event where the emphasis is put firmly on fun, relaxation and relationship building. Past events include a Concorde Tour, Ice Carving at Ettington Park, Newbury Race Day, Jersey Wine Tasting, Jazz Night at Caversham, Country Pursuits and a Murder Mystery at Tylney Hall.

Events are held in high regard by members, buyers and retailers.



About the Travel Retail Consortium

From humble beginnings

- The Consortium Club was established on 21st October 1971
- Founding Companies were: Worth Perfumes, Beechams, Whitbread, Booths Gin, General Foods and Martini Rossi
- In the early years of duty-free trading, Airline customers included Court Line, Dan Air, Laker, British United, Caledonian, BOAC and BEA to name but a few. The buyers were actual onboard Pursers
- The first Duty Free Shop Operators covering Heathrow and Gatwick were Fenton Hill, Trust House Forte and Alders – Harrods came on the scene in the 80s
- Ferries: Townsend Thorenson, Sealink and Seafrance were the main operators across the English Channel and Hoverlloyd was the first hovercraft company operating out of Pegwell Bay near Ramsgate. Sealink also ran the Irish routes
- Over the years the club increased membership by expanding the category product class and today has a membership of 16 companies. It has been known as the Travel Retail Consortium since 2011
- Consolidation and takeovers not only changed the profile of the membership, but also the industry. The first in the 70s to have a major impact was the takeover of the Distillers company by Guinness. To this end all the Distillers individual brands were now distributed under one company, at that time named United Distillers and now, Diageo



About the Travel Retail Consortium

Benefits of membership

- Membership provides excellent networking opportunities within the industry, both in terms of regular meetings between the different representative suppliers and the annual social event for buyers and retailers.
- Trade discussions amongst travel retail professionals
- Sharing of operational insights and buyer contacts
- Key industry speakers providing valuable insights
- Corporate hospitality that is affordable as part of the group

Exclusive membership by category

- Organizations actively involved in the Travel Retail supply chain are invited to join, subject to the 'segment' within a product category being available.
- Membership within TRC is non-competitive with one company per product segment within a category. For example, one Champagne brand only. This ensures that we remain a pro-active, supportive group.



Why join?

TRC Event

Each year members of the Travel Retail Consortium hosts a business and social event for key buyers and retailers. Guests enjoy first-class corporate hospitality at an event designed to be sociable, fun and relaxing. You can read just a few of the comments from happy attendees below (note: positions quoted were correct at the time the quotes were received)

Events over the years have included High Tea at Lords, Sailing the Solent, Race Day at Newbury, Wine Tasting in Jersey, Jazz Night at Caversham, Country Pursuits and a Murder Mystery at Tylney Hall.

While, sadly, events had to be curtailed from 2020-22, due to the Covid pandemic, we are delighted to say 2023 saw us return with a fabulous 'TRC At Sea' event at the Christchurch Harbour Hotel, combining an afternoon exhibition showcase and evening three-course dinner with plentiful Champagne and Wines provided by members Taittinger and Accolade.

May 2024 saw us head to Manchester for a wonderful event held underneath Concorde.



Why join?

The TRC Charity

Every two years the TRC chairperson nominates a charity close to his/her heart for which funds are raised at various events.

For 2023 we are supporting the Family Holiday Charity which helps families that are going through difficult situations to get time away together – often for the first time ever – to build happy memories, confidence and hope for the future.

The TRC was aiming to raise £6,000 for the charity but has exceeded that with £7440 raised to date.





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Current Officers of the TRC

Chairperson - Sharon Edwards-Smith

Secretary - Tina Davies

Treasurer - Gary Taylor

All enquiries to: chairperson@travelretailconsortium.co.uk