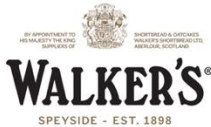




Est. 1971

Travel Retail Consortium

Current Members



About Us

The Travel Retail Consortium is a UK and Europe-based suppliers' club, with a 56-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 18 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, global issue impacts, and training and performance management. Invited industry speakers shed light on current hot topics for our market.

Charity Fund Raising

Over the years, the TRC has raised over £40,000 for various charities including Alzheimer's Research, The Royal Marsden, Comic Relief, Chestnut Tree House, and The Family Holiday Charity. The nominated charity for 2026 is Macmillan Cancer Support with fund raising taking place during TFWA World Exhibition and members taking part in a fun Halloween charity walk on October 31.



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 18 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

- Organisations 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 proactive, supportive group



Why join?

TRC Event

The Travel Retail Consortium believes that customer networking events are a crucial and valuable part of our remit. Over the years we have hosted highly successful business and social events for key buyers and retailers including High Tea at Lords, Sailing the Solent, Jazz Night at Caversham, Country Pursuits and a Murder Mystery at Tylney Hall, 'TRC At Sea' event at the Christchurch Harbour and a tour of Concorde in Manchester.

With diaries becoming ever more challenging, the TRC changed its event format in 2025 to run a series of regional events for selected customers with the emphasis put firmly on fun, relaxation and relationship building.

Events in 2025 included two days in Amsterdam hosted by Heineken; and a splendid immersive brand experience hosted by Au Vodka. 2026 kicked off with a DFDS hosted visit that saw members sail to Calais to visit the port shop. In July 26 we were delighted to welcome cruise consultant Suzanne Mahoney to give members a talk on the opportunities this sector offers.



Why join?

The TRC Charity

This year (2026) the Travel Retail Consortium is delighted to be supporting Macmillan as part of the global industry initiative #KickCancerThon in memory of the late Sinead Moodie.

Daughter of The Moodie Davitt Report's Founder & Chairman Martin Moodie, Sinead was diagnosed in early July 2025 with Stage 4 Nut Carcinoma lung cancer, a rare and ultra-aggressive form of the disease. Sinead decided to tackle the horrid bully that is cancer by launching the #KickCancerThon to raise awareness of cancer causes across the globe.

And it is a necessity to do because the number of people diagnosed with cancer is growing, and every one of them needs the best support to meet their unique needs.

Donations can be made direct to the TRC page on this link:
<https://www.justgiving.com/team/travelretailconsortium>

In 2025 the TRC raised over £19,000 (+ gift aid) for Alzheimer's Research, with members, friends and colleagues taking part in two WalkForACure events in the Peak District and The Cotswolds





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Current Officers of the TRC

Chairperson - Sharon Edwards-Smith

Vice-Chairperson - Garry Stoner

Secretary - Tina Davies

Treasurer - Gary Taylor

All enquiries to: chairperson@travelretailconsortium.co.uk