

Colleagues,

Well we had a great time at WTM and caught up with many of you. For those who did not make it, there is always next year. As you can see from the accompanying article, there are many reasons to attend.

You can also catch up with us at National Automobiles Dealers Association (NADA) in New Orleans in January and ITB Berlin in March.

With the year coming to a close, all our clients are gearing up for a major travel period (although I am not sure about Anchorage and Iceland). This is a time to ensure you have your availability and upsell procedures and processes right. You need to maximise every dollar and leave nothing on the counter.

I spoke in October about incentivising staff, perhaps now is the time to do something about it.

Have a great holiday season all. Till the New Year.

Terry
Terry Pearson, CEO

"World Travel Market, London"

by Russell Lindfield - Sales APAC

Thermeon's team from around the world gathered in London last month to exhibit at the World Travel Market. This is Thermeon's third time exhibiting at this highly successful event and it was great to catch up with a large number of our existing clients and meet some new faces too.

Our focus this year involved new technologies, products and services whilst conveying news from the industry from all over the world.



With nearly 50,000 delegates, London's World Travel Market is the leading Global Travel Industry Trade show. The 2013 show will facilitate more than £2 billion in industry deals and is poised to be the best-ever attended event. From a vehicle rental perspective, WTM is a great opportunity to meet potential partners, wholesalers, online Travel Agents and brokers from all around the world under one roof.

You can register your interest for WTM London 2014 [here](#)

See you all next year?

Russell

New in cars+...

All Release Notices can be found at the online [cars+ Manual](#)

New Features

- [Additional selection options on Vendor File purge](#)
- [Reorganized fields on page 2 of Damage Entry](#)
- [Individual employees can create requests if Stopsell prevents a reservation](#)
- [New logic for Seasonal Rates](#)

Staff Pick

Our favourite change to cars+ this month is...



Edit Corporate Contracts screen now has an expanded contract privilege code display

[Read more](#)

XML News

Interface now to:



Meet us at:



cars+ Tips & Hints Did you know... That you can change the prices on existing reservations when there has been a corporate rate change? [Learn more](#)

Training

Find the complete list of webinars on our website: www.thermeon.com

Webinars offered each month include:

- Pointers and tips for new users
- In-depth analysis and various uses for certain reports
- Showcase of new features

[Register Online](#)

Webinar
Web-based seminar. Pre-live online educational presentation. Viewers can submit questions, see slides while the speaker presents interactive elements - the a!