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E-mail: Chronicle@atanet.org • Website: www.atanet.org
The ATA Chronicle Submission Guidelines

The ATA Chronicle enthusiastically encourages members to submit articles of interest to the fields of translation and interpretation.

1. Articles (see length specifications below) are due the first of the month, two months prior to the month of publication (i.e., June 1 for August issue).
2. Articles should not exceed 3,500 words. Articles containing words or phrases in non-European writing systems (e.g., Japanese, Arabic) should be submitted by mail and fax.
3. Include your fax, phone, e-mail, and mailing address on the first page.
4. Include a brief abstract (two sentences maximum) emphasizing the most salient points of your article. The abstract will be included in the table of contents.
5. Include a brief biography (three sentences maximum) along with a picture (color or B/W). Please be sure to specify if you would like your photo returned. Do not send irreplaceable photos.
6. In addition to a hard copy version of the article, please submit an electronic version either on disk or via e-mail (Jeff@atanet.org).
7. Texts should be formatted for Word or Wordperfect 8.0.
8. All articles are subject to editing for grammar, style, punctuation, and space limitations.
9. A proof will be sent to you for review prior to publication.

Standard Length
Letters to the editor: 350 words; Opinion/Editorial: 300-600 words; Feature Articles: 750-3,500 words; Column: 400-1,000 words

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...And, of course, as an ATA member you receive discounts on the Annual Conference registration fees and ATA publications, and you are eligible to join ATA Divisions, participate in the online Translation Services Directory, and much more. For more information, contact ATA (703) 683-6100; fax (703) 683-6122; and e-mail: ata@atanet.org.
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About Our Authors...

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Renato Beninatto has 20 years of experience in the localization industry, serving most recently as vice-president and director of ALPNET and Berlitz GlobalNET, respectively. Currently, he is a partner at Common Sense Advisory, a boutique consulting company. Contact: renatocommonssenseadvisory.com.

Christiane Bohnert holds a Dr. phil. from Johannes-Gutenberg-Universität in Mainz. She began her career in academia teaching German literature, language, and business. She relocated to the U.S. in 1985. From 1986-1993, she taught at U.S. universities, publishing in both German and English, and served as an in-house translator in 1993. She has been a full-time freelance translator specializing in law, finance, banking, investing, accounting, and tourism since 1994. She also translates books in the humanities. She is ATA-accredited (English→German), and is the current editor of Interaktiv, the newsletter of ATA’s German Language Division. Contact: cbstlouis4@cs.com or www.archgermantranslations.com.

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Mizuho Iwamoto is a freelance English→Japanese biomedical translator/writer with a Ph.D. in pharmaceutical sciences. She has 10 years of experience as a translator in both Japan and the U.S., including working as a government translator for the Ministry of Labor and Health Welfare, and as a senior editor in a Los Angeles-based agency. Since 1998, she has been providing freelance services in Manhattan, Kansas. Contact: iwamoto@ksu.edu.

Tom Moore has been fascinated by the language and culture of Brazil since 1994. In addition to Portuguese, he also translates from Spanish, French, Italian, and German. He is the Music/Media Librarian at The College of New Jersey. Contact: querflote@yahoo.com.

Courtney Sears-Ridge has been a translation project manager, freelance translator, and bureau owner since the 1970s. She is currently the director of German Language Services (est. 1979) in Seattle, Washington. She taught in the New York University Translation Studies Program in its early years, and currently teaches the “Ethics and Business Practices of T&I” course at the Translation and Interpretation Institute in Seattle, where she is also academic director of translation. She is serving her second term as secretary of ATA, and is head of the ATA Mentoring Task Force. Contact: Courtney@germanlanguageservices.com.

Sandro Tomasi is a certified court (New York) and medical (Washington) Spanish interpreter. For the past five years, he has worked for different prosecution offices in New York City as a full-time interpreter, where he has also performed extensive work as a forensic transcriber and translator. In addition to ATA, he is also a member of the National Association of Judiciary Interpreters & Translators, and is currently the chair of the Professional Development Committee for the Legal Interpreters and Translators Association in New York City. Contact: yodro@aol.com.

Teresa S. Waldes is an ATA-accredited (Spanish→English) freelance translator specializing in law and finance. Born in Spain, she earned college degrees in her native country and the United States. She is also a graduate of New York University’s Translation Studies and Paralegal Studies programs. Her work experience includes stints as an in-house translator for a major Wall Street bank and as a paralegal for a top New York law firm. She volunteers as a proctor and organizer of the ATA accreditation exams in New York City, and currently serves as president-elect of the New York Circle of Translators. Contact: twaldes@ix.netcom.com.

Thomas L. West III is the president of ATA. He received his law degree from the University of Virginia School of Law in 1990. After practicing law with a large Atlanta law firm for five years, he founded Intermark Language Services, an Atlanta-based company specializing in legal and financial translation. The author of the best-selling Spanish-English Dictionary of Law and Business, he travels around the world conducting seminars on legal translation. He is an ATA-accredited (French→English, Spanish→English, and German→English) translator, and has also studied Dutch, Swedish, and Russian. Contact: tom@intermark-languages.com.

Hélène Wimmerlin is a French native with an M.A. in specialized translation from the Université des Sciences Humaines de Strasbourg, and was the first graduate of the master’s degree program in translation at the University of Wisconsin-Milwaukee. She is currently senior project manager at Iverson Language Associates and an associate lecturer in the translation program at the University of Wisconsin-Milwaukee. She specializes in CAT tool evaluations, workflow troubleshooting, and consulting. Contact: helene@iversonlang.com.

Visit ATA’s website at www.atanet.org for an overview of member benefits.
Our ATA bylaws state that one of the objectives of the association is “to promote the recognition of the translation and interpretation professions.” I am pleased to report to you on several efforts that we have made in this regard over the past months.

First, ATA Director Madeleine Velguth attended the annual conference of the American Association of Teachers of French. Madeleine let the attendees know about our profession, and expects that several of them will join ATA as a result of her talk. We also hope that they will let their students know about the opportunities in our field.

Second, Barbara Bell, a long-time ATA member based in Atlanta, will be heading up our high school outreach on the Wednesday before our annual conference. Barbara, who is an accredited French-to-English translator specializing in technical translation and who occasionally teaches French technical translation at Georgia State University, is coordinating an effort whereby ATA members will visit high schools in Atlanta to talk about careers in translation and interpreting. This high school outreach is a program that ATA began back in 1997 in San Francisco. Obviously, our goal is not to persuade all the students to become translators or interpreters, but rather to make them aware of our profession so that when they become decision makers one day, they will remember to hire professional linguists when they need one of the services we offer.

Finally, this past summer, the Atlanta Journal-Constitution, our local newspaper, ran a story on the international terminal at Hartsfield Atlanta International Airport (which is currently the busiest international airport in the world). The story questioned whether our airport is really equipped to greet passengers from around the world. It just so happened that the week prior to the story, I’d had a long wait in the international terminal (because my luggage had failed to arrive from Europe). During the wait, I noticed the translated signs and jotted down some notes about the translation errors I saw, so when the article appeared, I sent my list off to “letters to the editor.” This past week, one of those editors interviewed me about the signage, and, with assistance from Chris Durban, co-chair of ATA’s Public Relations Committee, I was able to provide the editor with an article regarding translation errors in the signs at London Heathrow. I also gave her a copy of the ATA Chronicle and talked to her about our profession and our upcoming conference. My hope is that I will have some positive press coverage of our profession to share with you at the conference.

The Honorable René-Serge Marty, Consul General of France, will be our guest of honor.

We are pleased to invite you to the French Language Division Reception

Friday, November 8, from 7:00 pm to 9:00 pm
Soleil Restaurant, 3081 Maple Drive, Atlanta, Georgia

The Honorable René-Serge Marty, Consul General of France, will be our guest of honor.

Presented in partnership with the Consulate General of France, the French-American Chamber of Commerce in Atlanta, and TV5, the French TV channel in the USA.

Cost: $60 per person on-site. A full buffet dinner will be served with wine and coffee. Space is limited. For reservations, please contact Michèle Hansen. See ATA message board for details and contact info. For questions, contact Michèle at hansentranslations@attbi.com.

Transportation by van between the Hyatt and the restaurant will be provided by the FLD, free of charge. Departure times are 6:15 pm and 6:45 pm. Please register for a time slot with Michèle Hansen if you are interested.
At ATA and its chapters and divisions, we tend to focus on practical ways of enhancing our professional lives as translators and interpreters. Very often that means a focus on the business side of what we do.

But the business of translation and interpreting has more to do with what binds us to our clients and less, I suspect, with what draws us together as practitioners. Viewing the translated text as a product or, in more contemporary terms, viewing translation and interpreting as client-focused services is to see them primarily through the client’s eyes.

This outward-facing stance is certainly one a professional association is intended to take, and is an important part of what we do. After all, it’s how we earn a living. But we can also indulge in a little navel-gazing from time to time, especially in our quieter moments, which are getting fewer and farther between nowadays.

A 1996 JAT Bulletin article by Richard Thieme was picked up a few years ago by the Translorial, the newsletter of the Northern California Translators Association (read it at www.ncta.org/html/art2.html). I strongly disagree with much of what the writer says about the translator/ client relationship and translation as essentially servile and distinct from a profession, discipline, or art. But the idea of translation as a craft and the translator as a tradesperson, like a potter, stuck with me, perhaps differently from the way the writer intended.

A potter at his wheel is not thinking about the return on investment in raw materials and time. His mind and body are engaged in the work at hand. Specks of gravel in the slick clay scratch his fingers. Stone grinds against stone as he pumps the kick-wheel pedal in time. Sunlight from the workshop window glints off the clay body as he throws it. He feels the cool wet as he dips his hand in the dish, and the scent of soapstone and iron oxide is sharp behind his eyes. The taste on the back of his tongue is like pennies.

Each of these cues tells the potter something important about the composition and consistency of the clay, the wheel’s speed, or the shape the jar is taking on. If he looks forward to these sensations, then his work is its own reward in an intensely personal sense. If his work is just a means to money, it will be slow torture.

And let’s not forget that the Hellenic Museum and many others carefully preserve vases and urns nearly three-thousand years old, as some of the most beautiful objects in our artistic traditions.

If you and I are to be happy with, and at, our work in the long run, I think we need to resist the temptation to reduce it to drachmas, half-liangs, dollars and cents. If the work we do has now come into greater demand in the marketplace, does that really make it more rewarding than it ever was before?

Here’s hoping you and I still get a thrill (even after all these years) from finding just the right word.

This piece was adapted from a column that originally appeared in the Capital Translator, the newsletter of the National Capital Area Chapter of ATA (NCATA), in October 2000.

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Corrections to the 2002 Membership Directory

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Fax: (586) 795-5763  
vitalinter@aol.com  
www.vitalinternational.com
From the Executive Director

Walter Bacak, CAE
Walter@atanet.org

The Annual Conference: More than Educational Sessions

"I didn’t attend a single session. It was a great conference!" The first few times I heard this from ATA Annual Conference attendees I did not know what to think…except I was relieved that they thought the conference was a success. Now I get it.

The conference is the foundation…the focal point…the premiere annual educational opportunity for translators and interpreters. Yet, there is more to it than the 150-plus education sessions.

While I don’t encourage avoiding all the sessions, I do want you to block time in your schedule to visit the Job Exchange, walk through the Exhibit Hall, and talk to someone standing alone.

In the Job Exchange, several language services companies have reserved tables to meet new translators and interpreters as well as renew acquaintances. Stop and talk with them; they are there to make contacts for future work. Next, look at the resumes and brochures of your colleagues. You will pick up a few ideas that you can take home with you and use in future efforts to market and promote your services. Of course, check the book of job listings—there may not be many—but you never know if there may be a good opportunity waiting for you.

In the Exhibit Hall, you can, among other things, test drive various time-saving software programs, peruse dictionaries and other reference books, and meet with other language services companies that were not in the Job Exchange room. Take the time to talk with the exhibitors. For example, they may be able to offer guidance and information on how to address a challenge that you did not know others were facing as well.

Finally, talk to someone standing alone; it can be during breakfast or a break, at a reception, and even on the elevator. We have all been there. It makes the conference experience much more rewarding by nurturing relationships.

I look forward to seeing many of you at ATA’s 43rd Annual Conference in Atlanta.

New Orleans to Host 2006 Annual Conference

The ATA 47th Annual Conference will be at the Sheraton Hotel, New Orleans, Louisiana, November 2–5, 2006.

Translators and Interpreters Featured in Government Publication

Translators and interpreters are featured in the Summer 2002 issue of the Occupational Outlook Quarterly, an official publication of the U.S. government’s Bureau of Labor Statistics. The central message for outsiders interested in our professions: “These highly skilled workers enable the cross-cultural communication necessary in today’s society.”

To read the full story, please go to www.bls.gov/opub/ooq/2002/summer/art02.pdf.

The Atlanta Association of Interpreters and Translators welcomes you to ATA’s 43rd Annual Conference November 6–9, 2002 • Atlanta, Georgia

AAIT offers members
• networking sessions
• educational conferences
• training workshops
• quarterly newsletters
• job referrals

Visit our hospitality table for information about our city and our chapter!
Minutes of the Annual Business Meeting of the American Translators Association

Friday, November 2, 2001 • Millennium Biltmore Hotel • Los Angeles, California

1. The meeting was called to order by ATA President Ann Macfarlane at 8:00 a.m.

2. Macfarlane welcomed association members to the Annual Conference and to the Annual Business Meeting, and requested acceptance of the agenda. The agenda was approved.

3. The minutes of the September 22, 2000 Annual Business Meeting of the association were examined. The Board had previously approved these minutes, and no objections were raised from the floor.

4. Treasurer Eric McMillan reported that the financial affairs of the association are in good shape. At almost 7,900 individual members, 500 corporate members, and 100 institutional members, membership is at an all-time high. Reserves are healthy, having grown from $510,000 on January 1 to $650,000 as of October 31. This is the equivalent of three to four month’s operating costs. The treasurer of the ATA manages a $1.8 million budget. A very conservative plan is in effect for ATA’s investments, and the association owns no individual equities. As predicted, the association had a deficit of $123,000 in 2000, of which $66,000 consisted of unrealized losses. The 2002 draft budget does not call for an increase in individual fees, although it does call for an increase in fees and benefits to corporate members. Treasurer McMillan predicted that the association should come close to breaking even this year. He thanked the members for entrusting him with the responsibility for overseeing the association’s financial affairs for the past two years, and expressed confidence in handing over the fiduciary responsibility to his successor, Jiri Stejskal.

5. Committee reports

   Lilian Novas Van Vranken, chair of the Accreditation Committee, reported that the Committee had conducted a grader training session in Boston this year for the purpose of trying the new process of two-grader collaboration. She reminded the membership that there will be a session at the conference to get member input on the Hamm Report recommendations. Van Vranken also announced that the Committee has set the goal of implementing new eligibility and continuing education requirements by November 2002.

   Harvie Jordan, chair of the Active Membership Review Committee, reported that the Committee had reviewed 130 applications since March 1999, and that 129 have been approved. He reported that there is still confusion over the fact that, while Active Membership does confer full membership rights in the association, it does not grant accreditation. Jordan will continue to write articles about Active Membership to try to eliminate the confusion.

   Kirk Anderson, chair of the Chapters Committee, reported that the chapters e-mail listserv is up and running. He thanked Tony Roder and Julia Bogdan Rollo for serving as moderators. Anderson congratulated the Upper Midwest Translators and Interpreters Association, a new ATA affiliate member. He informed the membership that he is still seeking input on whether or not the requirements for ATA chapterhood should be changed.

   Tim Yuan, chair of the Divisions Committee, reported that divisions are thriving and that almost every member of the association belongs to at least one division. He thanked Anne Vincent, Ann Macfarlane, Mary David, all division administrators, and other officers. Yuan mentioned that the Interpreters Division has grown to be the second-largest division. Yuan also reported that the possibility of two new divisions (Korean and Vietnamese) is being enthusiastically discussed.

   The following divisions held, or are planning to hold, conferences in 2001-2002:

   • Nordic Division—with MICATA, Wisconference, Milwaukee and Madison, April 19-21, 2001
   • Portuguese Language Division—Charleston, SC, March 30-31, 2001
   • Translation Company Division—Colorado Springs, CO, June 1-3, 2001
   • Spanish Language Division—Cruise to the Bahamas, January 25-28, 2002

   All division administrators were presented with ATA hats and a certificate as a mark of appreciation for their contributions.

   Jo Anne Engelbert, chair of the Honors and Awards Committee, announced the three prizes to be awarded in 2002: the 2002 Student Translation Award, the Alexander Gode Medal, and the Galantière Prize. She thanked ATA Headquarters for administrative support, without which the volunteers on the Committee could not have accomplished their task.
The ATA Chronicle | October 2002

Christian Degueldre, chair of the Interpretation Policy Advisory Committee, reported on the Committee’s work. He reported that the Committee had provided valuable input to the Department of Justice and Department of Labor on provisions of services to Limited English Proficient clients pursuant to former President Clinton’s Executive Order.

Courtney Searls-Ridge, chair of the Mentoring Task Force, reported that the Mentoring Pilot Program was off to a great start.

Marian Greenfield, chair of the Professional Development Committee, reported that the Committee had decided not to try to develop online training. It was decided that information on online training would be included in the publication, Translator and Interpreter Programs in North America, A Survey. She reported that the New York Financial Translation Conference in May attracted several hundred participants and that it also made a profit.

Manouche Ragsdale, chair of the Public Relations Committee, reported that the pro bono project organized on the occasion of this year’s Annual Conference benefited the Starlight Foundation, which helps critically ill or terminally ill children and their families cope with illness. The ATA translated the Starlight Foundation’s 3,700-word brochure into Japanese, Spanish, and French. Ragsdale thanked the following ATA members for their contribution to this project: Izumi Suzuki (Japanese translation); Alba Jones (Spanish translation); Hernando Carranza (Spanish reviewer); and David Jeuda (Spanish proofreader). The French was translated by Ragsdale herself. Jenny Isaacson, director of communications for the Starlight Foundation, attended the hand-over ceremony and thanked Ann Macfarlane for this much appreciated volunteer project.

Sue Ellen Wright, chair of the Terminology Committee, reported that no terminology conference had been held this year, but that the Committee could organize conferences in different parts of the country provided local members could arrange for computer labs and other facilities. Wright also reported that the International Standards Organization is issuing new translation-oriented terminology standards.

Gertrud Graubart Champe, chair of the Training Committee, thanked Past-President Muriel Jérôme-O’Keeffe for initiating the Programs in Translation Studies: A Handbook project, which is in production. She also thanked the 19 ATA members who contributed to this project.

Alan Melby, chair of the Translation and Computers Committee, reported that Standards-based Access service to multilingual Lexicons and Terminologies (SALT) data-exchange standard is progressing. He asked for volunteers to serve on this committee, and announced that the Atlanta conference will have more presentations by users about how to use technology.

Macfarlane presented all committee chairs with ATA hats and certificates of appreciation for their work for the organization. She also called Bruce Downing, who has been representing the ATA in the American Society for Testing and Materials (ASTM) Interpreting Standards Project, and Allan Adams, who has served on the ATA Board for the last six years, to the stage to receive a certificate of appreciation.

6. Comments from members

Harvie Jordan expressed thanks to Maggie Rowe at ATA Headquarters for the “incredible administrative support” she has given to the Active Membership Review Committee. He also thanked Macfarlane for her support.

Tony Roder thanked Macfarlane and the outgoing ATA Board for the recent decisions to change the accreditation process.

Cheryl Ann Hutchinson asked if consideration is being given to providing continuing education credit for seminars. Macfarlane and Greenfield responded that this was being pursued.

Susana Greiss questioned why the budget for professional development had been cut. Macfarlane responded that the financial translation conference was a unique event, and that it was anticipated that events in 2002 would be on a smaller scale.

7. Remarks by President-elect and Conference Organizer Thomas L. West III

West announced changes in the conference schedule and urged attendees to look at the daily conference newsletter for up-to-the-minute changes, and to express thanks to conference sponsors at every opportunity.

He thanked Macfarlane for her successful presidency of the association, for her many inspiring ATA Chronicle articles, her support, her friendship, and, in particular, for her early work with divisions.

Macfarlane thanked the ATA Board and staff and former presidents for their support. She expressed her support of the changes being made in the ATA accreditation process, explaining that ATA accreditation is a voluntary certification, not the same as a license to practice law or medicine. Rather, it more closely resembles the certification of a CPA (Certified Public Accountant). Macfarlane suggested that as the designation “CPA” is the gold standard of voluntary certification, the ATA should strive to make ATA certification the gold standard for our industry.

Continued on p.19
Director:
(three-year term)
Carl Youngblood
carl@youngbloods.org

I feel honored to have been nominated by my colleagues to run for the ATA Board of Directors. In serving on the Board, my primary objective is to represent the interests of individual, independent, and freelance translators and interpreters, who comprise the great majority (approximately 70%) of the association’s members. The ATA was organized of, by, and for translators and interpreters, and ought to preserve its identity as such. I promise to represent honestly and straightforwardly the interests of qualified translators and interpreters, and to make sure that our concerns are addressed by the Board.

I pledge to work to restore our direct mail-in balloting for all voting issues. Mail-in ballots are a perfectly legal right enjoyed and exercised by other New York nonprofit associations, but taken away from ATA members 11 years ago by irregular methods. I shall work to restore ATA’s traditional democratic meritocracy, and expand it to include electronic balloting.

I believe that accreditation continues to be one of the strongest benefits of ATA membership. I will work to make sure that the value of our membership is not diluted by interests alien to our own. Proposals by corporate operators and nontranslators unfamiliar with our profession have obscured the basic function of accreditation, which is to preserve our identity as an American Translators Association and reaffirm our basic commitment to quality. I would esteem it a compliment if you would favor me with your vote and your personal influence during the election.

Candidate background: Carl Youngblood has been actively involved in Portuguese translation for the last eight years, both as a freelancer and in academia. He is an active member of the American Translators Association and is ATA-accredited for Portuguese-into-English translation. While pursuing a B.A. in Portuguese at Brigham Young University, he received an undergraduate research award from the university’s Office of Research and Creative Activities for his assistance in translating an 18th-century Portuguese treatise on conceptism, entitled A Nova Arte de Conceitos, by Francisco Leytam Ferreyra. During this time, he also studied computer science at BYU, and has spent the last six years lending his software development expertise to a variety of corporate and personal ventures. Carl is currently the owner and CEO of Youngblood Consulting Services, LLC, a Utah-based company that offers software consulting and translation services. In addition to his business ventures, Carl is pursuing an M.A. in Portuguese literature and teaching Portuguese classes at BYU. He is married to the former Kami Allred of Provo, Utah, and has a son, James.

---

Call for Submissions:

**2003 TWO LINES:**
**A Journal of Translation — Theme: “Parties”**

We are looking for any and all interpretations of the theme: celebrations, gatherings, affairs; factions, feasts, salons, unions; orgies, sects, partners, leagues; cabals, defendants, accomplices; holidays, conspirators, partakers.

Deadline: December 31, 2002. Notification of acceptance will be given in February or March 2003. The journal will come out in May 2003.

What to Submit: Original translations into English of writing from any genre. In order to be considered, submissions must include a brief introduction with information about the original author, the background of the piece, special problems the translation presented, and the way you see the piece in relation to the theme of the issue. Please enclose a copy of the original text with your submission. We expect translators to acquire copyright permission for their translation and for reprinting the original (in full, if poetry; in part, if prose). Permission can generally be requested from the publisher of the original work.

How to Submit: Electronic submissions are greatly appreciated, but printed or typescript submissions are also welcome. For electronic submissions, please save your documents as RTF (Rich Text Format). If you would like your materials returned, please send an appropriately sized self-addressed stamped envelope.

Send submissions to editors@twolines.com or to TWO LINES: A Journal of Translation • PO Box 641978 • San Francisco, CA 94164. For more information, see our website: www.twolines.com.
2002 ATA Annual Conference in Atlanta:

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MH Translations

For more information on sponsorships, please contact Brian Wallace at: bwallace@mcneill-group.com or 800-394-5157 ext 38.

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Continental Book Company
CLS Corporate Language Services AG
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MultiCorpora R&D, Inc.
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MultiLingual Computing, Inc.
NetworkOmni Multilingual Communications
New York University
1-Stop Translation USA
Schreiber Translations, Inc.
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TRADOS Corporation
Translation Bureau
TransPerfect Translations, Inc.
TV5-DishNetwork
University of Arizona/National Center of Interpretation
Voice Productions International
WordFinder Software International AB
World of Reading, Ltd.

For more information on exhibiting, please contact:
Brian Wallace, ATA Sales
McNeil Group, Inc.
385 Oxford Valley Rd., Suite 420
Yardley, PA 19067
Tel: (215) 321-9662,
(800) 394-5157 ext. 38
Fax: (215) 321-9636
bwallace@mcneill-group.com

Floor Plan for the Exhibit Hall
Exhibitors’ Products/Services Descriptions

The following companies are exhibiting at ATA’s 43rd Annual Conference in Atlanta. Each company provided its own description.

Bob Eburg
Product or Services: CAT tools on the market.
Website: www.conferencesystems.com
Phone: (301) 330-9090
Fax: (301) 519-3792
Email: beburg@conferencesystems.com

Adler’s Foreign Books
Contact: David Chmielnicki
915 Foster Street
Evanston, IL 60201
Phone: (847) 864-0664
Fax: (847) 864-0804
Email: info@afb-adlers.com
Website: wwwafb-adlers.com
Founded in 1939, AFB specializes in the distribution of foreign language materials to bookstores, institutions, and individuals.
Product or Services: Large selection of specialized bilingual dictionaries in language, law, medicine, technology, sciences, etc.
Website: wwwafb-adlers.com
Email: info@afb-adlers.com
Phone: (847) 864-0664
Fax: (847) 864-0804

Aset International Services Corporation
Contact: Randall Morgan
200 N. 14th Street, #214
Arlington, VA 22201
Phone: (703) 516-9266
Fax: (703) 516-9269
Email: randy@asetquality.com
Website: www.asetquality.com
Premier translation services company offering translation, localization, multilingual document production and interpreting equipment, and services of unparalleled quality in over 100 languages.
Product or Services: A full range of multilingual products, including hardware/software documentation, equipment and user’s manuals, scientific publications, and marketing brochures together with wired, wireless, and infrared simultaneous interpreting equipment.
Website: www.asetquality.com
Email: randy@asetquality.com
Phone: (703) 516-9266
Fax: (703) 516-9269

Atril Language Engineering
Contact: Cristina Gassó
Via Augusta 13, Suite 605
08006 Barcelona, Spain
Phone: +34-93-217-86-00
Fax: +34-93-217-83-06
Email: info@atril.com
Website: www.atril.com
Devoted to the development and distribution of Déjà Vu, one of the most powerful CAT tools on the market.
Product or Services: Déjà Vu (demo CDs, live demonstrations).
Website: www.atril.com
Email: info@atril.com
Phone: +34-93-217-86-00
Fax: +34-93-217-83-06

Conference Systems, Inc.
Contact: Bob Eburg
202 Perry Parkway, Suite 5
Gaithersburg, MD 20877
Phone: (301) 330-9090
Fax: (301) 519-3792
Email: beburg@conferencesystems.com
Website: www.conferencesystems.com
Product or Services: Portable and wireless simultaneous interpretation equipment.

Continental Book Company
Contact: Maurice Stamboul
625 E. 70th Avenue, #5
Denver, CO 80229
Phone: (303) 289-1761; (800) 364-0350
Fax: (303) 289-1764; (800) 279-1764
Email: cbc@continentalbook.com
Website: www.continentalbook.com
Importers and distributors of foreign language publications for both technical and general interests.
Product or Services: Importers and distributors of French, German, Spanish, Italian, and ESL materials for all levels and interests.
Website: www.continentalbook.com
Email: cbc@continentalbook.com
Phone: (303) 289-1761; (800) 364-0350
Fax: (303) 289-1764; (800) 279-1764

Cross Cultural Communication Systems, Inc.
Contact: Zarita Araujo-Lane
8200 Wilkes Boulevard
San Antonio, TX 78231
Phone: (210) 392-9000
Fax: (210) 392-9020
Email: zaraujo-lane@cccsorg.com
Website: www.cccs.org
Providing healthcare, educational, business, and legal institutions with effective, innovative, and caring strategies for recognizing cultural similarities, understanding uniqueness, and developing cost-effective standards.
Product or Services: Linguistic/cultural services enhancing communication between organizations and cross-cultural clients. Interpreting, translation, and trainings for interpreters and healthcare providers.
Website: www.cccs.org
Email: zaraujo-lane@cccsorg.com
Phone: (210) 392-9000
Fax: (210) 392-9020

Federal Bureau of Investigation
Contact: Christine Prines
935 Pennsylvania Avenue, NW
Washington, DC 20535
Phone: (202) 324-6813
Fax: (202) 324-8526
Website: www.fbijobs.com
The Federal Bureau of Investigation is a Federal law enforcement agency.
Product or Services: The Federal Bureau of Investigation will have brochures and fliers available that provide information about employment opportunities for linguists.
Website: www.fbijobs.com
Email: christine.prines@fbi.gov
Phone: (202) 324-6813
Fax: (202) 324-8526

I.B.D., Ltd.
Contact: Freek Lankhof
PO Box 467
24 Hudson Street
Kinderhook, NY 12106
Phone: (518) 758-1755
Fax: (518) 758-6702
Email: lankhof@ibdltd.com
Website: www.ibdltd.com
Product or Services: Importer of dictionaries and language material geared towards the professional translator and interpreter.
Website: www.ibdltd.com
Email: lankhof@ibdltd.com
Phone: (518) 758-1755
Fax: (518) 758-6702

Intermark Language Services
Contact: Cami Townsend
2555 Cumberland Parkway, Suite 295
Atlanta, GA 30339
Phone: (770) 444-3055
Fax: (770) 444-3002
Email: cami@intermark-languages.com
Website: www.intermark-languages.com
Atlanta-based agency specializing in legal and financial translation.
Product or Services: Spanish → English, English → Spanish dictionaries for sale, plus networking opportunities for existing and potential contractors in all language combinations.
Website: www.intermark-languages.com
Email: cami@intermark-languages.com
Phone: (770) 444-3055
Fax: (770) 444-3002

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Philadelphia, PA 19118-0519
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Fax: (215) 836-1204
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Phone: (215) 836-1200
Fax: (215) 836-1204
Email: promotion@benjamins.com
Website: www.benjamins.com/jbp
Phone: (215) 836-1200
Fax: (215) 836-1204
Email: promotion@benjamins.com
John Benjamins Publishing Company deals in publications that are of use in the interpretation and translation professions.

**Product or Services:** John Benjamins Publishing will display academic books and journals on translating and interpreting.

**Kent State University—Institute for Applied Linguistics**

**Contact:** Geoffrey Koby
Satterfield Hall 109
Kent, OH 44242
**Phone:** (330) 672-1814
**Fax:** (330) 672-4009
**Email:** gkoby@kent.edu
**Website:** http://appling.kent.edu
*A comprehensive university.

**Product or Services:** Bachelor of Science in French, German, Russian, and Spanish translation; Master of Arts in French, German, Japanese, Russian, and Spanish translation.

**L’Arc-en-plume**

**Contact:** Danièle Heinen
PO Box 592, Station B
PO Box 592, Station B
Montréal, Québec, Canada H3B 3K3
**Phone:** (514) 341-5304
**Fax:** (514) 341-5304
**Email:** 74333.376@compuserve.com
**Website:** www.arcenplume.ca
*Distribution of multimedia software and videos in French from Montréal.

**Product or Services:** Electronic bilingual (English/French) dictionaries; French dictionaries, encyclopedias, and VHS and DVD in French.

**Language Line Services**

**Contact:** Lara Magnusdottir
1 Lower Ragsdale Drive, Building 2
Monterey, CA 93940
**Phone:** (831) 648-5832
**Fax:** (800) 496-5330
**Email:** lara@languageline.com
**Website:** www.languageline.com
*A world leader in over-the-phone interpretation, linking people through quality interpretation in more than 140 languages.

**Product or Services:** Over-the-phone interpretation services and employment; document translation services.

**Language Services Associates**

**Contact:** Victoria Schriver
607 N. Easton Road, Building #C
Willow Grove, PA 19090
**Phone:** (215) 657-6571
**Fax:** (215) 659-7210
**Email:** vschriver@lsaweb.com
**Website:** www.lsaweb.com

**Product or Services:** Translation and interpretation services.

**Language Technology Centre, Ltd.**

**Contact:** Angelique Sirjean
5-7 Kingston Hill
Kingston Upon Thames
Surrey, United Kingdom KT2 7PW
**Phone:** +44-208-549-6267
**Fax:** +44-208-974-6994
**Email:** asirjean@langtech.co.uk
**Website:** www.langtech.co.uk
*Specializing in software development, localization, translation, and multilingual websites.

**Product or Services:** LTC Organiser is the one-stop shop for the language industry, web-based and integrating client/supplier databases with project management, finance, and report modules to manage multilingual projects. New freelance edition for translators—official launch during the conference. Visit us at our booth!

**LanguageWorks, Inc.**

**Contact:** John Labati
1123 Broadway, Suite 201
New York, NY 10010
**Phone:** (212) 447-6060
**Fax:** (212) 447-6257
**Email:** jlabati@languageworks.com
**Website:** www.languageworks.com
*An employee-owned company founded in 1993, LanguageWorks, Inc. has successfully completed over 10,000 foreign language projects for firms in the finance, law, advertising, information technology, medical, pharmaceutical, chemical, and other sectors.

**Product or Services:** Foreign language services including document translation, website localization, interpreting, content management, audio/video adaptation, customized workflow systems, and glossary management.

**Lingo Systems**

**Contact:** Jeff Williams
15115 SW Sequoia Parkway, #200
Portland, OR 97224
**Phone:** (503) 419-4856
**Fax:** (503) 419-4873
**Email:** info@lingosys.com
**Website:** www.lingosys.com
*Translation and localization services.

**Product or Services:** If your organization is facing the challenges of expanding your global market, or requires professional translation and localization services, consider Lingo Systems. Localization of software, training materials, websites, or documentation is our specialty. Celebrating our 10th anniversary.

**McNeil Technologies Inc.**

**Contact:** Tim Jones
6564 Loidsdale Court, Suite 800
Springfield, VA 22150
**Phone:** (703) 921-1714
**Fax:** (703) 921-1610
**Email:** tjones@mcneiltech.com
**Website:** www.mcneiltech.com

**Product or Services:** Provides language information management and security services.

**Monterey Institute of International Studies**

**Contact:** Cathy Lee
460 Pierce Street
Monterey, CA 93940
**Phone:** (831) 647-3591
**Fax:** (831) 647-4188
**Email:** cathy.lee@miis.edu
**Website:** www.miis.edu
*Founded in 1968, the Graduate School of Translation & Interpretation (GSTI), Monterey Institute of International Studies, offers Masters of Arts in Translation and Interpretation, Conference Interpretation, and Translation in English, Chinese, French, German, Japanese, Korean, Russian, and Spanish.

**Product or Services:** The GSTI invites all ATA participants to learn about the Master of Arts degrees offered by our program.

**MultiCorpora R&D Inc.**

**Contact:** Daniel Gervais
490 Saint Joseph Blvd., Suite 102
Hull, Québec, Canada J8Y 3Y7
**Phone:** (819) 778-7070 ext. 232
**Fax:** (819) 778-0801
**Email:** dgervais@multicorpora.ca
**Website:** www.multicorpora.ca
*Developer of innovative multilingual information management solutions and a leader in computer-aided translation tools based on multilingual corpora.

**Product or Services:** MultiTrans allows us to import previously translated documents as a reference corpus; to carry out batch or interactive full-text searches.
within those corpus; to perform automated terminology extraction; and to create and manage multilingual terminology databases.

Multiling Corporation
Contact: Emmanuel Margetic
55 N. University Avenue, Suite 225
Provo, UT 84601
Phone: (801) 377-2000
Fax: (801) 377-7085
Email: emargetic@multiling.com
Website: www.multiling.com

Provider of translation services and translation technology.

Multilingual Computing, Inc.
Contact: Bonnie Merrell
319 N. First Avenue
Sandpoint, ID 83864
Phone: (208) 263-8178
Fax: (208) 263-6310
Email: bonnie@multilingual.com
Website: www.multilingual.com

Multilingual Computing, Inc. is the publisher of Multilingual Computing & Technology, a magazine focusing on language technology and software localization.

Product or Services: Free one-year subscriptions to Multilingual Computing & Technology will be available at the booth.

NetworkOmni Multilingual Communications
Contact: Irene Stone
1329 E. Thousand Oaks Blvd., 2nd Floor
Thousand Oaks, CA 91361
Phone: (805) 379-1090
Fax: (805) 379-2467
Email: istone@networkomni.com
Website: www.networkomni.com

Full-service translation company: translation, on-site interpreting, telephone interpreting.

Product or Services: Translation and telephone interpreting and related products and services.

New York University
Contact: Milena Savova
10 Astor Place, Suite 505
New York, NY 10003
Phone: (212) 998-7030
Fax: (212) 995-4139
Email: ms93@nyu.edu
Website: www.scps.nyu.edu

Product or Services: Translation studies program.

1-Stop Translation USA
Contact: Don Shin
3540 Wilshire Blvd., #611
Los Angeles, CA 90010
Phone: (213) 480-0011
Fax: (213) 480-7560
eFax: (801) 516-9231
Email: pm@1stoptr.com
Website: www.1stoptr.com

Specializes in Korean ↔ English translation and DTP. Offices in U.S. and Korea.

Product or Services: Two-byte language translation and DTP specialists will be at the desk during the exhibit to answer any questions.

Schreiber Translations, Inc.
Contact: Morry Schreiber
51 Monroe Street, Suite 101
Rockville, MD 20850
Phone: (301) 424-7737 ext. 28
Fax: (301) 424-2336
Email: spbooks@aol.com
Website: www.schreibertranslations.com

Translation publications.

Product or Services: Translator’s Handbook (4th revised edition); translator self-training programs, Spanish and French dictionaries.

SDL Desktop Products
Contact: Tori Brixius
600 Davis Street
Evanston, IL 60201-4419
Phone: (847) 492-1670
Fax: (847) 492-1677
Email: tbrixius@ SDL-intl.com
Website: www.SDL-intl.com

Translation productivity tools provider.

Product or Services: SDL Desktop Products, a new autonomous division of SDL International, provides complete globalization productivity solutions to benefit freelancers, translation companies, and corporations.

STAR-USA, LLC
Contact: Tom Twiddy
5001 Mayfield Road, Suite 220
Lyndhurst, OH 44124
Phone: (216) 691-7827
Fax: (216) 691-7829
Email: tom.twiddy@star-usa.net
Website: www.star-group.net

Wholly owned subsidiary of STAR AG, a worldwide company specializing in document localization and product globalization.

Product or Services: Transit (a powerful computer-aided translation system), software and web localization, internationalization consulting, localization workflow consulting, and multimedia localization.

Terminotix, Inc.
Contact: Micheline M. Cloutier
240 Bank Street, Suite 600
Ottawa, Ontario, Canada K2P 1X4
Phone: (613) 233-8465 ext. 227
Fax: (613) 233-3995
Email: termino@terminotix.com
Website: www.terminotix.com

Development and distribution of CAT tools.

Product or Services: Translation, terminology, and document management software (LogiTerm®).

TRADOS Corporation
Contact: Mike Kidd
113 S Columbus Street, Suite 400
Alexandria, VA 22314
Phone: (703) 797-2633
Fax: (703) 683-9457
Email: miket@trados.com
Website: www.translationzone.com

Product or Services: TRADOS provides the world’s leading language technology that enables translators to be more productive. With over 55,000 licenses representing the vast majority of the current translation technology market, TRADOS is the gold standard for professional translators, translation companies, and enterprise solutions providers, including Microsoft, Siemens, SAP, Volkswagen, Audi Group, and Bowne Global Solutions.

Translation Bureau
Contact: Dominique Ste-Marie
165 Hôtel-de-Ville Street
Place du Portage, Phase II, Suite 500
East Hull, Québec, Canada K1A 0S5
Phone: (819) 994-6802
Fax: (819) 997-1993
Email: dominique.ste-marie@pwgsc.gc.ca
Website: www.terium.com

One of the largest translation organizations in the world, providing linguistic services to Canadian Parliament and more than 130 federal organizations.

Product or Services: English-French-Spanish electronic dictionary consisting of terms, synonyms, acronyms, definitions, examples of usage, and observations in a wide variety of fields such as administration, science, and informatics.
We are pleased to invite you to the

Portuguese Language Division Dinner

at the

Pleasant Pheasant

555 Peachtree Street NE
Atlanta, Georgia

Friday, November 8, 7:00 pm

Choice of Plum Pork, Shrimp Louisianne, Prosciutto Chicken, or Pistachio and Artichoke Pasta
$24 per person
For reservations, contact Ines Bojlesen at inesb@hevanet.com.

You are invited to attend a presentation and discussion about the initiative to establish

South Slavic Language Pairs for ATA Accreditation

Saturday, November 9
10:15 am – 11:45 am, Lenox

An effort is underway to establish ATA accreditation for certain South Slavic languages. This presentation will discuss the progress of this effort, as well as define and recruit for specific operational positions prescribed by ATA guidelines.

This presentation will be led by:
Paula Gordon, committee chairperson and Bosnian, Croatian, Serbian → English translator; and Marijan Boskovic, Slavic languages → English and English → Croatian interpreter and translator, and board member, Croatian Academy of America.
## Division Social Events

<table>
<thead>
<tr>
<th>Group Name</th>
<th>Wednesday, Nov 6</th>
<th>Thursday, Nov 7</th>
<th>Friday, Nov 8</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chinese Language Division</td>
<td></td>
<td>GLD Dinner at Oriental Pearl Seafood Restaurant, Chinatown, 6:30 pm; followed by tea party at Gang Li’s. Contact Frank Mou.</td>
<td></td>
</tr>
<tr>
<td>French Language Division</td>
<td></td>
<td>FLD Reception at Restaurant Soleil with Consul General of France as guest of honor; 7:00 – 9:00 pm; $60 to Michele Hansen; Take van from Hyatt to restaurant.</td>
<td></td>
</tr>
<tr>
<td>German Language Division</td>
<td>GLD Dinner at Rathskeller in Hotel Renaissance, 7:00 pm; $30 per person to Dorothee Racette. Walking distance from Hyatt.</td>
<td>ID Reception, Aunt Pittypat’s Porch, 7:00 – 9:00 pm; $15 per person. Contact Elizabeth Tu. Walking distance from Hyatt.</td>
<td></td>
</tr>
<tr>
<td>Interpreters Division</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Italian Language Division</td>
<td>ILD Ice Cream Social in Hyatt, 8:00 – 9:00 pm; free to ILD members.</td>
<td></td>
<td>ILD Dinner at Charruscaria Fogo de Chão, 6:30 pm; members only $45. Contact Marcello Napolitano.</td>
</tr>
<tr>
<td>Japanese Language Division</td>
<td>JLD Informal Gathering/Reception in hotel, 8:30 – 10:00 pm; free to JLD members.</td>
<td></td>
<td>JLD Dinner at Pacific Rim Bistro, 6:30 pm; $25. Contact Ben Tompkins.</td>
</tr>
<tr>
<td>Literary Division</td>
<td>Book Splash (Kirk Anderson) 8:00 – 9:00 pm After Hours Café 9:00 pm – whenever!</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Portuguese Language Division</td>
<td></td>
<td></td>
<td>PLD Dinner 7:00 pm Pleasant Pheasant; $24 per person to Ines Bojlesen. Walking distance from Hyatt</td>
</tr>
<tr>
<td>Slavic Language Division</td>
<td></td>
<td></td>
<td>SLD Dinner and Russian sing-along at Restaurant Amore, 7:00 pm; $40 per person. Contact Nora Favorov.</td>
</tr>
<tr>
<td>Spanish Language Division</td>
<td></td>
<td></td>
<td>SPD Dinner, outside the hotel, details TBA.</td>
</tr>
<tr>
<td>Translation Company Division</td>
<td>TCD Dessert Reception in Hyatt, 9:00 pm; $15 per person; tickets on ATA registration form.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Conferences and Events

Washington, DC
Translators Discussion Group
Borders Books and Music
18th & L Streets, NW

Meets the second Wednesday of each month from 6:30-8:00 pm at Borders. For more information, please contact Borders at (202) 466-2152.

Berlin, Germany
4th International Conference and Exhibition
Languages and the Media
Theme: Viewers, Languages, and Marketing
Hotel InterContinental Berlin
December 4-6, 2002

Who should attend: language industry specialists; manufacturers of language technology and tools; consumer representatives; decision makers and specialists on languages in the media; distributors of audiovisual media products and services; producers; exporters and importers of media programs; subtitling and dubbing companies; and experts in media studies and mass communication. Information: www.languages-media.com.

San Antonio, Texas
2nd Annual ATA Spanish Language Division Conference
April 25-27, 2003

This is an exciting opportunity for you to share your knowledge and experience with appreciative colleagues. For more information, contact: Virginia Perez-Santalla (virginiasps@comcast.net) or visit www.ata-spd.org.

Dublin, Ireland
14th International Japanese/English Translation Conference
IJET-14
May 17-18, 2003

The 14th annual IJET conference in Dublin will mark the first time that IJET has met in Ireland, and promises to provide an exciting and charming experience for all attendees. This venue was proposed in the hopes of not only providing a thoroughly enjoyable conference, but also to expand the horizons of IJET attendees. Just as translations serve to bring Japanese- and English-speaking cultures closer together, IJET conferences provide an opportunity for first-hand exposure to the languages and cultures. It is hoped that IJET-14 will be a learning experience, as well as a good time, for all participants. More information will be available at http://ijet.org/ijet-14/shortly.

Halifax, Nova Scotia
Canadian Association for Translation Studies
16th Annual Conference
Theme: “Translation and Globalization”
May 29-31, 2003
Dalhousie University
Halifax, Nova Scotia

Information: Dr. Louise Brunette (organizer): louiseb@alcor.concordia.ca
Marc Charron: marc.charron@uqo.ca
Anne Malena: amalena@ualberta.ca
Marco Fiola: marco.fiola@uqo.ca
Dr. Anne Malena (Program Committee Chair)
Modern Languages & Cultural Studies
200 Arts Building
University of Alberta
E-mail: amalena@ualberta.ca;
Tel: (780) 492-1187;
Fax: (780) 492-2106.
www.uottawa.ca/associations/act-cats/

Minutes of the Annual Business Meeting Continued from page 11

8. Announcement of election results
Inspector of Elections Steven Shabad announced the results of the elections as follows:

Officers
For President-elect:
Scott Brennan, 453 votes
Brennan has been elected president-elect.

For Secretary:
Courtney Searls-Ridge, 497 votes
Searls-Ridge has been elected Secretary.

For Treasurer:
Jiri Stejskal, 495 votes
Stejskal has been elected treasurer.

Director, three-year term:
Beatriz Bonnet, 396 votes
Robert Croese, 306
Robert Sette, 266
Madeleine Velguth, 236
Virginia Benmaman, 231
Clove Lynch, 62

The three directors elected for three-year terms are Bonnet, Croese, and Sette.

Immediate Past-President Macfarlane passed the gavel to newly inducted ATA President West, who adjourned the meeting at 9:15 a.m.

It pays ... to keep your listings updated in ATA’s online
Directory of Translation and Interpreting Services and Directory of Language Services Companies
(www.atanet.org)
After reviewing a variety of private certification programs in Japan in the last issue, we will now revisit the continental model of certification by the government. This article will focus on the certification process in Spain, because Portuguese translators and interpreters go to ATA or elsewhere for certification and accreditation, as neither the Portuguese government nor any private organizations offer certification in the sense described in this series. Being of an orderly mind, I could not but wonder why I typed “Spain and Portugal” in the title of this column rather than the other way around, which would at least follow the order of the alphabet. After some reflection, I remembered the “kit and caboodle” example of Steven Pinker, professor of psychology at the Massachusetts Institute of Technology. He stated that there are sound patterns that people prefer all over the world, such as short words coming before long words, or soft sounds coming before hard sounds. Hence, razzle-dazzle, not dazzle-razzle, and kit and caboodle, not caboodle and kit.

Having said that, I will begin with the longer- and harder-sounding Portugal anyway. Alberto Carvalho (betoaguiar@yahoo.com), a freelance Portuguese translator, informs me that while there is no certification program for translators and interpreters in Portugal, there are several universities offering five-year programs for translators and interpreters, among them the Universidade Católica De Lisboa and the Instituto superior de linguas e Administração. The diplomas obtained from these universities are fully recognized by the Ministry of Education.

Translators and interpreters in Portugal are organized in the Associação Portuguesa de Tradutores (APT), a member of the International Federation of Translators (FIT). While APT does not offer any certification, admission to membership is based on the evaluation of candidates’ resumes and proof of related work experience. APT’s web address is www.apt.pt.

In Spain, the situation is quite different, and can be compared to that of Argentina, described in the June 2002 issue. Alejandra Devoto (ale@aledevoto.com), who became a “traductor público,” or sworn translator, in Argentina but later relocated to Spain, provided me with detailed information on certification for Spanish translators and interpreters.

In order to become a sworn translator in Spain, one has to earn a university degree first (not necessarily in translation) and pass an examination at the Ministry of Foreign Affairs. For this examination, the candidate must be a “diplomado universitario” (i.e., have a university degree called a diploma, which requires three years of study). Any diploma granted by a foreign university must first be validated by the Spanish Ministry of Education. The eligibility requirements also state that the candidate must be of age, and be either Spanish or a national of any country belonging to the European Union.

Robert Sette, current ATA director, generously provided a translation of the most recent relevant Spanish legislation (BOE 8322):

In virtue of the provisions of Royal Decree 79/1996, dated January 26, which amends various articles of the Regulation governing the Office of Interpretation of Languages, of the Ministry of Foreign Affairs (“Boletín Oficial del Estado” dated February 23), and the provisions of the Order dated February 8, 1996 by which standards were established regarding examinations for the appointment of Sworn Interpreters (BOE of [February] 23), examinations for Sworn Interpreters are hereby called for, which shall be held as of October 1, 2002.

In order to participate in the examinations for Sworn Interpreters, the applicant must meet the following requirements:

a) Be of legal age.
b) Have at least the Spanish degree of University Diploma, Technical Engineer, Technical Architect or the equivalent, or a foreign degree which has been approved as equivalent to one of the foregoing.
c) Be a citizen of Spain or of any other member Country of the European Economic Union.

Aspirants to the exam must fulfill the foregoing requirements as of the last day of the term for submission of applications.

The exams shall be limited only to official languages other than Spanish for which qualified evaluators are available, in the opinion of the Examining Board.
It is necessary to point out that in Spain, the designation “intérprete jurado,” or “sworn interpreter” in the Royal Decree above, is actually used for a “sworn translator.” While the profession of “intérprete jurado” in Spain dates back to 1841, the oral work of interpreters was not recognized as having any legal effect, or “carácter official,” until 1996, the year in which Royal Decree No. 79 extended this status from the translation of written documents to include oral interpretation.

The examination administered by the Ministry of Foreign Affairs consists of two components, written and oral. The written part is divided into two parts. The first part takes two hours, in which the candidate is given two short articles (one in the foreign language and the other one in Spanish). Candidates are not allowed to use dictionaries or other reference materials for this part. The text is usually of a general nature, such as a newspaper article. The second part is a legal translation into Spanish, which also takes two hours, and the candidates are allowed to use as many dictionaries as they can carry. The pass rate is very low, just as we have seen in other government-run certification examinations, and which is also the case in our own accreditation program. For the oral part, the candidates are given a newspaper article. First they read it and summarize it orally, and then they are asked a few comprehension questions and a few language questions. Reportedly, the oral component is much easier than the written one and the pass rate is very high, which makes the resulting certification as an “intérprete jurado” confusing to the outsiders, as translation skills are clearly examined in much greater depth. A detailed description of the examination and interpreter-related issues can be found in an article by Dr. Cynthia Miguélez, published in the Spring 1999 issue of the newsletter of the National Association of Judiciary Interpreters and Translators (NAJIT), entitled “Current Issues in Court Interpreting: Spain, A Case Study.” Go to NAJIT’s website at www.najit.com for more details.

Spain has a procedure in place for the recognition of translator and/or interpreter credentials granted in other European countries. Candidates who are sworn interpreters or translators in a European country that offers such certification can register in Spain as such without the examination, as long as they can provide proof for such a credential. This is not just a theoretical possibility; reportedly, a rather large percentage of sworn translators residing on the Spanish island of Mallorca are Germans who earned their credentials in Germany, and whose certification was recognized by the Spanish Ministry of Foreign Affairs.

In addition to Spanish, three other languages are officially recognized in Spain: Catalan, Vasco, and Gallego. In Catalonia, where Catalan is the official language, the autonomous government (in particular, the Department of Linguistic Policy) makes a distinction between sworn translators and sworn interpreters, and offers a three-part examination for conferral of status as either “traductor jurat” or “intérpret jurat.” The first part of the exam tests for knowledge of the Catalan language, the second one for knowledge of Spanish law, and the third part tests either translation or interpretation skills, depending on the choice of the candidate. The written test consists of two texts, general and legal, to be translated from and into Catalan. In the oral test, the candidate is presented with a video of a judicial situation and is asked to act as an interpreter.

Sworn translators and interpreters in both Spanish and Catalan are organized in the Catalan Association of Sworn Translators and Interpreters (Asociación de Traductores e Intérpretes Jurados de Cataluña, or ATIJC, listed below). The association’s website is currently available in Catalan only, but Spanish and English versions are reportedly coming soon. For further information on ATIJC, please contact the association’s president, Josep Peñarroja, at jppf@eresmas.net. Catalan is also the official language of the Principality of Andorra, a tiny nation sandwiched between Spain and France. The Andorran Ministry of Culture offers examinations for “traductor jurat” in the Catalan language. The examination is similar to the one offered in Catalonia.

There are many organizations for translators and interpreters in Spain. Among the members of FIT are the following:

**Associació Col·legial d’Escriptors de Catalunya (ACEC)**
[candidate member]
www.acec.tv

**Asociación de Intérpretes de Conferencia de España (AICE)**
www.aice-interpretes.com

**Euskal Itzultzaile, Zuzentzaile eta Interpreteen Elkartearen (EIZIE)**
www.eizie.org

**Traductors i Intérprets Associats pro Col·legi (TRIAC)**
www.traductors.com

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In a perfect world, only persons with training in the law would undertake legal translations. In practice, however, many translators without a legal background translate legal documents on a daily basis. As a result, they depend on bilingual legal dictionaries to help them interpret foreign-language legal documents and render these documents in target-language legalese that a lawyer will recognize and understand. Unfortunately, however, the most commonly used bilingual legal dictionaries in the French→English language pair leave much to be desired. To examine their usefulness, I selected a sample sentence from each of the following areas of law: 1) civil procedure; 2) contracts; 3) corporate law; 4) trusts and estates (known as “le droit des successions” in French); and 5) trademarks. I then tried to translate the sentences using the following reference works: 


―...It is not safe to take anything in bilingual dictionaries for granted; everything must be checked and double-checked in monolingual references...‖

Civil Procedure

I chose the following sentence from U.S. civil procedure because it contains a very basic word in that field—“complaint”—that is also used in U.S. criminal procedure: “A civil action is commenced by filing a complaint with the court.” In civil procedure the term complaint means “the document filed with a court to commence a lawsuit,” and in criminal procedure it means “a document sworn to by a victim or police officer that sets forth a criminal violation and that serves as the charging instrument by which charges are filed and judicial proceedings are commenced against a defendant in magistrate’s court.” As one might expect, two different words are used in French for this term: demande in civil procedure, and plainte in criminal procedure. However, the reference works do not always make this distinction clear:

Doucet simply translates complaint as “requête, plainte,” without indicating the field of law.

Jéraute contains the following entry: “grief, sujet de plainte; doléances; plainte formulée et déposée; acte introductif d’instance; to lodge a complaint = porter plainte, déposer ou formuler une plainte; to remove a cause of complaint = faire droit à une réclamation.”


Of the four dictionaries, only Dahl hints that “plainte” is used in criminal procedure, not civil procedure. Indeed, the dictionaries are so unclear on this point that the authors of a book used to teach legal English-to-French speakers, L’anglais juridique, fall into the trap of mistranslating “complaint” in the civil procedure sense as “plainte.” In Chapter 5 of that book, entitled “Civil Procedure,” we find the following:
A [civil] action begins with the pleadings. The first step is the complaint. The complaint states the nature of the plaintiff’s claim and his demand for relief. Then, a summons is sent to the defendant, informing him that an action is entered against him and calling him to answer the complaint.

L’action commence par les conclusions des parties. La première étape est la plainte, dans laquelle le demandeur expose la nature de sa requête et les réparations qu’il demande. Ensuite, une assignation est envoyée au défendeur, l’infor- mant qu’une action est intentée contre lui et lui intimant de répondre à la plainte.

This makes it clear that instead of simply relying on bilingual dictionaries or even textbooks like L’anglais juridique, the translator should consult monolingual dictionaries. If he looks up “plainte” in Lexique de termes juridiques, he will find the following definition, which shows that “plainte” is a term used in criminal procedure:

Plainte [Pr. Pén.] - Acte par lequel la partie lésée par une infraction porte celle-ci à la connaissance du Procureur de la République, directement ou par l’intermédiaire d’une autre autorité.

On the other hand, if he goes straight to the horse’s mouth and consults the Nouveau Code de Procédure Civile, he can be certain that he is using the terminology of civil procedure:

1. La demande initiale est celle par laquelle un plaideur prend l’initiative d’un procès en soumettant au juge ses prétentions. Elle introduit l’instance.

2. L’assignation est l’acte d’huissier de justice par lequel le demandeur cite son adversaire à comparaitre devant le juge.

Another interesting term from civil procedure is subpoena duces tecum, which Black’s Law Dictionary defines as “a court process, initiated by a party in litigation, compelling production of certain documents and other items, material and relevant to facts in issue in a pending judicial proceeding, which documents and items are in the custody or control of the person or body served with process.”

Doucet does not contain subpoena duces tecum, but does translate “subpoena” as “citation adressée aux témoins, citation à témoin.” Jéraute translates the term correctly: “citation avec ordre de produire certains objets ou documents.” Dahl, on the other hand, gives a correct, but long-winded, explanation of the term: “citation à comparaître comportant une obligation de produire les documents ou objets demandés aux fins d’être examinés.”

In Navarre we find the surprising translation “ordonnance de soit-communiqué.” This translation also appears in the Council of Europe English-French Legal Dictionary (the companion to the French–English volume by Bridge referred to above). Again, we must consult monolingual resources to determine whether this French term matches the definition of “subpoena duces tecum” found in Black’s Law Dictionary:

Termes juridiques explains ordonnance de soit-communiqué like this: [procédure pénale] Acte par lequel le juge d’instruction transfère le dossier d’une affaire au procureur de la République, afin d’obtenir de lui ses réquisitions.

Obviously, this term has nothing to do with a “subpoena duces tecum,” and one can only wonder how it found its way into not one, but two bilingual dictionaries. Curiously enough, the Council of Europe French-English Legal Dictionary translates ordonnance de soit-communiqué correctly in the other direction: an order by the investigating judge closing an investigation, transmitting the file, and informing the public prosecutor’s office that the case is ready for further action; notification to proceed with a prosecution. This exercise shows clearly that it is not safe to take anything in bilingual dictionaries for granted; everything must be checked and double-checked in monolingual references.

Contracts

I selected the following sentence from a contract for services:

Le présent contrat est conclu intuitu personae et sera exécuté exclusivement par l’artiste. Tout litige entre les parties sera résolu par un tribunal saisi à l’initiative de la partie la plus diligente.

The first interesting part of this sentence is the expression conclure un contrat, which is “to enter into a contract” in American legal English, never “to conclude a contract,” which may be taken to mean “to end a contract.” Unfortunately, however, Doucet succumbs to this very pitfall: his dictionary translates “conclusion du contrat” as “the conclusion of the contract.” Jéraute and Dahl, oddly enough, do not include the expression, even though it must be one of the most common phrases of all in legal writing.

Navarre suggests that “conclure un contrat (contrat d’assurance)” is “to conclude a contract of insurance” (which is probably most accurately translated as “to take out”

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insurance” in English), but does include the correct “to enter into” in connection with marché: to enter into a bargain. The Council of Europe, by far the best dictionary in the bunch, has the correct entry: enter into (a contract).

The Council of Europe is also the only dictionary of the five to include *intuitu personae*, a Latin phrase that is only used in the civil law tradition (and not in the common law tradition) and therefore must be translated for common law readers. The Council of Europe translates it as “personal relationship; involving consideration of the person,” although it might be best translated in our sentence as follows: “This contract is entered into in express consideration of the person.”

Now we turn to *exécuter un contrat*, undoubtedly one of the most common “false friends” in legal translation. In U.S. English, to “execute a contract” means to “sign it,” whereas the French phrase *exécuter un contrat* means to “perform” it. *Doucet* gives both a correct translation and an incorrect translation of the French phrase: “execution of the contract.” *Jéraute* simply includes the mistranslation: “(un contrat) to execute.” *Navarre* has it wrong, too—“to execute a contract”—but both *Dahl* and the *Council of Europe* get it right: “performance of the contract.”

The next phrase of interest is the *partie la plus diligente*, which means “the first party to take action,” not “the most diligent party,” because “diligent” in French refers to speed, whereas “diligent” in English refers to zeal. Of the five dictionaries reviewed, only *Jéraute* includes the phrase, translating it as “the first mover,” which is the right idea, but not as clear as the “first party to take action.”

**Corporate Law**

I chose this passage from a set of bylaws (statuts) in French:

*Les actionnaires ont, proportionnellement au montant de leurs actions, un droit de préférence à la souscription des actions de numéraire émises pour réaliser une augmentation de capital, droit auquel ils peuvent renoncer à titre individuel. Si l’Assemblée Générale le décide expressément, ils bénéficient également d’un droit de souscription à titre réductible."

The first term to consider is *droit de préférence*, which an American lawyer would call a “preemptive right” in this context. Shareholders often have preemptive rights to subscribe to new shares that a company issues so that their percentage ownership will not be diluted. Unfortunately, none of the dictionaries gets this one right. *Doucet* calls it a “right of preference, preference right,” while *Jéraute* calls it a “priority right,” and *Navarre* translates it as “preferential, priority right.” *Dahl* does not even contain the term, and the Council of Europe translates it in another context: “right (of a mortgagee or person entitled to a statutory priority, preference or lien) to be paid in preference to other creditors; preferential right.”

**Actions de numéraire** are found only in *Navarre*, which translates them as “shares paid in money,” which does not sound like real English, and *Doucet*, which gives “cash shares, shares paid for in cash.” The latter are an improvement on *Navarre*, but the most authentic translation is “shares issued for cash.”

Finally, we come to the very difficult phrase *à titre réductible*, which can only be found in *Jéraute*, which translates it as “for excess shares.”

Although this translation may appear strange at first glance, it is actually right on the money. The French sentence means that shareholders will have preemptive rights when the company issues new shares, and if any shares are left after preemptive rights have been exercised (perhaps because certain shareholders did not exercise those rights), the shareholders may be entitled to subscribe to excess shares.

**Trusts and Estates**

L’héritier peut, en face d’une succession qui lui échoit, choisir entre trois positions: accepter purement et simplement, accepter sous bénéfice d’inventaire ou refuser.

This sentence from the law of decedents’ estates contains two interesting legal phrases: *purement et simplement* and *accepter sous bénéfice d’inventaire*. The first of these means that the heir can accept his inheritance unconditionally, but only the Council of Europe tells the translator that *purement et simplement* is “unconditionally” and not “purely and simply.” In fact, even the standard desktop dictionaries (such as the *Larousse* and the *Collins-Robert*) translate the phrase as “purely and simply” (which is clearly out of place in a legal context). The other phrase, *sous bénéfice d’inventaire*, is included in all of the dictionaries reviewed except for the *Dahl*. *Doucet* gives “acceptance under benefit of inventory, acceptance limited by the value of the assets transferred”; *Jéraute* gives “provided the assets exceed the liabilities, conditionally, with reservations, for what it’s worth.” *Navarre* says “acceptance without liability beyond the assets descended,” and the Council of Europe includes an explanation: “limitation of the heir’s liability for the debts of the estate to the amount of
the net assets he actually receives.” The “benefit of inventory” is a civil law concept, not a common law one, and Jéraute’s solution of “provided the assets exceed the liabilities” may be the one that best lets an American lawyer know what the French means.

**Trademarks**

The heading of the trademark certificates issued by the Institut National de la Propriété Industrielle in France reads as follows: *marques de fabrique, de commerce ou de service*. All of the dictionaries reviewed here contain the term “marque de fabrique,” defining it as “trademark,” but not one of them contains “marque de commerce,” which from the words alone (the French word “commerce” means “trade” in English) appears to mean “trademark,” too. So how should they be distinguished in translation? Again, the way to solve the problem is to consult a monolingual dictionary. *Termes juridiques* explains that a *marque de fabrique* is “celle qui est apposée par le fabricant d’un produit,” while a *marque de commerce* is “celle qui est apposée par celui qui commercialise le produit sans en être le fabricant.” In other words, the first is a “manufacturer’s trademark” and the second is a “merchant’s trademark.” If we then consult a monolingual law dictionary in English, we find that, in English, a trademark is “a mark that is used by a manufacturer or merchant to identify the origin or ownership or goods and to distinguish them from others, and the use of which is protected by law.” Therefore, English uses one word to mean both a “manufacturer’s mark” and “merchant’s mark.”

**Conclusion**

First of all, this study clearly shows how unreliable the existing bilingual dictionaries are. The time is ripe for a person to produce a monolingual dictionary that takes into account the way legal terms are used in each area of law (civil procedure versus criminal procedure, for example) and in each legal system. Second, even though the dictionaries do contain many correct entries, they fall woefully short of being complete. Although no dictionary can ever be 100% complete, it does not seem unreasonable to suggest that a lexicographer should sit down with the *loi du 24 juillet 1966*, which is the French law governing companies, and try to include all the terms in that act. This would undoubtedly result in a fairly complete list of terms used in corporate law in France. Another useful procedure would be to collect a number of contracts drafted in French, to sort through them, and to highlight recurring terms and phrases. This would ensure a fair representation of contract terminology.

The third conclusion to be drawn from the study is that no translator can have too many monolingual reference works, because they are the source of accurate definitions of the terms in question. Finally, translators should commit themselves to reading books on the legal systems in France and the U.S., and shy away from heavy reliance on bilingual dictionaries.

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**2002 issue:** “Ghosts”

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What’s in It for me?

By Courtney Searls-Ridge and Mary David

Everyone is busy these days. We live in a 24/7 society with “time-saving technology” that has simply packed more work into the few hours we have. When—or even if—we do have any free time, we still have a million and one things we really want to do for ourselves. Why, then, would we agree to spend two hours a month helping someone we don’t know? Why would anyone volunteer to be an ATA mentor?

Not surprisingly, the answer is often personal: some of us may remember being mentored by a teacher or friend, some of us like teaching and coaching, and some of us want to share what we have had to learn the hard way. There are as many reasons to mentor as there are mentors. In fact, as the pilot year of ATA’s Mentoring Program comes to a close this fall, many of the mentors have been surprised to find more benefits to mentoring than they expected. Here are 10 of the most popular reasons our mentors found for mentoring.

1. Mentoring is making a difference. You are having a positive impact in someone else’s life. You find yourself feeling proud of their successes and satisfied at having made a difference.

2. Mentoring is feeling energized. You might have thought that being a mentor would leave you even more tired and overwhelmed than you already are, but usually just the opposite is true. Our mentors derive energy from showing their mentees the ropes and have found renewed enthusiasm for their own work.

3. Mentoring is a realization of your own accomplishments. Most of us aren’t really aware of how much we have learned from practical experience. As you work through specific issues with your mentee, you will realize that you know a lot more than you thought you did.

4. Mentoring is learning. Mentees also come into the partnership with something to give, often with knowledge in areas where you have no experience. And the relationship itself is also a learning experience. As you work out strategies for coaching, encouraging, and communicating with your mentee, you are developing skills that can be used with clients and colleagues as well.

5. Mentoring is building the profession. Face it—sloppy, unprofessional translators and interpreters reflect poorly on all of us. By showing your mentee good business practices and ethical conduct, you are helping to improve the image of our profession.

6. Mentoring is getting as well as giving. The mentoring process is a two-way street. Your mentee will not forget your help. From simple grateful thanks to turning up job opportunities for you, mentees are looking for ways to show their appreciation.

7. Mentoring is paying back. As you worked your way up in your career, you more than likely received advice that you’ve never forgotten, advice that has helped you become successful. Becoming a mentor gives you the chance to repay the support and help you received from others in your past.

8. Mentoring is receiving recognition from our association and our peers. All too often our volunteer work takes place in the background of a larger event. Being an ATA mentor is different. Here, your participation as a mentor will be recognized publicly by ATA, and your role will receive the acknowledgement of your colleagues.

9. Mentoring is contributing to the future. Most of us would like to think that what we have given of ourselves will help shape the future. Your advice and guidance as a mentor can do just that. Your wisdom is a powerful legacy.

10. Mentoring is helping your association. Every association depends upon the member benefits of education and networking. ATA is no different. By sharing your “real world” experience one-on-one, you will strengthen our association and its goals.

Many of you are in the unique position of letting newcomers benefit from your experience, yet you are hesitant to become a mentor. Perhaps you are afraid that mentoring will take more time than you have to give or that the needs of a mentee will be overwhelming. These are legitimate concerns, but they are not the roadblocks that you might imagine. A structured mentoring partnership addresses these issues before the mentoring begins. And the ATA Mentoring Program trains new mentors in how this structure works to

Continued on p.30
T here was tea, but also coffee, pastries, and other goodies, as more than 150 translators and interpreters got together at the Wyndham Hotel in Boston on the morning of Saturday, August 10. Their purpose was to attend an all-day event on “The Business of Translating & Interpreting,” one of a series of professional development seminars sponsored by ATA and organized by ATA Professional Development Committee Chair (and Director) Marian Greenfield, with the invaluable assistance of ATA staff members Mary David and Teresa Kelly. The participants, who hailed from all over the U.S. and beyond (some from as far away as Australia!) included translation company (TC) owners and project managers as well as independent translators and interpreters. All were hoping to gain a better understanding of how to work with each other.

A well-chosen panel of speakers offered interesting presentations on various aspects of the agency-freelancer relationship. Leah Ruggiero, senior project manager at Eriksen Translations Inc. in Brooklyn, New York, and Beatriz Bonnet, president and CEO of Syntes Language Group, Inc., a language services company in the Denver metro area, cogently presented the TC’s point of view. Todd Burrell, a federal and state certified court interpreter and instructor in the Court Interpreter Certificate Program at New York University, and Eta Trabing, an experienced freelance translator and president of Berkana Inc., Center for Translation and Interpretation Studies, gave invaluable advice on how to operate a freelance T/I business. Courtney Searls-Ridge, owner and manager of German Language Services and academic director of translation at Seattle’s Translation and Interpretation Institute, discussed contracts and the contractual relationship binding the translator and the purchaser of translation services.

Why would anyone waste a beautiful summer weekend going to a business seminar? Well, besides the urge for self-improvement, the prospect of visiting Boston was enticing. The Wyndham Hotel, where the event took place and where most of us stayed, is conveniently located in downtown Boston, near the harbor and other tourist attractions. A broad range of activities was available: history buffs followed the Freedom Trail or visited the museums, while sun seekers took boat tours of the harbor. When we got hungry, we discovered Faneuil Hall and Quincy Market, a lively pedestrian area with many restaurants and boutiques just a short five-minute walk from the hotel. If you had been there on Saturday night you would have found a group of us New Yorkers, plus a newfound Israeli friend, sitting at an outdoor terrace watching the scene and listening to street performers sing mellow ballads. We ate delicious seafood, as you are supposed to do when you are in Boston, drank wine, and chatted late into the night. Not a bad way to spend a summer weekend.

Our enjoyable evening followed a very full day packed with informative sessions. In this short article I couldn’t possibly report on everything that was discussed, so I will simply mention what impressed me most. For instance, I found out the answer to a frequent freelancer complaint: “I sent out a big mailing to TCs and got no responses!” Translation companies receive lots of resumes in the mail (as many as 10–20 a day). Being very busy, they often store them in a file box until someone has time to look at them, which means they sit there forever. TCs much prefer that freelancers sign up with their searchable online databases available on their websites.

However, even if you have signed up online, you will not necessarily get called. Agencies, as Leah Ruggiero explained, like to work with their usual pool of translators and will only reach outside that pool when there is a special need. Beatriz Bonnet emphasized that it is up to you, the translator, to articulate why you rather than someone else are the right person for the job. You must offer compelling credentials and/or expertise to stand out in a crowded field. Networking is a powerful tool. You should take advantage of every opportunity to get to know TC owners and project managers.

Assuming you have overcome all the obstacles and have been offered a translation job by an agency, you will then be asked to register. Leah walked us through the registration process (questionnaires, tax forms, confidentiality, and work agreements), using her company’s paperwork as an example. Your next challenge is to stay on the “active” list by developing good relationships with project managers. What can you do to ensure they keep calling you back?

“…Participants came from all over the U.S. and beyond, including translation company owners and project managers as well as independent translators and interpreters…”
Besides the three cardinal rules—1) do not misrepresent what you can do; 2) deliver a quality product; and 3) always meet or beat your deadline—there are other things to consider. As Beatriz pointed out, people do business with people they like. Smile when you answer the phone: even if no one sees you, your smile will carry over to your voice. Be pleasant and accommodating. Each client has his own way of doing things, so do not fight it or try to argue. Follow your instructions and glossaries to the letter. Be sure you understand what is expected of you, and do not hesitate to ask questions. Don’t create problems, be part of the solution. This will earn you a reputation as someone who is a pleasure to work with.

Beatriz had other marketing tips to ensure that you get noticed by TCs. Send mailings that highlight your strengths (special expertise, great rates, weekend availability, etc.). Offer a gimmick to get noticed, such as a free trial or guaranteed satisfaction. Provide a list of major projects and references.

To market to direct clients, you should use slightly different techniques. First, research different industries by using the library and the Internet. A good website is www.bizjournals.com. Then, identify target companies and use the phone to locate the appropriate contact in each company. A recommended website to learn useful sales techniques to sell your services to potential clients is www.sellingpower.com.

To ensure that your rights are protected, Courtney Searls-Ridge’s presentation addressed the practical aspects of negotiating contracts and agreements with translation agencies/bureaus/companies, book publishers, and other end-clients. Book contracts involve particular issues such as copyrights and royalties. Translation bureaus usually ask freelancers to sign agreements in order to protect themselves against liability and to ensure confidentiality. Do not assume you have to sign any contract that is put in front of you. If there is something you don’t like, voice your objection. Sometimes, there is room for negotiation and you can bargain for better terms.

Bear in mind that a contract is not necessarily a written document. Any bargained exchange for valuable consideration is a contract. Whenever someone calls and asks you to do a translation and the two of you agree on a deadline and price, you have entered into an oral contract that is just as binding as a written one. However, Courtney advises to always document the agreement in writing in case there is a later dispute. It can be done very informally; just write an e-mail restating the terms as you understand them and ask your correspondent for a response to confirm agreement.

To end her presentation, Courtney provided samples of good and bad contracts, and engaged the participants in mock negotiating sessions. She indicated that both ATA and the Northwest Translators and Interpreters Society offer model translation contracts online. The URLs are www.atanet.org/model_contract.htm and www.notisnet.org/notis/notisarc.html#Program. For more on contracts, see PEN’s Handbook for Literary Translators at www.pen.org/translation/handbook.htm.

After a morning spent analyzing agency-related issues, the afternoon was devoted to the freelancer’s viewpoint. In presenting it, Todd Burrell and Eta Trabing agreed that the first thing an aspiring translator or interpreter should do is to take stock of his or her skills and abilities. Both also emphasized the need for training and credentials. Many people enter this profession by accident, and few set out to acquire expertise in a systematic way.

Another consideration is the availability of time and money. Starting a freelance business is very difficult. When you are struggling to get and keep a customer base, cash flow can be uneven and unpredictable. If you are making a career change you need sufficient income to tide you over until you are established, which may take several years. Some people choose to transition gradually, keeping a full-time job in another line of work and accepting interpreting or translation assignments only in the evenings or on weekends.

Todd further stressed the need to research the advantages and pitfalls of an interpreting career before committing. Some assignments require travel. Depending on your outlook and energy level, this can be a glamorous lifestyle or an exhausting treadmill. People who escort for the State Department or during trade missions are expected to be on call all the time for a trip that may last several weeks. It takes a lot of stamina to be out interpreting for your clients at dinner after you have been in meetings all day. Court or medical interpreting can be emotionally difficult. It is important to maintain professional detachment while dealing with people in crisis situations.

While an interpreter is always on the go and must travel to where his or her clients are, a translator will most likely operate from a fixed location. Eta offered several practical recommendations for starting a translation business at home. First of all, plan a work schedule and create an office space for your business. Do not allow friends, relatives, or housework...
to interfere with your workspace or your working hours. But, by the same token, do not let work overtake your personal life. Stick to your schedule and take evenings and weekends off.

Always answer the phone in a businesslike manner. Do not use cute recorded messages. Do not let children answer your business phone. Have a separate fax line. Be sure to be reachable by e-mail and/or cell phone. This is a service business: you need to be available when the client needs you, not when it suits you.

Invest in your equipment. Buy an up-to-date computer, software, fax, and printer, and have a high-speed Internet account. Get dictionaries and reference materials. All these items are a necessary initial investment in your business. Keep detailed records of all your expenses, as a lot of them will be tax deductible. Likewise, keep very good records of your income, and don’t forget that you owe estimated tax payments. When you can afford to, hire an accountant who has experience working with the self-employed. Devise a system for following up on unpaid receivables.

Once you are set up, market your services. Get business cards and a good resume. Network to become known. You should try several approaches, including mailings, contacts with colleagues, professional forums, etc. Decide on your rates before clients call so you will have an answer ready when asked. Present your estimates in writing. Ask questions and make sure you understand what the assignment involves and what the client expects is included in the price. Never miss deadlines for any reason. Always remember that you are a businessperson and act accordingly.

This last bit of advice is something all the panelists agreed on. Another oft-repeated recommendation was to network, network, network. Serendipitously, the organizers had arranged a cocktail hour at the end of the day where we were able to practice our newly acquired networking skills. Everyone had garnered some useful ideas and expressed appreciation for a very interesting, well-organized event.

To round out the weekend, complementary events were scheduled for Sunday. An accreditation sitting was held Sunday morning, and Courtney Searls-Ridge, head of the ATA Mentoring Task Force, offered mentor and mentee training. In case you missed them in Boston, all three events will be repeated at the ATA conference in Atlanta (advance sign-up required).

Questions? Contact Mary David at ATA Headquarters; mary@atanet.org or (703) 683-6100 ext 3009.

International Certification Study: Spain and Portugal
Continued from p.21

Other organizations include:

Asociación Profesional Española de Traductores e Intérpretes (APETI)
www.lai.com/lai/spanish.html

ACE Traductores (ACEtt)
www.acett.org

Asociación de Traductores e Intérpretes Jurados de Cataluña (ATIJC)
www.atijc.com

In the next issue, we will examine the fresh efforts in the area of certification in the Ukraine. As the editor of this series, I encourage readers to submit any relevant information concerning non-U.S. certification or similar programs, as well as comments on the information published in this series, to my e-mail address at jiri@cetra.com.

What’s in It for Me? Continued from p.27

make the most of a limited amount of time, to set and stay within boundaries, and to improve communication. It’s much easier than you think!

More than ever, today’s newcomers to our profession need the advice and encouragement of working translators and interpreters who have on-the-job experience. It is, after all, a dog-eat-dog world out there. But the ATA does not have enough mentors! We need more experienced translator and interpreter volunteers! Please consider this challenge and take this opportunity to make a difference.

Participation in the ATA Mentoring Program is an ATA member benefit open only to ATA members. To become an ATA mentor, complete the mentor application on the ATA website (www.atanet.org/Mentor), attend the mentor training session in Atlanta on Wednesday, November 6, and wait to be matched with a very excited and grateful ATA mentee.

Questions? Contact Mary David at ATA Headquarters; mary@atanet.org or (703) 683-6100 ext 3009.
t occurred to me that it might be useful to look at some of the attitudes and approaches that distinguish a translator with 30 years of experience from someone who has significantly less. What is it that I have learned from these many years of working that is different from what interns and junior translators know?

**Concentration.** This is basic: getting the work done and putting the effort where it needs to go. Experienced translators have a very accurate idea of how long a text will take to translate, even without reading it first. And, if mistaken, experience has developed that extra brainpower required for laser-like focus on the text that needs to go out. Let’s face it: translators must like deadlines or else they would be in a different line of work. If it has to be out by Wednesday morning, the effort required will be dosed carefully to reach that result. That’s why many experienced translators will do a draft of a translation when it comes in to be sure it’s not going to require more time than they’ve allocated. It doesn’t matter if we’re early risers or night owls—most of us know when we have a long day ahead, and when we can go out for dinner and a play and enjoy it.

**Reasonable expectations.** Most of us don’t work on Nobel Prize literature. In fact, we have learned to accept it as however complicated it is for us. have generally stopped blaming the source for infelicities. Instead, we simply do our best to reproduce clearly and succinctly in the target language the ideas the text contains, however confusingly expressed. We have given up the temptation to rewrite unless asked to (“I want an adaptation”), since that door, once opened, can lead to never-ending revision, and assumes a level of familiarity with the subject matter, as opposed to how it is expressed, that we may not have.

“…What do most of us think of when we say that someone is a professional?…”

**Plausibility.** Truly original thought is encountered so seldom and so unexpectedly that most of us have developed a sixth sense for new meanings. An example of this from my own editing experience would be a text for aspiring insurance sales representatives on data privacy. Legislation in Quebec requires everyone doing business with the public to keep only the information they need and to keep it confidential. In the document I was editing, this was said to apply to “everyone, from the tow-truck driver to the multinational company.” Surprised by this implausible pair, I checked the original French text and discovered that a translator unfamiliar with the privacy regulations in Quebec had translated the word *dépanneur*, used in Quebec to designate the corner convenience store, as “tow-truck driver,” its meaning in France. When experienced translators read something that doesn’t make sense, they investigate further. They also keep the text within the track it has set for itself.

**Good looks.** I don’t mean for the translator—for the text. The finished product has to look good, resembling the original to the greatest extent possible in order to allow easy comparison of the two versions (facilitating updates, changes, and checks for completeness). This can mean adding page numbers, using appropriate typefaces to distinguish handwritten and printed text, etc. People who pay a reasonable price for a translation deserve to receive something they can use with minimal manipulation. Moreover, if a text looks good, it makes it less likely that an unqualified person will have to re-enter the text and introduce new mistakes in the process.

**Resources.** A point I’ve made repeatedly is that we have to invest in ourselves. If work is returned electronically, not in hard copy, then the quality and speed of the printer only matters to the translator. And that is exactly why experienced translators invest in equipment that will improve their own working lives. They buy new computers at regular intervals, and not the bottom-of-the-line student model but the best of the “home office” offerings, with substantial amounts of memory to have numerous files open at once, very large hard drives to store all past work (for easy searching), many CD-ROM dictionaries, saved versions of interesting online glossaries, legal texts, etc. They also keep the old computers for backup purposes (also an important resource). We have high-speed Internet access because it is so incredibly useful, and several ways to access the Internet in case of ISP problems. We know that the work has to get out, however complicated it is for us.
Generosity. We help our colleagues out—without sneering at their apparent ignorance. We participate in online discussions, by language or specialty, asking questions and answering others. We share what we have learned because we know we will need help, and it feels good to be able to do something for someone else for a change. We join associations, write articles, and take part in workshops! We consider taking on interns (and even paying them), teaching translation courses so that the students will have an accurate idea of the world that awaits them, and even talking to the Girl Scouts on Career Day. We realize that almost no one outside the translation business has any idea of what we do (and what we do it for), so we explain it patiently and simply to those who ask. It’s a habit that has generous rewards (see below).

Good manners (it’s polite to wait till you’re asked). Being asked to translate a text puts you in a relatively more powerful position than soliciting work from a customer. Obviously, you have to make your services known first, but there are other ways than just sending CVs and asking for work. Referrals are what you look for. If you are generous with your time on committees, people get to know you and are more apt to think of you when someone mentions the need for a translator. Even agencies located in distant places are more likely to solicit you if your name appears in more than just a directory. And direct translations, which pay more and are generally more satisfying, are usually assigned to people who are more than just a name to the person placing the work.

Sense of balance. Those of us who have survived in this business for at least 10 years have stopped working every available minute. We know that minds get tired as much as bodies, and that we have to devote time to ourselves and our families. We have to save some thinking time for reading—and therefore cannot use up all our mental energy on work. Many of us have outside nonverbal interests (painting, music, cooking, sports) that we have either acquired since becoming established as translators, or returned to once we had the money and realized we needed to make the time to pursue our hobbies.

What do most of us think of when we say that someone is a professional, whether speaking of translators, plumbers, or tennis players? That they get the job done. That they don’t make a lot of fuss about it. That they know what they are doing. That they respond reasonably to reasonable demands, and know when demands are unreasonable. That they get paid for their work. Sounds good to me!
How to Sell Translation/Localization Services Without Spending Millions of Dollars

By Renato Beninatto

A handful of companies in the translation and localization services industry can afford global teams with salespeople present in every major market, and can also spend more dollars on marketing than your company makes in a year. I have managed two of those. But for most, the owners and maybe a couple of salespeople have to do the job… and on a budget.

I want to share with you some principles and practices that will make your sales more effective, and maybe take you away from the “if I work I don’t sell, if I sell I don’t work” vicious circle. It is a simple step-by-step plan: start by developing your sales strategy, then profile your buyer and define the processes that support your strategy, and finally, make a habit of tracking and managing your pipeline.

First, you need a strategy. If your approach to strategy is “follow the leader,” by now you are probably “a localization company that provides services for the IT, life sciences, transportation, manufacturing, and utilities industries,” just like your competitor or the big companies in the market. And I wouldn’t be surprised if you actually didn’t have clients in any of these markets.

A good strategy drives processes, which influence behaviors and achieve results. In other words, you want to create an environment that generates sales for you, and to do that effectively you have to put a process in place. Once you have a sales process, you will develop a “sales mentality,” and it will be easier to obtain the results you expect.

Start by targeting the most appropriate markets, those that will bring the highest probable sales and profit potentials. The easiest way to do it is to look at your existing client base and at your success stories (and not your competitor’s). If you don’t define target markets clearly, your sales effectiveness will be negatively affected. Correct targeting, on the other hand, can lead to improved sales.

By doing this exercise, and looking at the supply chain of a certain opportunity (the suppliers and clients that make up an industry), one of my sales consulting clients was able to unveil a $2 million pipeline of potential translation business that was being overlooked.

“…A healthy pipeline is the best indication of a well-managed business…”

Targeting markets provides the basis for defining sales territories, deploying salespeople, setting sales quotas, measuring performance, and identifying problem areas. But most of all, targeting allows you to focus your sales efforts and maximize your marketing dollars. Another advantage of targeting is that in doing research on a certain industry or vertical market, you become an expert and show more credibility when talking to potential clients.

The next step is profiling, or obtaining detailed information about characteristics of your typical buyer. First, look at the characteristics of your current clients: total revenue, percentage of revenue from international markets, number of employees in the U.S. and abroad, number of countries in which the company is present, Standard Industrial Classification (SIC) codes, number of factories, and any business information that you can acquire. Good sources of this type of information are sales support sites like Hoover’s (www.hoovers.com), Corporate Information (www.corporateinformation.com), ZapData (www.zapdata.com), and Dun & Bradstreet (www.dandb.com). Looking for companies with the same profile as your current customers will increase the success rate of your sales calls.

By completing these two stages, you are moving away from the “spray and pray” approach that is so common in our industry. By now, you know what vertical markets you are going to target and the characteristics of your potential buyers. And if you visited the websites I mentioned, you also found a source of leads that can be generated according to any of the criteria that you listed. This is focus.

Now you need a process. A sales process is a sequence of steps that will guide the stages in your relationship with prospects and clients. Tracking these steps and attributing probabilities of closing the sale to each stage will allow you to build a pipeline. If you use sales management tools like Salesforce.com, ACT, or Goldmine, they already incorporate some of the process steps in their structure. Some basic steps are:

- Identifying potential customers;
- Determining key decision makers;
- Establishing if the prospect has a budget and how big it is;
- Identifying the needs and expectations of the prospect;
- Meeting face-to-face with the client;
- Matching the prospect’s needs to your capabilities;
- Developing an action plan and key milestones;
- Submitting a quote;
- Negotiating terms and conditions; and
- Executing the contract.

By obtaining and tracking this information for all your existing and potential clients, and grading
each one of the steps according to your historic performance, you will have the most valuable tool in sales management: a pipeline report for forecasting revenue. The pipeline is graded according to the probability of closing a project at each one of the stages. Your goal is to move the opportunity down the list, thus improving the probability of getting the job.

Table 1 is a sample pipeline report. The weighed amount corresponds to the amount of the project, multiplied by the probability of closing it at the different stages.

Once you start tracking your sales through a pipeline, you need to acquire the habit of managing it on a daily or weekly basis. You want to have projects at different stages in your pipeline at all times. Because selling is usually not fun (winning sales is fun, selling is work), you will have to fight procrastination, and the best way to do it is to look at a report and see a picture of your future. Among the several tactics that I have seen in our industry to create the habit of selling, the one I like the most is the posting of a “Do Not Disturb, I am selling!” sign at the door, so that operational distractions don’t get in the way of your efforts to grow your company.

In my opinion, a healthy pipeline is the best indication of a well-managed business. It is the best way for you to manage the revenue side of your organization and to plan your future investments. Putting systems like this in place can cost you very little, and it doesn’t have to take long. I have implemented sales tracking tools in organizations with over 100 people for a few thousand dollars in less than a week.

The most difficult challenges are actually making the decision to sell professionally, articulating a strategy, and sticking to a process. Once you take that step, you are on your way to potentially making millions of dollars without spending millions of dollars.

<table>
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<th>Opportunity</th>
<th>Amount</th>
<th>Weighed Amount</th>
<th>Close Date</th>
<th>Stage</th>
<th>Critical Business Issue</th>
</tr>
</thead>
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<tr>
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<td>$25,000</td>
<td>1/5/03</td>
<td>Submit proposal</td>
<td>Time to market</td>
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<tr>
<td>Project B</td>
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<td>$2,500</td>
<td>1/5/03</td>
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<td>Quality</td>
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<tr>
<td>Project C</td>
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<td>$18,000</td>
<td>1/10/03</td>
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<tr>
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How to Sell Translation/Localization Services Without Spending Millions of Dollars Continued

ATA’s Spanish Language Division
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St. Anthony Hotel  •  San Antonio, Texas
April 25-27, 2003

This is an exciting opportunity for you to share your knowledge and experience with appreciative colleagues. For more information, contact: Virginia Perez-Santalla (virginiasps@comcast.net).
Your Mission, If You Choose to Accept It…

By Hélène Wimmerlin

"Your mission...the localization into all EU languages of an important document designated operator’s manual. You may select any team members for the operation. You have six days to provide a print-ready version."

Such is the mission proposed to agent X, project manager in a translation agency. Mission impossible? As unreasonable as clients can get, it is rarely the case that they will make it so difficult that an agency will not be able to complete an assignment. True, translation projects can be obstacle courses full of pitfalls and traps. However, agencies are hubs for creative ideas and solutions, allowing them to conduct projects in a quality manner while respecting tight deadlines and serious budget constraints. The agency’s main weapon? Project managers.

So little is known about project managers. Clients sometimes think they translate the projects themselves. Or they wonder why the agency charges a project management fee, especially since the project only needs to be translated. Translators tend to have more of a mixed impression, where the assignment provider image gets entangled with that of a slave driver. So let’s bring some light to this misunderstanding profession…

It might seem obvious, but project managers manage projects—translation or localization projects, that is. These projects have a translation component at their core, but many different tasks and services orbit around that core, including, among others, quality control, desktop publishing, software testing, translation memory maintenance, proposal writing, or billing. Project managers are in charge of coordinating all the services on the project. To do so, they manage the whole team of contractors and internal staff and act as a liaison to the client.

Projects start with the project manager talking to the client and gathering as much information as possible to define the exact scope of the project and the client’s expectations. The client might not know much about the job to be performed, so some important details might be omitted unless the right questions are asked. After this initial interview, the project manager sits down with the production team and the files get analyzed and scrutinized, brainstorming takes place to determine the best course of action, a strategy plan is created, and a proposal gets sent to the client. If the plan was well thought out, the project manager simply implements it once the project starts and troubleshoots the minor problems that might arise. The project manager moves the project from translator to proofreader, from proofreader to quality controller, from quality controller to desktop publisher, etc.

It seems easy enough, but in practice it is a rather complicated exercise. The project manager is the buffer between clients and contractors. Translators will often complain that the project managers are not sensitive to their needs: they don’t provide enough reference material for the project, they don’t explain what needs to be done well enough, they don’t answer questions, or they don’t understand the need for sleep. On the other hand, clients can get frustrated because project managers don’t seem to deliver fast enough, they keep on asking for clarification on terms, and they threaten to charge extra if parameters to the project change. Although such complaints have been heard, a good project manager will manage to educate and satisfy both parties, and will keep everybody in a happy and productive mood. That skill is not given to everybody. So what makes a good project manager? Many skills enter the mixture…

Project managers are musicians attuned to languages. Even if they are not all linguists themselves, they have a broad knowledge of translation implications that will allow them to guide their clients in their localization decisions and to understand their translators’ needs and requirements.

Project managers are clowns, juggling with time, money, and quality in search of the perfect balance. Their decisions are crucial to the good results of the project, but also to client and contractors and internal staff satisfaction. No project manager can afford a decision that will shift the balance to a poor translation, a late delivery of an over-budget project, or, even worse, all of the above altogether.

Project managers are warriors with an arsenal of tools at their disposal to get the job done. These tools range from specialists they recruit for the mission to software tools that allow them to work more efficiently, or even reference materials that allow them to proof the work.

Project managers are road-runners. They always work in a fast-paced environment where they keep on moving the project from one person to the next. Any time the project spends unattended on their desk..."
is time lost. Always keeping the project moving is what allows for a short delivery time.

Project managers are repairmen who will find an answer for every question or issue their team members or clients have. They will help out to find answers to terminology questions, solve computer difficulties, deal with weather- or family-related catastrophes that have an impact on projects, or manage disagreements among team members.

Project managers are wizards who grant the client’s wishes, even if they imply deployment of a huge process structure to make it happen. If somebody can make it happen, the project manager will.

People trained simultaneously to be musicians, clowns, warriors, etc., are hard to find. Although a few training programs now exist, most project managers are trained on the job. They get recruited from all sorts of backgrounds for their organizational skills, their ability to multitask, their attention to detail, and their linguistic skills. Project managers often stumble into the profession without really having decided beforehand to become a translation project manager.

It can take up to a year to train project managers to deal efficiently and independently with all aspects of their job. The learning curve is quite intense at the beginning, but this pace will satisfy the project manager’s natural appetite for learning. However, once they know “everything,” all too often, project managers get burned out or suffer from not being challenged. Few advancement opportunities are available to project managers in small- to mid-size translation agencies. Within a couple years of their hire, chances are they will move on to becoming a translator if they have the necessary languages skills or else they might change professional fields.

There are associations for translators and associations for translation agency owners, but no association that really looks into the role and development of translation project management. The lack of organized representation of project management in the industry is disappointing, and takes away from the worth of project managers. Being a good project manager requires great talent and knowledge. Maybe the time has come for the translation industry to recognize the role of translation project management, which is so essential to its very existence. And maybe the time has come for project managers to get together to share their knowledge. So project managers, your mission, if you choose to accept it, is to take a proactive stance to make your role understood at all industry levels and to seek opportunities to share knowledge with your peers.

Assistant Professor of Spanish Translation Studies and Localization
Wake Forest University

Tenure-track, two-year appointment renewable, beginning August 2003. Five courses per year in translation, localization, and language. Knowledge of CAT tools required. For complete description of job requirements and credentials go to: http://www.wfu.edu/Academic-departments/RomanceLanguages and click on “Faculty Job Openings.” Send letter of application, dossier and teaching materials by November 11 to Candelas Gala, Chair.

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By Sandro Tomasi

This article is based on my own study of legal dictionaries, penal codes, and criminal procedure codes, in which I researched how the term probation, as it applies to the criminal justice arena, ought to be translated into Spanish. As you will see, this term has been incredibly mistranslated by most bilingual legal dictionaries. At the same time, no bilingual legal dictionary to date is 100% accurate. This being the case, it is important to keep in mind that the following article was not written to criticize the overall quality of the dictionaries mentioned here. It is simply a study on how best to translate the term in question (probation).

The goal of a bilingual legal dictionary is to provide an accurate translation of a source-language term and to provide different alternatives when contextual variations make it necessary to do so. An explanation in the target language may be required when there is no equivalent term or concept in the target system. In this situation, a formulated term may be welcomed, but only after it is thoroughly researched to make sure that it does not interfere with existing legal terminology.

Legal translating can be tricky due to the inherent differences between the source and target languages and the legal systems in their respective countries. Naturally, this is likely to lead to differences of opinion among experts on how to translate any one particular term. Discrepancies among bilingual legal dictionaries may also be due to the resources used and the background knowledge and experience of the individual author. Moreover, even when working with languages and legal systems where numerous reference works are available, such as English and Spanish, there are times when these dictionaries provide translations that are not completely accurate or that are erroneous altogether.

Before reviewing the Spanish translations for the term probation, it is important to first understand what the term means in English. Black’s Law Dictionary (6th and 7th editions) defines probation as a: “sentence imposed for commission of crime, whereby a convicted criminal offender is released into the community under the supervision of a probation officer in lieu of incarceration. … For this purpose the defendant must agree to specified standards of conduct, and the public authority operating through the court impliedly promises that if he makes good, his probation will continue; however, his violation of such standards subjects his liberty to revocation.” This definition allows us to understand that probation has five basic elements. That is, that probation:

1) Is a sentence imposed for commission of a crime;
2) Is in lieu of incarceration;
3) Involves a convicted criminal offender being released into the community under supervision;
4) Requires the defendant to agree to specified standards of conduct; and
5) States that liberty may be revoked if the defendant fails to abide by the agreed upon standards.

Going beyond Black’s definition of probation, it may also be helpful to understand that a probation sentence may be modified or revoked at the court’s discretion. Furthermore, if a sentence of probation is revoked, a court may impose any other sentence that initially could have been imposed.

Let us now begin by quickly discarding one of the alternatives offered by the bilingual legal dictionary authors (see Figure 1, page 41). Dahl misses the mark with one of his translations for probation by offering libertad bajo fianza (release on bail).

**Libertad Condicional**

It is absolutely mind-boggling how 12 English-into-Spanish legal dictionaries, including some of the most respected publications to date, have translated probation as libertad condicional. At first glance, this would seem to be correct because probation is, in a way, a “conditional release.” The question here is, does libertad condicional hold the same legal meaning as probation does in English? The first step that a legal translator can take in order to verify the accuracy of a target-language term in a bilingual legal dictionary is to confirm the meaning of the term in monolingual legal dictionaries. Having already confirmed the English meaning for probation, the next step is to see how the monolingual legal dictionaries in Spanish define libertad condicional.

Fernández de León defines libertad condicional as: “La concedida al penado merecedor por su conducta de ser puesto en libertad antes del total cumplimiento de su condena, quedando sometido a la libertad vigilada para en caso necesario ser reintegrado al establecimiento penitenciario a efectos de que cumpla la pena remitida condicionalmente.” Cabanellas1, one of the foremost experts on legal terminology in Spanish, dedicates five paragraphs to describe libertad condicional in his authoritative eight-volume Diccionario enciclopédico de...
derecho usual. The author states: “Beneficio penitenciario consistente en dejar en libertad a los penados que hayan observado comportamiento adecuado durante los diversos períodos de su condena y cuando ya se encuentren en la última parte del tratamiento penal, siempre que se sometan a las condiciones de buena conducta y demás disposiciones que se les señalen, a menos de ser reintegrados al establecimiento penal para cumplir el tiempo faltante, con el mal antecedente de esa frustración durante la ensayada libertad y retorno a la convivencia normal en sociedad.”

The Spanish Penal Code describes libertad condicional by stating: “Se establece la libertad condicional en las penas privativas de libertad para aquellos sentenciados en quienes concurran las circunstancias siguientes: 1° Que se encuentren en el tercer grado de tratamiento penitenciario. 2° Que hayan extinguido las tres cuartas partes de la condena impuesta. 3° Que hayan observado buena conducta y exista respecto de los mismos un pronóstico individualizado y favorable de reinserción social, emitido por los expertos que el Juez de Vigilancia estime convenientes.” The term libertad condicional appears in most Latin-American penal codes (see Figure 2, page 42) and holds the same conceptual meaning as the above descriptions.

It is clear that libertad condicional is the legal counterpart to parole, which has a well-established use in the Anglo-American criminal justice arena. This is confirmed in Black’s Law Dictionary, which defines parole as a “conditional release from imprisonment which entitles the parolee to serve the remainder of his term outside the confines of an institution, if he satisfactorily complies with all terms and conditions provided in parole order.” Interestingly enough, all of the bilingual legal dictionaries that included the term parole displayed libertad condicional for its translation as well—this time, accurately so. So how is it possible that the vast majority of English-into-Spanish legal dictionaries have erroneously offered libertad condicional as the translation for the term probation?

There are a few reasons. First, there have been minor misunderstandings between the terms probation and parole in English for which Black’s has found it necessary to distinguish between the two. It states: “‘Probation’ relates to judicial action taken before the prison door is closed, whereas ‘parole’ relates to executive action taken after the door has closed on a convict.” Second, no neo-Roman law country whose official language is Spanish has an exact legal counterpart to the Anglo-American system of probation. And third, there is even some confusion among legal scholars in these countries on the use of the term libertad condicional. This is illustrated by Ossorio, who says, “Constituye un dislate, al que no son ajenos algunos profesionales del Derecho, confundir esta institución con la libertad provisional o con la condena condicional (v.).” To further investigate what this blunder is all about, a cross-reference search on condena condicional in Cabanellas’ dictionary provides further proof that such a mistake should be avoided at all costs. Cabanellas states: “Constituye vulgarismo jurídico confundir esta figura con la de la libertad condicional, y más aún con la libertad provisional (v.).” Sin perjuicio de ampliar los respectivos conceptos en las voces citadas, indicaremos como substancial diferenciación que la libertad provisional se otorga durante el proceso; la condena condicional se traduce en la suspensión de la condena (requiere fallo y no haber empezado a cumplir la pena); mientras la libertad condicional se concede a los que, ya sufriendo condena, son liberados anticipadamente, en forma condicionada por su buena conducta.” While it is evident that there is some confusion as to the use of terms in Spanish, confirming the meaning of libertad condicional in a monolingual legal dictionary, and even more so, in most penal codes, would have undoubtedly proved that libertad condicional means parole and not probation.

Based on the fact that libertad condicional has such a broadly codified and established legal meaning, it is my opinion that variations of this term—e.g., Collin and Melcion’s libertad condicional a prueba or Romañach’s libertad condicionada—may be easily confused for parole.

Condena Condicional

Authors Lega and Oriolo offer the term condena condicional for probation (see Figure 1), while Benmaman, Connolly, and Loos offer a variation on the term: condena condicional probatoria (more on probatoria below). It seems as if these authors may have carried out more extensive research for their translation of probation by surpassing the libertad condicional “hurdle,” because they have made the distinction between being released right after conviction and being released after serving a minimum prison term. Nonetheless, let us analyze further what is meant in legal Spanish by condena condicional. The Diccionario jurídico mexicano, an authoritative four-volume work, describes condena condicional as: “una institución, de carácter jurídico-penal, cuya finalidad es la suspensión de las sanciones, impuestas a los delincuentes, cuando carezcan de antecedentes de mala conducta, sea la primera vez que delinquen, la pena...
consista en prisión que no exceda de dos años (cumpliendo los demás requi-
sitos del a. 90 del CP), para intentar su reintegración a la convivencia social.” The Spanish authoritative four-volume work, *Enciclopedia jurídica básica*, includes: “consistentemente suspender el cumplimiento de la pena (o su imposición, según los sistemas), a condición de que el sujeto no vuelva a delinquir o cumpla otra serie de requisitos o cargas legalmente previstos.” Although the specifics may vary from one country to another, *condena condicional* is a system that is very close to probation, allowing a convict of a minor offense to be released into society under certain conditions with the under-
standing that if those conditions are not met, the defendant will have to serve the sentence that was previously looming over his head.

Before we continue, it is important to note two things. First is that, unlike *libertad condicional*, when a convict is “on release” with conditions, *condena condicional* does not mean that the offender is “serving a sentence” with conditions. To the contrary, the established legal meaning for *condena condicional* is that there is a sentence, but it will only be carried out if the conditions of release are not met. Díaz de León addresses this misnomer, as part of his 11-page definition of the term, when he comments that *condena condicional* amounts to a “condena de inejecución condicionada.” It is also important to note that even though Mexico’ is the only country to codify the term *condena condicional* as a title, others—e.g., Colombia, El Salvador, and Uruguay (*suspensión condicional de la ejecución de la pena*); Peru and Spain (*suspensión de la ejecución de la pena*); and Paraguay (*suspensión a prueba de la ejecución de la pena*)—have established the term as a synonym to their codified terminology. This is probably the reason why Lega and Oriolo also offered their own variation: *ejecución condicional de la pena*.

The *Enciclopedia jurídica básica* goes further and makes a comparison between the systems of *condena condicional*, probation, and *sursis* (a similar system used in Europe): “De todos estos sistemas los más exten-
didos son el angloamericano de *probation* y el franco-belga del *sursis*. En el sistema de *probation*, el proceso de imposición de la pena se divide en dos momentos: En el primero, el juez declara la culpabilidad, pero no impone la condena, dejándola en suspenso durante un período de prueba, en el cual el sujeto es sometido a medidas de control y a medidas positivas asistenciales y de *reinserción*, consistentes en el cumplimiento de ciertas cargas [trabajos para la comunidad, participación en programas de reinserción, reparación del daño …], bajo la vigilancia de un funcionario encargado de su seguimiento (*probation officer*)...” In fact, there have been many comparative studies between probation and *condena condicional*, such as the following two works which happen to share the same revealing title, *Suspensión condicional de la pena y *<proba-

For all the comparisons that have been drawn between probation and *condena condicional*, one would think that these terms constitute an accurate translation. It is my opinion, however, that they do not because *condena condicional* is a conditional sentence that is not carried out; proba-
tion, on the other hand, is a sentence that is carried out. This is governed by the Comprehensive Crime Control Act of 1984, which makes probation a sentence in and of itself. Nevertheless, I do believe that there is already a legal counterpart to *condena condicional* in U.S. criminal law. The term for this is suspended sentence, which *Black’s Law* describes as: “A conviction of a crime followed by a sentence that is given formally, but not actually served. A suspend-
tence in criminal law means, in effect, that the defendant is not required at the time the sentence is imposed to serve the sentence.” The difference with probation is that the defendant is serving an imposed sentence, albeit noncustodial, and that the prison sentence will be set and carried out if the sentence of probation is revoked.

**Libertad a Prueba and Probatoria**

Authors Alcaraz Varó and Hughes, Rivera García, and Robb offer *libertad a prueba* for the translation of probation in their dictionaries. Even Morales Lebrón places probation (written in English) in parentheses right next to the *libertad a prueba* entry in his monolingual Puerto Rican legal dictionary. *Libertad a prueba* is almost identical to the Anglo-American system of probation, and can be found in the Puerto Rican criminal procedure code. However, it seems to me that this term is not probation as it is currently defined in the U.S., but a suspended sentence instead. The Puerto Rican criminal procedure code, as a commentary to Section 1026, *Sistema de libertad a prueba*, adds: “El sistema de sentencia suspendida o libertad a prueba son términos que se emplean indistintamente para referirse a una misma institución.” So here we have it, under definition of Puerto Rican law, *libertad a prueba* is the same as a suspended sentence. Maybe this is why Meilij de Romero came up with *sentencia en suspenso (a prueba)* for probation.
Interestingly enough, evidence tends to show that probation was a suspended sentence before the Comprehensive Crime Control Act of 1984. The fourth edition of *Black’s Law Dictionary* (1968) gives a different case-law description of probation than its sixth edition published 22 years later. The earlier version states the following: “allowing a person convicted of some minor offense (particularly juvenile offenders) to go at large, under a suspension of sentence, during good behavior, and generally under the supervision or guardianship of a probation officer.” This definition is in contrast to the one I cited earlier from the probation edition, which established probation as a sentence. What is also interesting is that it took a few years for probation to complete its metamorphosis in the 1970s from a suspended sentence into a sentence. This is evidenced in the fifth edition of *Black’s Law Dictionary* (1979), where it displays two contrasting case-law definitions for probation. One of the cases described it as a sentence and the other as a suspended sentence. The important lesson to be learned here is that as laws change, terminology and/or translations of such may need to do so as well. All of the authors that offered *libertad a prueba* would have been accurate if we were talking about probation in the 1960s, even though *condena condicional* or *suspensión de la ejecución de la pena* were, by far, more established terms for the same in Spanish-speaking countries.

Many authors offer *probatoria* as a translation for probation, but all the Spanish-monolingual legal dictionaries used in this study that listed this term defined it as “pertaining to evidence.” Rivera García is the exception, and is the only one to define the term as an early prison release for good behavior. None of the codes I reviewed support Rivera García’s contention, but offered, instead, terms such as *obligatoriedad probatoria* and *término probatorio*, displaying further proof that the legal term *probatoria* pertains strictly to evidence. The exception to this rule is found in Puerto Rican case law (not its statutes) where this colloquialism appears repeatedly, demonstrating its current level of acceptance by the courts. Indeed, Puerto Rico has its own laws and terminology, but it is important to know that *probatoria* is not a sentence in and of itself, as probation is in the U.S., and that it is used to describe its own codified terms, *libertad a prueba* and *sentencia suspendida*.

Alcaraz Varó and Hughes further contend that *libertad probatoria* would be suitable. However, this compounded term can be found in Article 173 of the Paraguayan Criminal Procedure Code, and refers to admitting evidence. It defines *libertad probatoria* as: “Los hechos y circunstancias relacionados con el objeto del procedimiento podrán ser admitidos por cualquier medio de prueba, salvo las excepciones previstas por las leyes.” Once again, this demonstrates the widespread legal usage of the term *probatoria* in relation to evidence.

**Generic Terms for Probation**

*Libertad vigilada* is offered by Collin and Melcioni, Ramos Bossini and Gleeson, and West. It is fine to describe probation as such; however, this term may be associated with either *libertad condicional* or *condena condicional* in civil law countries. Traditionally, a *Juez de Vigilancia* would supervise convicts who were on *libertad condicional*, hence *libertad vigilada*. But as supervision has become a more popular tool in the neo-Roman law systems of *condena condicional*, the term has been applied generically for both. What’s more, in some countries, even the *Juez de Vigilancia* is in charge of supervising both as well. Aside from *libertad vigilada*, terms such as *tratamiento en libertad, período de prueba, régimen a prueba*, and *régimen de vigilancia* may also be used to describe probation, parole, and any other noncustodial sentences or releases.

**Probación**

The term *probación* has not been included in any of the bilingual legal dictionaries I reviewed. However, Goldstein does include it in his *Diccionario de Derecho penal y criminología* and offers Cuello Calón’s description of the Anglo-American system of probation. At first, one may be inclined to think that it is absurd to use this cognate, which has no legal meaning in Spanish. True as this may be, Goldstein is not off base, since the term *probación* does conjure up similar images. Let us go outside of the legal arena for one moment and confirm the definition of *probación* with the master lexicographer María Moliner. The first of the two meanings she offers is *prueba*. Just as in old English, probation is evidence or proof. The second meaning reads as follows: “En las órdenes religiosas, prueba de vocación que se les hace a los novicios por espacio de un año por lo menos.” The 30-volume *Enciclopedia jurídica española* also includes *probación* and explains it as Moliner does. Of course, neither of these two references is talking about convicted seminarists on probation, but they do lend credence to the use of *probación* in the criminal justice arena because it subjects a person to a probationary period. This may even be why some other legal scholars have chosen to include the Spanish cognate in their comparative studies on probation, e.g., *Bases para el desarrollo de...*
un sistema de Probación en Venezuela (Bravo Dávila, 1981) and La probación: Método de tratamiento individual del delincuente (Canestri, 1981).

There are, however, many legal scholars around the world who have also performed comparative studies on probation, but have chosen to keep this term in English. But what happens when a term is kept in English as it is being discussed in a foreign language? Little by little, as an English word gets repeated over and over again, it becomes engrained into the vernacular of a foreign language. This sort of thing, as court interpreters across the U.S. are able to confirm, has Spanish speakers uttering the likes of “provecho” and “probeishon.”

**Closing Thoughts**

It is my belief that the research on how to translate probation has proved that libertad condicional is an erroneous translation for probation, and should be used for parole instead. The term condena condicional and the Puerto Rican terms, libertad a prueba and sentencia suspendida, were all equivalent to probation when the Anglo-American system was a suspended sentence. However, once probation became a sentence in and of itself, I think these three terms were better left for comparative studies only rather than precise translations thereof. Currently, I believe that condena condicional, libertad a prueba, and sentencia suspendida are legal counterparts of suspended sentence. It may very well be that the systems of condena condicional and libertad a prueba will be enacted in their respective countries as sentences in and of themselves, and allow courts discretion on their modifications and re-sentencing procedures just as probation has in the United States. Until then, I don’t think either of these terms would constitute an accurate translation of probation.

The term probatoria offers an interesting twist because, legally, it only refers to evidence. However, it has gained colloquial acceptance in Puerto Rico as the equivalent of libertad a prueba. On the other hand, it is also used in some parts of the

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**Figure 1: English-into-Spanish Legal Dictionaries**

<table>
<thead>
<tr>
<th>Term</th>
<th>Alcaraz Varó/Hughes</th>
<th>Benmaman/Connoly/Loos</th>
<th>Cabanellas/Hoague*</th>
</tr>
</thead>
<tbody>
<tr>
<td>probation</td>
<td>libertad condicional o a prueba, libertad probatoria, [explanation of “probation” in Sp.;] probatoria</td>
<td>condena condicional probatoria, [usage: once full term established, may use only probatoria]</td>
<td>libertad condicional</td>
</tr>
<tr>
<td>Collín/Melcioni</td>
<td>libertad vigilada, libertad condicional a prueba</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kaplan*</td>
<td>libertad condicional</td>
<td>ejecución condicional de la pena, condena condicional</td>
<td>libertad condicional</td>
</tr>
<tr>
<td>Meilij de Romero</td>
<td>sentencia en suspenso (a prueba)</td>
<td>libertad Castro, probatoria</td>
<td>libertad condicional, libertad vigilada</td>
</tr>
<tr>
<td>Rivera García</td>
<td>libertad a prueba</td>
<td>prueba, libertad condicional</td>
<td>libertad condicional o a prueba, probatoria (PR)</td>
</tr>
<tr>
<td>Romañach</td>
<td>probatoria; libertad condicionada</td>
<td></td>
<td>libertad vigilada</td>
</tr>
<tr>
<td>Solís/Gastaezoro*</td>
<td>1. libertad condicional, 2. [explanation of “probation” in Sp.]</td>
<td></td>
<td></td>
</tr>
<tr>
<td>West</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* It is a great injustice to authors Cabanellas/Hoague, Kaplan, and Solís/Gastaezoro that their dictionaries are commonly referred to by the publishers’ names—Butterworth’s, Wiley’s, and sometimes Aspen’s, and West’s, respectively—rather than their own.
U.S. to translate the sentence of probation. Notwithstanding, this is probably due to the historical lack of qualified court interpreters throughout most parts of the country, and the shortcomings of the bilingual legal dictionaries that have been published.

After performing exhaustive research on the translation of probation, I concur with authors Bravo Dávila, Canestri, and Goldstein on using the term \textit{probación} for this Anglo-American system when addressing an audience in Spanish.\footnote{1. 18 U.S.C. § 3565.}

This is one of the rare cases when a new term is warranted because there is no exact legal counterpart. The cognate holds similar meaning in Spanish, and, in my opinion, is available for scrupulous application in the legal context. \textit{Probación} has gained some colloquial acceptance in the U.S. and would be easily recognized by other Spanish speakers used to hearing the cognate in English. Furthermore, due to the vast comparative studies on probation and noncustodial systems, there are many legal professionals in Spain and Latin America who would easily understand the term \textit{probación} in the context of U.S. criminal law.

Due to the fact that legal translation is such a complex discipline—which involves translating from one language to another, from one legal system to another, and which may even include updating terms as language and legal systems evolve—one should always be aware of ad hominem fallacies and accepting expert opinion uncritically. It is by these criteria and all of the preceding documentation that I recommend to any person who consults English-Spanish legal dictionaries to treat them as if they have been sentenced to lifetime probation (\textit{probación perpetua}).

\textbf{Notes}


2. Although his full name, Cabanellas de Torres, is not given in the reference works that are cited, it is important to know that he is the author of several monolingual dictionaries and should not be mistaken for his son, Cabanellas de las Cuevas, co-author of the “Diccionario jurídico/\textit{Law Dictionary}.”

3. Uruguay is the only country that differs. Article 131, Section B, of the Uruguayan Penal Code establishes that \textit{libertad condicional} is given, upon conviction, to a defendant that was granted a pre-trial release (\textit{libertad provisional}). \textit{Libertad anticipada} is their codified term for parole.

4. Art. 50 bis. of the Mexican penal code (\textit{vigilancia de la autoridad}) establishes the ability to impose court supervision for a defendant who receives a \textit{suspensión condicional de la ejecución de la sentencia} (i.e., \textit{condena condicional}).

5. 18 U.S.C. § 3561.


8. Depending upon context, a brief explanation may need to be given to inform a target audience (usually foreign legal professionals, since defendants are quick to inform themselves) about what this noncustodial sentence means in U.S. criminal law. For this, I propose the following: Probación. Institución angloamericana equiparable a la condena condicional, pero que a su vez, constituye una pena en sí, obligando al penado a someterse bajo la vigilancia de un funcionario encargado de su seguimiento y cumplir con las condiciones impuestas por el juez mientras se encuentre en libertad. You may continue with: Si el reo beneficiado reincide durante el plazo fijado de la probación, será sujeto, a discreción del tribunal, a una modificación de ésta o será reconocido a una pena privativa de libertad correspondiente al delito por el cual se le concedió dicho beneficio.

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Código penal de la República de Nicaragua. www.unifr.ch/derechopenal/legislacion/cp_nicaragua.htm. n.d.


Continued from p.78

Código penal de Panamá.
www.unifr.ch/derechopenal/legislacion/cp_panama01.htm. n.d.


Código penal ecuatoriano.
www.unifr.ch/derechopenal/ljecuador/pecuidx.htm. n.d.


Continued on p.78
This article provides an overview of contracts according to German law and outlines, among other topics, the need for translation, the question of jurisdiction, the German definition of contracts, standards and contracts, some differences between German and American contracts, and some translation suggestions borne out of these differences. The following text is the result of theoretical input* from knowledgeable colleagues, in addition to several years of practice in translating U.S. and German contracts and agreements. It summarizes legal questions that I, as a legal translator who did not study law, found of interest as background information for my own translation activities.

It is perhaps surprising, especially given the flood of contracts reaching us, to learn that “Formfreiheit” (“freedom from formal requirements”) applies to contracts involving a debt obligation (section § 350 HGB [Handelsgesetzbuch, or German Commercial Code]). Despite this, contracts involving international business transactions are usually set down in writing and subjected to formal (i.e., legal) requirements as a means of creating evidence of validity.

Considering the rule of freedom from formal requirements, why must contracts or agreements written in English be translated into German? The answer is the need for information. It may be that the contract has been negotiated by a parent or subsidiary company whose subsidiary or parent in Germany needs to know the details—either for the records or because the purchase or sale being contemplated is contingent on the contract. Or else it may be that the parties involved are from different countries, one German and the other American, and the former wants the translation, again either for members of their company who are not fluent in English, or because the negotiators themselves do not know the contract’s language well enough to access the contract. In the latter case, German law requires a translation (the legal term is “Übersetzungs-sobliniegenheit”), as it specifies that all parties must have equal access to an agreement (i.e., to understand it equally well so as to create an equitable situation). The Übersetzungs-sobliniegenheit also applies to software and distribution agreements, whose unknown parties may or may not understand the English of the original contract. The risks associated with the translation are borne by the party that requires the translation. If the contract is declared valid in both languages, neither party is at risk. If the contract, in terms of communication, “sends” information, the sender is responsible for making the information understandable.

For the translator, the reasons behind a translation are important. While each translation requires our best effort, we must take a particularly hard look at the subject matter when the situation requires us to follow the conditions of the Übersetzungsobliniegenheit. Do we have the expertise in the subject matter that is required for us to render the contract unambiguously? In such cases, we might also want to take a close look at the writing style of the contract, since we cannot use a badly written original as an excuse for a badly written translation. If we find that we are not completely clear as to the meaning of a contract’s content, we might better off declining the job.

According to German law, the Einführungsgesetz zum Bürgerlichen Gesetzbuch (EGBGB, or “Law Introducing the [German] Civil Code”) rules on legal matters. With regard to jurisdiction and venue (the Gerichtsstand), this is usually given in the contract as being either in the U.S. (e.g., “the courts in the State of New York”) or in Germany (e.g., “the courts in the city of Frankfurt am Main”). Concerning foreign jurisdictions (see art. 3), Article 27 provides that a contract is subject to the law (Rechtsordnung) selected by the parties. Article 28 rules that contracts not selecting a law are subject to the law of the jurisdiction with which they are connected most closely. In addition, Article 32 emphasizes that the law applied to a contract according to Articles 27 to 30 is most relevant for this contract’s interpretation. Thus, in German courts, a contract containing an appropriate selection of a law (it could even be a third country’s law) will be interpreted accordingly.

A major problem with contracts is their purely formal definition. For content, almost any topic will do...

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*See also Christiane Bohnert, “…A major problem with contracts is their purely formal definition. For content, almost any topic will do...” The ATA Chronicle October 2002
4. This acceptance will lead to a certain legal result.

In its economic context, a contract always creates a “Schuldverhältnis” ("an obligation" or "set of obligations"), which results from the acceptance of an offer. Individuals entitled to enter an agreement include:

1. Private persons ("natürliche und juristische Personen"): a. Individuals, including sole proprietors and partnerships; b. Corporations.

2. Public persons subject to international law ("Standardformulierungen in Völkerrechtsverträgen" are available from the “Auswärtiges Amt” [German Foreign Office]).

This article is only concerned with contracts made by private persons.

The “Schuldverhältnis,” resulting from an offer and its subsequent acceptance, is constituted in various ways. There are unilateral, bilateral, and multilateral contracts.

1. A unilateral contract consists of an offer and its implied acceptance. Examples include gifts, sureties, warranties, and contracts of inheritance (Schenkungen, Bürgschaften, Garantien, and Erbverträge). Unilateral contracts also include last wills, foundations, and public promises of reward (Testamente, Stiftungen, and Auslobungen).

2. Bilateral contracts involve an offer by one party and an acceptance by another party; thus creating a mutual obligation. Such contracts are most commonly translated: sales, purchases, delivery agreements/contracts, rental agreements, work contracts, as well as leasing, licensing, and nuptial/marriage agreements (Verkaufs-, Kauf-, Liefer-, Miet-, Werk-, Leasing-, Lizenz-, and Eheverträge).

3. Multilateral contracts create an obligation for several parties to each other. The most common examples are the partnership agreement (Gesellschaftervertrag) and articles of incorporation (Gründungsurkunde [GmbH], Satzung [AG]).

With other texts, a translator may be able to build glossaries of terms and phrases that occur repeatedly. However, since the legal doctrine of "contractual freedom" includes the freedom to put a contract into whatever terms and phrases sound good to the parties or their lawyers, experience can help, but glossaries are usually limited to a few standards that have developed over time, and which may be found on the Internet or in books such as the Formularbücher (Beck) and the Heidelberger Musterverträge. For translations from American English, however, these are of limited value, as they leave out matters important to U.S. law.

Some of the existing standards are the result of international conventions and agreements, such as the commerce-related "incoterms" (abbreviated statements detailing how delivery should be handled). Other important agreements include: the Arbitration Rules of the International Chamber of Commerce (ICC; Internationale Handelskammer); the CISG (UN Convention on Contracts for the International Sale of Goods; Übereinkommen der Vereinten Nationen zu Verträgen im internationalen Warenhandel); and the Conditions of Contracts by the International Federation of Consulting Engineers (FIDIC—the acronym represents the French version of the name). Moreover, the European Union is planning on codifying the general law of contracts for its member states. On an international level, there is the International Institute for the Unification of Private Law. Other standards have been created by consumer protection laws (Verbraucherschutzgesetze). When using institutional and other reference materials, it is important to be sure that any terms or phrases really do get the intended meaning across. If unsure, it is better to stick closely to the text, even if the translation does not sound as elegant.

Some clauses that are standard in U.S. contracts, such as waivers, are unnecessary in German law. While they cannot be left out, it is useful to know this in case one encounters difficulties. While passages important to German readers may require lengthy research, with passages important only to U.S. law it may be justifiable to give up sooner, perhaps entering a note.

As the contract’s writing style may swing between general English and legalese, it is important to keep in mind the general rules of translation:

1. Content is invariable; that is, the original’s meaning must come across accurately and completely.

2. A translation shall have the same effect on its readers as the original: legal texts are informative texts; hence, legal phraseology (Fachsprache) must be used.

3. Conventions are dictated by the target language; that is, the text should not read like a translation.

Given the difficulties generated by the different legal systems of the U.S. and Germany, items 1 and 3 will be most
in conflict when translating legal texts such as contracts.

A German contract consists of: title (Überschrift); place/date (Ort, Datum); head of contract (Rubrum oder Vertragskopf); recitals or whereas clauses (Präambel); definitions (Definitionen); clauses or sections (Klauseln, Ziffern, Absätze); final formulas (Schlussformeln); and signatures (Unterschriften).

In U.S. agreements, the date is frequently put directly before the signatures, although there are translators who insist that changing this to follow the German format is permissible and even beneficial. However, this is not a common stance. Rather, the macrostructure of legal texts, including contracts, must remain: title, numbering, and sentence delimiters. Periods are inviolable because German Juristen quote down to the sentence (Section § XY, paragraph 0, sentence 0 - § XY, Absatz 0, Satz 0). By the way, “section” should never be translated as “Abschnitt,” as this is not a legal term in German. A section is a §, an Artikel, a Ziffer, or an Absatz, depending on the numbering (“section 1” may be a § or an Artikel, whereas “section 1.1” is an Absatz).

Regarding numbers mentioned in the text—they should be written out as is customary in German contracts, even if the original has numbers. With prices, Germans put the number first and then add the equivalent of “written out,” as in “EUR 800,000 (in Worten: achtundzwanzigtausend Euro).”

Differences also exist regarding the use of tenses. German uses past tense in the narrative part of a text; English uses present tense. For stating obligations, English uses prescriptive future (“Buyer shall pay to the seller...” or “Buyer agrees”), whereas German uses the so-called Gebotspräsenz (directing present tense: Der Käufer zahlt dem Verkäufer...). Occasionally, German may also use “verpflichtet sich” (Der Käufer verpflichtet sich, dem Verkäufer... zu zahlen), or “hat zu,” or “muss.” In recitals (whereas clauses), the “whereas... now, therefore,...” is replaced by indicative sentences (“whereas xy company sells screws; ...; now, therefore,...” – Die Firma XY verkauft Schrauben. ... Daher...). In this one case, the semi-colons will be replaced by periods.

The contract will often set deadlines (Termine) and time periods (Fristen); the term “Datum, Daten” is comparatively rarely used. Contracts may also give addresses (Anschriften), labeling and packaging rules (Beschriftungs- und Verpackungsvorschriften), and procedures to be complied with (einzuhaltende Verfahren).

If one party has to act in the source country, original designations should be left in English with translations being added in brackets introduced by “in etwa.” The same applies to labels that have been agreed upon contractually, procedures that (supervisory) authorities provide, and certifications that must be furnished. On the other hand, if a party has to act in the target country and the Namen, Beschriften, Verfahren, and Bescheinigungen are given in English translation, some care needs to be taken and research will have to be done to render them correctly into German.

In the adversarial court system of the U.S., interpretation is not provided. Instead, interpreting a contract depends on a term’s literal meaning. Hence, listings of every conceivable synonym for expressing a certain matter are the rule so as to exclude rulings based on missing terms. In German law, the parties try to reach an equitable decision as to the performance (Leistung) to be provided according to the contract. If an equitable decision is not reached, a judge is supposed to close the gap left by the contract. In such cases, the judge will interpret the parties’ intent (Parteiwillen) according to the contract; that is, according to a term’s meaning (Wortsinn) and its context (Kontext), with the objective being to discover the parties’ “real intent” rather than discovering a true meaning (Section § 133 BGB).

Therefore, unless a customer insists on every word being translated, a listing such as “liens, pledges, mortgages, (three more words), and other encumbrances” may also be rendered accurately by saying, for instance, “Pfandrechte, Hypotheeken, und ähnliche Belastungen” instead of trying to find different German words for each synonym in the list. In the same vein, “warranties and representations” translate into one German word: “Zusicherungen” (Warranty alone is “Gewährleistung”). A special case in this context is the use of the term “provided that” as a way of introducing an ancillary condition (Nebenbedingung) that defines in detail the condition first stated. Thus, it can often be rendered as “wobei (gleichzeitig) gilt,” which, in German, tends to describe the relationship between the first and second condition better than the common translation “vorausgesetzt, dass,” since it emphasizes the importance of this second condition. Another special case is the listing of “successors and assignees”: the former being the Rechtsnachfolger following an inheritance, and the latter Rechtsnachfolger following a sale, insolvency, or transfer.

Other terms may not be defined well, and will require special care when translating their context.
The term “Affiliate” (verbundenes Unternehmen) is defined in the German Shareholders’ Law (Aktiengesetz, section § 15), which defines a “verbundenes Unternehmen” as one in relation to which the parent company has a right to give instructions (Weisungsrecht). On the other hand, the German Commercial Code (Handelsgesetzbuch, section § 271, paragraph 2) uses the preparation of financial statements as a yardstick: an affiliate is a part of the parent company’s consolidated statement (Konzernabschluss). The terms “confidentiality” (Geheimhaltung) and “trade secret” (Betriebsgeheimnis) are not defined as legal terms, but rather according to context (Gesetz über unlauteren Wettbewerb—Law Against Unfair Competition—section § 17, paragraph 1, and section § 90 HGB). The U.S. “best efforts” phrase does not exist in German law: traditionally, it is rendered as “nach besten Kräften bemüht sein, (etwas zu tun).” Also, the reference to the “arm’s length” principle is unknown in Germany. One German rendering for it is “Fremdvergleichsgrundsatz”; that is, a party to a contract acts as an independent enterprise (selbstständig handelndes Unternehmen), and is thus comparable to any other company, even if it is a subsidiary.

Sometimes we encounter predictions stating that soon there will be less to translate as more and more German companies turn to English as their language of communication in the boardroom. However, as all of us who have seen examples of such communications can probably testify, German boardroom English demonstrates the need for more, rather than less, professional translation. Moreover, the German economy still has many Mittelstand companies that are vigorous exporters without seeing themselves as linguistic global players, and thus are beneficiaries of the legal Übersetzungsobliegenheit. Hence, legal translation will continue to be in demand, even if the present dip, or double-dip, economy continues for some time to come.

Notes
* For the presentations that provided me with much of my material, I thank Corinna Schlüter-Ellner, lawyer and translator (Spanish→German), for her “Übersetzen von Verträgen,” in Mit Dienstleistungen Zukunft schreiben (Konferenzband, ADÜ Nord-Tage, 2002, pp. 30-37); and Joost Dwerhagen for “Auslegung und Übersetzung von Verträgen,” in Rechtsterminologie (DTT-Symposion, 2000, pp. 61-69).

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Encouragement for Nonscientific Translators to Begin Translating Biomedical Documents

By Mizuho Iwamoto

What motivates you to stay in the translation business? You may have a linguistic, research, or financial interest, depending on your individual tastes. For me, the most fun I get from the translation process as an English-into-Japanese biomedical translator is being privy to advanced updates concerning developments in this field.

Some Features of English-into-Japanese Document Translation

I started my translation business four years ago in Kansas after having gained some experience doing research work in pharmaceutical science, in addition to my work as a government translator in Japan and as an editor for a U.S. translation agency. Since that time, the number of international biomedical documents has continued to increase due to, among other reasons, the establishment of an internationally coordinated drug approval system, the globalization of biotechnology, the development of sophisticated medical devices, and an increase in public concern over environmental chemicals. Because of these rapid developments, the biomedical field is constantly in need of more talented translators.

The number of projects offered in the biomedical field is much greater than I can handle—so much so that clients sometimes ask me to introduce them to other translators in the biomedical field. However, biomedical translators with only science backgrounds are few. For instance, out of the 250 translators registered with ATA’s Japanese Language Division, there are only around 40 translators categorized in the biomedical field. And how many translators among them have a strictly scientific background? Very few. Due to the subject matter, many qualified translators may shy away from biomedical translation due to the misconception that they need a specialized degree in biomedicine or another related science. Though a degree is certainly helpful, it is not, as you will discover in this article, always a requirement for translation work. There are many ways in which translators from nonscientific backgrounds can apply their skills to take advantage of the opportunities that exist in this area.

“…Making this information accessible to a target audience requires more than just strict medical expertise…”

Healthcare is a part of everyday life. We are constantly exposed to new information, through newspapers and other mainstream media, concerning the latest medical studies and treatments. As such, we have ready access to a wide range of terms related to issues in biomedicine. There is an abundance of medical dictionaries currently on the market covering many of the topics out there. Frequently, what you read is based on studies in other countries. Most likely, the data has been translated from foreign medical reports. Making this information accessible to a target audience requires more than just strict medical expertise (namely, the ability to analyze information, clear writing, text organization, etc.). It is in this area where the nonscientific translator can be of service.

Besides the obvious challenge of this type of work, there are many benefits to be had from translation work in the biomedical sector. Biomedical translators have many chances to learn about state-of-the-art topics related to our health. For instance, 10 years ago, when I translated the instructions for a manometer to be used in public places to enable people to measure their blood pressure, this type of instrument was unknown in Japan. Nowadays, you can find a manometer in any grocery store. If you were hospitalized for some type of surgery and your body was connected to a newly imported vital sign monitoring system, wouldn’t you be very much relieved to use the monitor if you had already learned about it in the process of your translation work? Do you worry about environmental pollutants, such as dioxin, when eating vegetables? As a biomedical translator, the knowledge you gain through the translation of a global guideline for the chemicals issued by an international organization will help you judge the degree to which you should be concerned. Are you curious about the steps other countries take in the approval process of drugs that adversely affect you? As a biomedical translator, your experience, for example, in handling investigational new drug applications, will prove valuable in improving your understanding of updated drug information. Once you are involved in this field, biomedical translation can prove to be fascinating.

Biomedical translation provides much variety in document types and topics. I am going to discuss some of the characteristics of five areas classified by topics. I include observations about the most salient features of each type, the intrinsic interest of each type, and the kinds of difficulties each presents for the translator. Through this general overview, I hope to make the reader aware of the benefits of biomedical translation, and to provide you with enough background to
Encouragement for Nonscientific Translators to Begin Translating Biomedical Documents Continued

evaluate where your nonscientific translation skills might qualify you for such work. It will also give you an indication of the areas of this field which are better off handled by those with more specific scientific knowledge.

1. Documents that deal with small medical devices are the most accessible in length and topic.

Documents in this category are known as reader-oriented writing, consisting mostly of brochures or instructional copy (manuals). Sentences are typically short and expressions clear. Most of the medical terms in these documents can easily be found in general medical dictionaries or on the Internet. Probably the most significant challenge here is to succinctly relay in words what actions might be depicted in an accompanying illustration, since pictures of a device alone do not really provide the reader with a thorough understanding of the operating instructions. In these situations, translators with linguistic backgrounds might even be better off than those from scientific backgrounds, because of their objectivity. Since these translators are generally not involved in the actual studies or the development of a medical device, and because they are looking at the text for translation with the general reader in mind, they are more apt to uncover inconsistencies in terminology and logic. Their knowledge of sentence construction and grammar will enable them to relay the information in a way that will be clear and applicable to the target reader. Other examples of topics to be encountered in this area include: surgical instruments (e.g., coronary catheter bipolar forceps, drainage system, disposable electrosurgical electrodes, intra-operative imaging system), sterilizers, stethoscopes, portable manometers, and documents having to do with dental implants and artificial joints.

2. Translating documents related to large medical devices pays well, but requires a lot of stamina.

Most documents in this category consist of manuals with large volume (from 10,000 to 100,000 words). Sometimes such manuals are accompanied by quick reference guides or technical bulletins. Such big projects are lucrative, and once clients like your work, they will continue to ask you to update later versions. However, handling a big project keeps you busy. You must be a hard worker. The schedule is frequently changed. The starting date may be significantly delayed, but the due date is rarely extended. The translation often needs to be completed quickly, which means that you might sometimes have to work weekends in order to meet a deadline.

Some medical devices in this category have an electronic display in which user interface strings have to be translated. This work is similar to the localization of computer software. User interface terms appearing in the manual must be exactly the same as those on the display. A key to success in this type of translation is to keep terminology consistent throughout the text. Therefore, a translation memory tool is required for a project in this area.

The sentence structure of writing dealing with large medical devices is usually plain and clear. Illustrations, figures, or photographs attached with instructions are helpful to visualize the exact procedure. Examples of topics in this area include: vital sign monitor systems, defibrillators, tissue coagulation systems, ventilators, autotransfusion systems (which are used at the bedside), automatic immuno measurement systems, hematology measurement systems, blood cell separating systems, and allergy-testing systems (which are used in a clinical laboratory).

3. Pharmaceuticals-related documents contain a lot of jargon, but a dictionary helps.

The most popular content in this area is related to clinical trials of newly developed drugs. Since these documents are usually intended for medical doctors, pharmaceutical industry people, or researchers in medicine, they contain a lot of jargon. Technical meanings, more than expressions, are more apt to be found in sentences. This kind of translation may require more time to manage jargon and sentence patterns, as compared to the translation of documents about medical equipment. However, most of the jargon encountered can be found in standard medical dictionaries, and a clinical trial guideline book is also very helpful. Once you master this type of document, you might be tempted to say, “Now, I am a real biomedical translator.”

Some typical jargon you might encounter includes terms such as “investigator,” which, in an investigator’s brochure, means a medical doctor in charge of a clinical trial (translated phonetically as “chikentantou-ishi” in Japanese). “Patient” means a patient who is registered in a trial experiment (for this, “shou-rei,” and not the usual “kanja,” is used). You need to be careful to translate generally used words in a specific way. As an example of the challenge involved in capturing the exact meaning, let’s look at the following sentence: “Systemic exposure to Drug A was dose related but greater than dose proportional.” This should
be more specifically translated as: “The amount of systemic exposure to Drug A increased as an increase in dose, and its increasing rate is greater than its dose rate.”

This category includes many types of documents, such as reports submitted to the government, academic papers, conference reports, presentation materials, abstracts, video scripts, etc. You will need to adapt the writing style depending on the document type. In particular, manuscripts for presentation and video require a speaking, rather than written, style. The wording in Japanese is quite different for each style.

Research papers by medical doctors are some of the most difficult documents to translate because the authors focus on readers only in a very specific research area, and often no attempt is made to make the material easily understandable to the general reader. A workshop leader at the recent American Medical Writers Association conference said, “Medical doctors cannot write.” Indeed, you will often encounter concepts or terminology (such as abbreviations) that are not fully explained in the text, which is often due to the omission of necessary words. These papers often seem to have been written using arbitrary guidelines (or none at all). Video scripts provide novelty in their topics (participating in the development of a video script can be fun), since they usually detail the trial and error process of innovative medical developments, such as pharmaceutical trials.

4. Nomenclature is the key to translations dealing with environmental chemicals and reagents.

Since topics in this category are mostly related to health concerns in daily life, you must read up on this subject before attempting to translate in this area. Documents in this category include material safety data sheets (which give instructions on how to handle potentially hazardous materials), reagent catalogues for laboratory tests, toxicological reports by researchers or government agencies, and guidelines by world organizations. You may not have problems in understanding the content of these documents, with the exception of terminology related to toxicological subjects. The biggest challenge you will face is the translation of chemical names. For instance, one document can sometimes mention several thousand chemical compounds. Of course, you can refer to a list of chemicals both in English and Japanese, but if you know the basic rule of nomenclature, it will help a lot.

The following are some simple examples that are often mistranslated. When “vinyl formic acid” is translated into Japanese, the word order is the same as in English, but when “vinyl formate” is translated, the word “formate” comes first and is followed by “vinyl.” “Sulfite and sulfate” are totally different compounds. “Carboxylic acid” is translated as “karubon-san,” not “karubokishisan.” “Normal,” in “normal butyl acetate,” does not need to be translated (just “n-” is okay).

From the aspect of sentence construction, documents in this area are generally easier to handle than those in pharmaceuticals. The writing style in material safety data sheets is limited. Most sentences are written clearly and are related to precautions to keep in mind during the operation of a medical device; however, the writing is often repetitious. Reagent catalogues are, of course, easily understandable because they are intended for users. You may struggle with terminology related to animal tests when you translate toxicological reports for the first time, but referring to an outline of animal tests will offer solutions. The English in international guides is sometimes written by nonnative speakers (e.g., from European languages) who belong to a world organization like the World Health Organization or the Organization for Economic Co-operation and Development. Capturing the precise meaning can take time because the English sentences in these documents are often very long and often contain nonstandard word choices.

Continued on p. 55
How I Learned Portuguese

By Paulo Rónai (Translated by Tom Moore)

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Sometimes I am asked how I learned Portuguese. I generally answer that I didn’t learn it and probably never will. But the answer evokes for me my first encounter with the language in which, through completely unforeseeable circumstances, I came to express myself with ease, and even to think.

At that time, I was teaching Latin and Italian in a high school in Budapest. Once a week I would go to a café where my linguist friends met. One of them was studying Sogdian, another was preparing an essay on pronouns in Vogul, a third had just published two thick volumes of stories in Cheremissian. They were only interested in exotic languages, had a true passion for difficult tongues, and despised my modest excursions in the Neo-Latin domain.

“But do you actually know Spanish?” I asked one of them, an expert in Finno-Ugric linguistics, one day.

“Come on!” he answered.

“But do you?” I insisted.

“I haven’t tried it yet,” he answered haughtily, as if it were something like bicycling or horseback riding.

I fell silent, humiliated. Really, Spanish could not compare with any of those fabulous dialects. And what was worse, it was spoken by an excessive number of people, and my friends only appreciated dead languages, or if not dead, spoken by a half dozen illiterate fishermen.

And so I couldn’t find it in myself to tell them that I had begun to learn Portuguese—especially as Portuguese seemed to me, as a beginner, too easy: like the beginning of a romance where everything is going smoothly, and nothing points toward subsequent problems.

I still remember the day when the first book in Portuguese came into my hands. It was the little anthology The Hundred Best Lyric Poems in Portuguese, by Carolina Michaelis. I had in my collection other anthologies in the same series, in French, Italian, and Spanish. I inferred that there had to be one in Portuguese, which he thought as spoken by children or old people—

…Portuguese seemed to me, as a beginner, too easy: like the beginning of a romance where everything is going smoothly, and nothing points toward subsequent problems…”

there had to be one in Portuguese as well, and ordered it from the Perche Bookshop in Paris.

The little book arrived at 9:00 in the morning on one of the holidays around Christmas. By 10:00, I had already found the only Portuguese dictionary to be had in the bookshops in Budapest, the one by Luisa Ey in German translation. I then threw myself into the poetry with avid curiosity. By 3:00 in the afternoon, the sonnet “Sonho Oriental,” by Antero, had been translated into Hungarian verses; by 5:00, it had been accepted by a magazine, which would publish it shortly thereafter.

Among all the Hungarian writers whom I knew, Desiderius Kosztolanyi was the only one who had gone so far as to approach the study of Portuguese. At one point he spoke to me in Portuguese, which he thought sounded as merry and sweet as the language of birds. For me, seeing it written, it gave the impression of Latin as spoken by children or old people—at any rate, people with no teeth. If they had teeth, how could they have lost so many consonants? And I looked with alarm at words like lua, dor, pessoa, and veia, trying to hang on to what there was left of the full and sonorous Latin originals.

In fact, it was the pronunciation that was beginning to concern me.

The nasals, which were so numerous, gave me goosebumps, especially since the grammar, which came from who knows where, shrouded them in deep mystery. It is impossible, said Gaspey, Otto, and Sauer, to explain the pronunciation of such sounds; the only way to learn it was to ask a native of the country to pronounce them many times. But how was I to find a native of Portugal in Budapest? And I began to think about phonetic enigmas, such as the various sounds of x, a letter which doesn’t even exist in Hungarian, and even in other languages is no more than a vestige, but appears in four different forms in Portuguese.

I still remember some of my reactions to the phenomena of the new language. It was with a certain amount of impatience that I accepted various illogicalities it presented me, totally forgetting those which I had swallowed without protest in my own language. In particular, I could not get used to the feminine gender of the word criança. Nor did I want such French nouns as chapéu or paletó to be incorporated into Portuguese without my permission. But I recognized with excitement those terms that had been carefully handed down from Latin, as well as those the other Romance languages had treated badly: lar and ônus were old friends,

Bayu.
made more beautiful by long tradition. Words in which I found traces of their Latin formation, such as bebedouro and nascedouro, and even horrendo and nefando, smiled at me. Vocabulary stemming from Arabic seemed solemn, and much more closely connected to its origin than it actually is; it seemed impossible to me that an alfaia could sew coats and trousers in the English fashion, rather than only making albornozes.

Not only the vocabulary, but even the syntax provoked sentimental feelings in me. The discovery of the personal infinitive was a surprise, and caused my patriotic pride to waver, since I had thought it was a treasure to be found only in Hungarian. I immediately felt warmly towards the mesoclitic forms of the verbs: falarte-ei and lembra-ros-tamos were like an anatomical slice into words that were irrevocably fused together in French or Italian, and caused me to imagine gifts of analysis and synthesis in all those who employed them. I also admired the wise economy that was manifested in expressions made up of two adverbs, such as demorada e pacientemente, which is something only imaginable in a language that had been persistent in not moving away from its etymological roots.

Little by little, still not knowing how to read aloud, I puzzled out a new and different melody in Portuguese, and continued familiarizing myself with the little volume of one hundred poems. I translated Almeida Garrett’s “Os Cinco Sentidos,” the romance of the “Nau Catrineta,” and a handful of quatrains, among them the beginning of “O anel que tu me deste,” which today still seems like a miracle of pathetic simplicity.

The problem lay in getting hold of other books. From Strasbourg, I managed to get a copy of the Lusiads in the Biblioteca Romana. Thanks to a good Hungarian translation and the reminiscences of Virgil and Tasso, I was able to read them without much difficulty. But I still had not found a contemporary text, a document of living Portuguese.

That was when one of the booksellers, put on alert by me, unearthed a broken and filthy volume by a modern Portuguese author—Samuel Ribeiro, if I remember correctly. And then things took a turn for the worse, since right on the first page there were 20 words not listed by Luisa Ey. It was a rustic story, probably rather regional, and the author seemed to take pleasure in calling the animals and plants by their pretty, but incomprehensible, names from Alentejo or Minho. Someone, upon learning of my difficulty, introduced me to a functionary from the Brazilian Consulate to whom I showed the rebellious page. He examined it attentively and declared that either it was not Portuguese, or else that in Brazil they spoke some other language. As compensation, he pronounced various nasals for me, which I tried to imitate without much success.

I put aside Samuel Ribeiro’s book, and set myself to reading Brazilian poets.

My first Brazilian book was an Anthology of Paulista Poets, arranged through the offices of a Hungarian bookseller in São Paulo whose address I happened to obtain. I still remember that little volume, poorly produced, very badly organized (which I never managed to find here in Brazil). It contained horrid portraits of 30 poets from São Paulo with one poem by each, usually a sonnet. My difficulties began with the title, since Luisa Ey’s Wörterbuch, of course, did not contain the word paulista.

Although I didn’t manage to understand the majority of the poems, I figured out the meaning of a few, and ended up translating a little poem by Correia Junior, which I published in a magazine. On rereading my translation some years later, here in Brazil already, I discovered with humiliation an enormous error. The poet was talking of the net (hammock) in which he was relaxing and awaiting his dreams. Since I had never seen such a thing, I judged that it was a poetic image and put “the net of dreams woven by the imagination” in the Hungarian text.

Thereafter, I “figured out” and translated a few more poems from the book. With a single exception, they were all, as I later learned with alarm, authors who were unknown in Rio de Janeiro. Happenstance caused one of these translations to fall into the hands of the Brazilian Consul in Budapest at the time, who called me, gave me a volume of Bilac, another one by Vicente de Carvalho, and three old versions of the Correio da Manhã.

To the latter I sent, with a brief letter, a clipping of the “first Brazilian poetry translated into Hungarian.” I never received an answer to the letter, but one day, to my great surprise, a large envelope arrived for me, covered with exotic stamps and full of poems, still unpublished, by a young poet from Rio, who, having read a notice in the Correio about my strange mania, had judged me the most fitting person to pronounce the first judgment on his clandestine works.

This missive was followed by others, written by readers of the newspaper, all poets. From then on, I received an ample correspondence from Brazil: letters with typed verses, or clipped from newspapers, magazines,
and books. They arrived unsystematically, sent by offices, friends, and strangers. Some were stalwart, others regular, and some weak. But I had no guide to orient me with the multitude of new names, or to help me to establish a proper scale of value.

I could not tell if some of the poets, traditionalists in form and expression, were from 1850 or today. At the same time, I took for extremely original a couple of 15-year-old poets (whose unpublished work I received), since I was unaware of their models. Thus, when I finally obtained a volume of Jorge de Lima, this great poet’s work no longer gave me the pleasant surprise of discovery, since I had already gotten to know his various disciples.

Along with these uncertainties, there were those associated with the language itself. I kept on with the little dictionary of Mrs. Ey and a Portuguese-French dictionary by Simões da Fonseca, which was not much better. They were both European, and for that reason completely ignored Brazilianisms. And so I had to rely once more on the dangerous system of conjecture.

Not all of the poems were easy. In the “Acalanto do Seringueiro,” by Mario de Andrade, the uirapuru had to be a bird. But it took me a long time to realize that the cabra resistente in the same poem was not an animal, but a man.

In other cases, the lack of an equivalent notion in the Central European milieu made a translation almost impossible. I had to torture my imagination in order to come up with a term made of three words (kauckska-caspolo) to translate seringueiro. I did not dare use it until I had tried it out on various poet friends and verified their favorable reaction.

What really caused me to stumble, however, were the most common and simplest words. The wise glottologists of my cafe had to agree with me, however reluctantly, when I demonstrated to them that one of the most difficult Brazilian words to translate and fit into a Hungarian verse was dezembro. Our December, etymologically identical, but which evokes notions of ice, snow, and misery, would never produce for any Hungarian reader the image of Christmas in Rio, torrid and stifling. And then, what did the word Nordeste mean? A long letter from Ribeiro Couto (then secretary of the Brazilian Legation in the Netherlands) was necessary for me to get a rough idea of the complex geographical, anthropological, sociological, and, above all, poetical sense of the term. With his comprehensive intelligence, the poet of Província sketched out a succinct spiritual portrait of the Northeastern region, of which, as I was lacking other documentation, he drew me a schematic map. I was less lucky with a young adept of social poetry, in whose poems I found innumerable references to the morros of Rio de Janeiro. Thinking I had not understood the word, he answered my query with a list of synonyms: hill, hillock, etc. Only after another exchange of letters did I come to understand that, contrary to what was the case in my city, where the hills were covered with luxurious little palaces and only sheltered rich people, in Rio, morros were synonymous with favelas, or “groupings of popular dwellings rudely constructed and unsupplied with hygienic resources.”

The publication in newspapers and magazines of some of these translations of Brazilian poetry produced some curious episodes. In one of my Latin classes, for example, a student asked, with his colleagues looking on derisively, that I explain to him a strange poem he had read the night before and began to recite, “No Meio do Caminho” by Carlos Drummond de Andrade. Although I didn’t like to interrupt my classes, this time I gave into temptation and quoted other verses by the poet. I spoke of the necessary iconoclasm of modern poetry, of the healthy reaction to the stereotypical “poetic,” of the deep value of primitive and virgin sensations. I showed how the demands of lyricism and logic are different. I insisted on the emotional power of the grotesque element. I talked about the importance of the collaboration of the reader with the poet. By this point, the explanation had transformed itself into an animated conversation, and by the end my students agreed with me that each age has its own literary expression, different from those which came before. Having arrived at this conclusion, we could return to reading Horace. And then my students read with much greater interest the ode in which the Roman poet, considered until that point by many of them as a versifier of clichés, excused himself for the revolutionary boldness with which he had introduced into Latin literature forms and expressions, “never before made public.”

The appearance of the translations in a volume entitled Message from Brazil was welcomed by the critics with the interest that the moment permitted (it was August of 1939). For the first time in Central Europe Brazilian verses were read, and one could get a glimpse of the existence in Brazil, until that point only known as a producer of coffee, of a civilization worthy of study, even admiration. The critic György Bálint, later to be murdered by the Nazis, gave his article the title “Brazil comes closer.”
This was really my impression for three days. On the fourth, the German tanks crossed the Polish border. A curtain of smoke came to hide Brazil, poetry, and the joy of living.

And then after 15 months, whose sufferings and anguish I will not relate here, there I was with bags packed and ready to get to know Brazil up close. My trip had to be made through Portugal, the only exit from a Europe already in flames. I headed for Lisbon with all the preoccupations of the exile, but somewhat consoled by the interesting linguistic experience that was waiting for me. What could happen to me, especially if I already knew the mesoclitic forms and the personal infinitive?

I suffered, however, a great disappointment. I spent six weeks in Lisbon without being able to understand anything of the spoken language. I picked up the newspaper and understood perfectly; however, the doorman at the hotel or the waiter in the cafe would speak three words, and once again I was lost in the jungle. An even greater humiliation: the Portuguese intellectuals to whom I was introduced, after trying with frustration to speak their language with me, resorted to French. I went to a play (by Carlos Selvagem, if I remember correctly) without understanding the plot; to a high school class without knowing if the students had answered correctly; to a defense in the Faculty of Philosophy without ever discovering the topic addressed by the candidate. What would the philologists of Budapest have said if they had seen me in such straits?

During my stay in the Portuguese capital, I used to take a particular trolley every day and get off at the same stop, where the same conductor would call out the same location. I sat near the man, listened hard, trying to understand him—all in vain. I could have asked, of course, but that wouldn’t have been fair play. I preferred to get off, ashamed and unhappy, until, the day before I left, the revelation came. What the conductor was shouting was Restauradores; it was just that he was suppressing three of the vowels, exaggerating the r’s and hissing the s’s. I went running to check the sign at the corner: I had it! But it was already too late. The next day I embarked on the Cabo de Hornos for Rio de Janeiro, tormented by dark premonitions.

I arrived 20 days later. What a relief as soon as I arrived! Brazil received me with a clear language, without mysteries. I had not even disembarked, and yet I didn’t lose a single word of the stevedore, who, in compensation, lost one of my trunks. I understood the functionary from the customs office equally as well; and was so happy that I did not rebut his surprising declaration that Portuguese and Hungarian were sister tongues. My amazement continued in the street, in my first taxi, in the hotel. The language I had learned in Budapest really was Portuguese!

Encouragement for Nonscientific Translators to Begin Translating Biomedical Documents Continued from p.51

5. The biotechnology area is exciting, but contains newly created jargon.

If you are curious about state-of-the-art information, try getting involved in the biotechnology field. Otherwise, this area is not a good starting point for translators with non-scientific backgrounds. It is dangerous to start translating documents in this area without a thorough knowledge of the field. You need to know the basic technique before you can translate a newly developed technique in a given area. I usually do not accept a rush job in this area unless the content is very interesting or familiar to me. People in biotechnology may synthesize a new word that you cannot find in a dictionary (e.g., “proteomics,” “genomics,” or “G-protein”).

All the information in this article is based on my experience. The five areas I have outlined are just part of the documentation that needs to be translated in the biomedical field. Translators in other areas of healthcare focus on different aspects of the text, so you will need to research these areas to discover if you qualify for translation work. However, I am sure biomedical translation will yield satisfaction in your translation career.

This article is related to a presentation entitled “Opportunities in Medical Translation for Translators with Non-Science Backgrounds,” which I am going to give at the ATA Annual Conference in Atlanta in November with my colleague Yuka Tamura. We will discuss in more detail how translators with nonscientific backgrounds can enter the field of biomedical translation (including working with sample sentences and detailing reference tools for getting medical information).
The Rodríguez Tango

By Tony Beckwith

It was cool in the lobby of the old hotel, and the lights were dim. Such a welcome relief from the heat of the streets! Fernando and Mariluz stepped through the doorway and walked hand-in-hand across the tiled floor. The desk clerk looked up and grinned, “Buenas tardes.”

Fernando said, a little curtly, “Mr. and Mrs. Rodríguez.” The clerk nodded and wrote in the huge ledger. “Your keys, Mr. Rodríguez,” he said, and grinned again.

Fernando shepherded Mariluz to the elevator, carrying an overnight bag in his other hand. As the elevator door closed on them, the clerk’s grin dissolved into a smirk. “Rodríguez!” he said knowingly, rippling his eyebrows up and down over his skinny forehead.

Summer in Madrid is always hot, and before air conditioning changed things, many families were separated during those weeks or months. The wives went to the beach with the children while the husbands stayed in town to work and commuted to the coast on the weekends. Over time, hotels noticed that, on those warm nights in the half-empty city, an above average number of guests were called “Rodríguez.” This surname is, of course, as common in Spanish as Smith is in English. And the guests, of course, were those hard-working husbands and their equally hard-working secretaries.

This summer trysting evidently became so commonplace that the idea entered the language in the form of the name that had graced so many hotel registers. To this day, Madrileños will say “Estoy de Rodríguez” when their wives are out of town—though it doesn’t necessarily mean that they are misbehaving.

Mariluz swept into room 348, looking radiant. Fernando closed the door and threw his arms around her. “Mariluz!” he whispered urgently. “Come on, open the bag, Fernando!” she answered, then moved to the windows to close the heavy wine-colored curtains, shutting out the view of the evening sky.

Fernando opened his bag, took out a cassette player, and set it on the nightstand. “Are you ready, mi amor?”

Mariluz came towards him with her arms open and her lips slightly parted. She pressed her body against his and looked up at his handsome face. “Yes!” she murmured.

He reached back and pressed the start button on the cassette player. As the music filled the room he put his arm around her waist, she put her outstretched hand in his, and they moved as one, as dancers in a dream. The music was intoxicating, with an irresistible rhythm like the pull of an ocean tide, and a baritone voice sang the sad lyrics of a tango.

Tango has many moods, and Fernando always pushed the bed against the wall to make room for them all. It was different every time. Sometimes Mariluz chose the music; sometimes she let him surprise her. They danced to everything they could find, from the scratchy recordings of early classics that crackled with a brittle, glaring intensity (and sounded so Italian), to the cerebral jazz-fusion of the later styles. In a thoughtful mood one evening, Fernando observed, “Tango is a voice for ordinary people. It’s like the blues or flamenco.”

“I like the tango far more than flamenco!” said Mariluz, whose family was from the south.

“Young people tend to turn away from what their parents like,” he replied patiently, his hand firmly on the small of her back. “But I think it might be cyclical, like fashions. Maybe one day Sevillanas will come back into style.”

And they did. But by then Fernando and Mariluz Rodríguez had air conditioning in their apartment, and stayed at home in the evenings with the kids.

Looking for a freelance job or a full-time position? Need help finding a translator or interpreter for a freelance job or a full-time position? Check out ATA’s online Job Bank in the Members Only section of the ATA website at www.atanet.org/membersonly
As the ATA accreditation program moves forward, we maintain our commitment to developing and applying clear and consistent evaluation standards. Starting in November 2002, graders will mark examinations according to a point system, assigning 1, 2, 4, 8, or 16 points for each error. In addition, a grader may award up to three quality points per passage for specific instances of exceptional translation. Any quality points are subtracted from the error point total to yield a final score. A passage with a score of 18 or more points receives a grade of Fail.

While this system allows more subtle distinctions in the seriousness of a given error, it also poses a challenge: How does the grader distinguish among these finer shades of error? The flowchart presented below is designed to serve as a systematic guide in this complex decision-making process.

Refer to the instructions for graders (below) to see how this grading system works.

**Instructions to grader:** For each potential error that you identify in the target text, begin with the diamond-shaped box in the upper left corner of the flowchart. Each diamond shape represents a decision that must be made, and where you proceed next depends on whether you have answered “yes” or “no” to the

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![Flowchart](image_url)
question in the decision box. Continue until you have arrived at a terminal box, which tells you how many points (if any) you may assign to that error.

Of course, the evaluation of translation quality is not a simple mechanical process. Errors don’t tumble through the flowchart like pennies, nickels, dimes, and quarters to be sorted and neatly wrapped. Nevertheless, the flowchart offers a way of visualizing and conceptualizing the questions that graders consider as they assign error points.

By the same token, the few examples we present here (selected from the myriad that graders have seen over the years) may help to connect these abstract questions to the concrete context of translation and the accreditation exam.

The most straightforward examples involve target-language errors of grammar, spelling, punctuation, and usage. Some renditions that are technically incorrect (according to certain style manuals) might not be counted as errors at all if they have become accepted in everyday use. For example, into-English graders have agreed not to penalize the use of which for that when not set off by commas: Shoes which are too small may cause blisters.

Errors that do not result in misunderstanding typically incur just one error point.

- Run-on sentence (independent clauses joined by conjunction but no comma): The house has been on the market for eight months and my wife thinks we should move the goats into the back pasture.
- Comma splice: I moved the goats into the back pasture, it took all day.
- Lack of agreement: The number of runs batted in, not the number of hits, decide the ball game.
- Error of capitalization: the german language or die Deutsche Sprache.
- Punctuation (absence of one parenthetical comma): Shoes, if worn on the wrong feet may cause blisters and likewise Shoes if worn on the wrong feet, may cause blisters.

The grader may assign two error points for more serious target-language errors if the reader can readily determine the correct meaning from the context.

- Spelling: A hiking boot with a sturdy soul will support your feet.
- Syntax: She skis, plays tennis, and rock climbing.
- Usage: They were suspected to break the rules.

What about four-point target-language errors? As one grader put it, “One-point errors make me sigh; two-point errors make me wince; four-point errors make me cringe.” Those who insist that even one such error should doom a candidate to failure may console themselves; experience shows that an egregious target-language error very rarely occurs in isolation, and these errors add up quickly.

Foregroundly it is a question of whether, a citizen with afghanic origin and muslim in faith does or not certify for being teacher, when after that she insist to also bear the headscarf in the lesson.

Matters become more interesting as questions of meaning arise. Here, the grader’s mantra is context, context, context. Consider the German adjective hartnäckig. If the intended meaning is persistent, the grader might assign one error point for stubborn, two for stiff-necked, four for pig-headed, and eight for hardscrabble.

A rendition that introduces ambiguity might incur four error points:

- To reduce risks to the human embryo, in-depth studies on suitable laboratory animals are needed. (clear)
- In-depth studies on suitable laboratory animals are required to reduce risks to the human embryo. (ambiguous)

Eight-point errors seriously impair the meaning of a sentence:

- English into German: This situation is the result of tidal forces translated as Diese Situation bewirkt die Gezeiten (This situation causes the tides).
- German into English: …so hat der Versicherungsnehmer die Prozeßführung den Versicherer zu überlassen translated as then Insurer must allow Policyholder to conduct the case (parties reversed). Similar examples include the reversal of Vermieter (landlord) and Mieter (tenant) or Arbeitgeber (employer) and Arbeitnehmer (employee).

If the consequences of such a mistranslation are catastrophic, the error incurs 16 points.

- Turn the lever to the right (instead of to the left).
- Decrease the dose by 5 mg (instead of to 5 mg).

Or a grader might assign a 16-point error when confusion of two source terms leads to a translation that simply doesn’t make sense in the target language.

Continued on p.76
thebigquestion: Price Pressures Spark Debate in the U.K.

In early July, translator forums in Britain were abuzz with surprised and often angry reactions to a mass mailing sent out by thebigword, which claims to buy more translations than any other agency in the country (2001 sales: £4.5 million, or nearly $7 million).

After reviewing its successful expansion and high-powered client list, thebigword (previously known as Link-Up Mitaka) announced in this letter that purchasing managers from these same satisfied customers were turning up the heat, insisting on price cuts of around 15%. More to the point for the translators on its books, it planned to pass these reductions on: “As from July 1st 2002, with immediate effect, we expect our translation suppliers to reduce their rates significantly.”

Many freelancers deplored the fact that an industry heavyweight would seek to drive down already low prices rather than hold firm and raise customer awareness of the added value provided by expert translators. Others were indignant at what they saw as thebigword’s arrogance and readiness to treat the services it brokers as a “mere commodity.”

To be sure, the move recalled similar ploys by major carmakers and their component suppliers. When you are the biggest act in town, you call the shots, right?

Take another look, says The Onionskin, for whom the mailing was above all proof that thebigword’s own purchasing managers were doing their job, by employing a basic negotiating tactic designed to identify individual suppliers’ pain threshold. A call to the agency confirmed as much: “We didn’t say we would lower prices,” our first contact admitted. “In fact, if a translator can prove they are worth a higher rate, we might well use them on a given job.”

The same employee nonetheless indicated that her company had not observed any clear link between price and quality—an astonishing comment that, if borne out, is bad news for clients, agencies, companies, and freelance suppliers alike.

In a follow-up call, TBW Finance Director Chris Ball took a more nuanced approach, while expressing disappointment at the vehemence and “unprofessionalism” of some translators’ responses to the initial e-mail.

“There is a link [between price and quality], but it is not that precise,” he told The Onionskin. “At thebigword we have seen some atrocity mistakes by expensive suppliers and had fantastic service from some low-priced translators.”

Mr. Ball nonetheless insists that the average per-word rate paid by thebigword is higher than that of the four independent agencies it acquired last year. He notes, too, that, as far as his company is concerned, translators work for different reasons, hence price differentials: “Some of our translators are retired engineers, and welcome an opportunity to keep their hand in part-time.” Others reside in countries where living costs are lower than in the United Kingdom. Yet the bottom line is the bottom line: “Ultimately, the cheaper we can purchase translations, the more business we win for our freelancers.”

For The Onionskin, the standoff was, above all, a reminder of the segmented state of the translation industry, where large-scale players like thebigword represent “supermarkets” prepared to cut margins to the bone to lock in business. True, such agencies may digest project management costs higher than those borne by smaller, more specialized suppliers, even as they tackle far bigger documents. But the flip side is their need for very large volumes of work. This explains their vulnerability to procurement officers unaware of what happens when you lop off one cent per word, then another, then another. To the nonlinguist, the pool of translation talent on tap can seem bottomless. For these naïve buyers, throw in some upfront investment in technology and you’re home free.

To be fair, as long as nobody sees any difference in quality anyway, thebigword has got a point. Yet some industry observers cite the boom and bust cycles typical of the translation market, where new business models often fail to deliver beyond the very short term. A stable group of skilled and loyal freelance providers cannot be built up overnight, say these skeptics. And even the most ambitious translation broker can be forced to review its operations, perhaps even reposition itself entirely, if it alienates its core team.

What is certain is that thebigword’s vision of the market is by no means the only one.

Boutique players, both agencies and freelance, regularly demonstrate their ability to carve out lucrative niches, offering far higher prices than those charged (and paid) by tbw. They do this by specializing and by ensuring that clients are aware of their input. Often their customers are the same blue-chip companies served by thebigword, although these specialists may handle smaller documents and fewer language
combinations. Such suppliers tend to deal directly with authors and users who are more aware of what is at stake—more aware, too, of why squeezing the lemon too hard is likely to leave a sour taste in the client’s own mouth at the end of the day. Larger companies have also found that painstaking attention to detail and client service can pay off.

While thebigword claims that many translators have responded positively to its letter, public reactions on translator forums would indicate that a majority of suppliers are holding firm. Bluff, suicidal inclinations, or the raw truth? Time will tell.

In the meantime, it is clear that no supplier is immune to the market. The real challenge is to decide which market you are pitching to. The Onionskin is convinced that professional associations, agencies, and freelancers would be far better served by a strategy aimed at proving why it is worth paying a professional more to get the job done right. Ammunition, please, if client education is indeed the name of the game. (And in the meantime, isn’t it about time that more suppliers begin claiming responsibility and credit for their output by insisting that their name go on the public documents they translate, right in there next to the photo credits?)

Switching Controls in Russia

Russki Zhurnal is a quality web publication sponsored by several well-known Russian foundations. Features include an analytical review of the Western press, reviews, and other reports. In December 2001, the launch of a daily English edition made the site available to a host of new readers, with articles—many in translation—devoted to cultural, political, and social issues in Russia.

It is not certain, however, if the two teams work together as closely as they might. Example: a Russian-language review of an opinion piece by William Safire (“That Dog Won’t Bark”), originally published in The New York Times on January 24, claimed that Safire called President Putin an urodet-kontroller; and suggested that an official note of protest might be in order. The Russian rendering was a pejorative term that translates roughly as “a freaky controller,” says our correspondent. Fortunately, the allegedly libelous passage also appeared in a paste-in of the original English, where it reads… “control freak” (www.ruβ.ru/politics/20020214-anal.html).

Our attempts to determine whether the Russian journalist’s original comment was tongue-in-cheek were foiled when we failed to get past the journal’s monolingual switchboard. The online text has now been corrected, however—proof that translator feedback is heard. (Our thanks to Russian readers of this column for bearing with our own use of the Latin alphabet!)

Injustice Turns a Blind Eye in Turkey

On September 10, Istanbul courts ruled for the prosecution in the second case against Nermin Acar, accused of translating another novel guilty of “arousing sexual desire in readers.” Ms. Acar is the Turkish translator of Serge Bramly’s La terreur dans le boudoir, a work loosely inspired by the life of the Marquis de Sade. The courts imposed a €1,700 fine for that work last spring, announcing simultaneously (and unexpectedly) that Acar would be prosecuted for the same offense for her translation of Alina Reyes’ Lilith. After hearing this second case, they have now slapped on an additional €1,700 fine. “I have no choice,” said the judge, noting that she was only applying the law.

The law also provides for an appeal, which Acar and her lawyer will be filing within the next week, although she told The Onionskin that she is pessimistic as to the outcome.

The European Writers’ Congress/Federation of European Writers’ Associations, which brings together 51 member associations representing over 50,000 authors and literary translators in 28 countries, has deplored the ruling, saying it is counter to the UN Universal Declaration of Human Rights. Article 19 of the Declaration provides for freedom of opinion and expression, including the freedom, “to hold opinions without interference and to seek, receive, and impart information and ideas through any media and regardless of frontiers.” Should the fines be upheld, it seems likely that translator associations from around the world will raise funds to show their support for Ms. Acar, while maintaining their protests. As things now stand, their demonstration of international solidarity is the only silver lining in this sorry affair.

Thanks to Bob Blake and Konstantin Lakshin.

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List of Names for Countries, Capitals, and Inhabitants (English ↔ French)

Author: André Racicot
Publisher: Canadian Government Publishing
Public Works and Government Services Canada
Ottawa (Ontario) K1A 0S9
Publication date: 2000
(Paperback: 77 pages)
Price: $18.95 (Canada)
http://publications.pwgsc.gc.ca
1-800-635-7943

Review by: Sharlee Merner Bradley

According to the foreword, this list, established in 1992, is handed out to participants of the French language course given by the Training and Evaluation Services of the Canadian Translation Bureau. It has been modified several times over the years to keep up with changes in usage. This slim volume will be useful to translators between English and French in either direction, since it is made up of two parts, each a mirror of the other. All one has to do is turn the book upside down, start at the beginning, and voilà—there’s the list in the other direction, with the columns simply reversed.

Pages are easy to read and terms are organized in columns with lots of white space, leaving room for notations. For each country, we find the common name in either French or English in the left-hand column, and its opposite translation, including an article or the gender indication for the French name, in the right-hand column. This is followed by the ISO 3166 code, which is used to identify the country for such purposes as electronic addresses. Next comes the country’s official name as recognized by the United Nations (if the country is a member), followed by its capital. This is followed by the name of the inhabitants, including the French feminine form, and finally, the preposition to be used in French. Occasionally, there is an author’s note at the end. Tables 1 and 2 offer examples of this.

There could be two minor improvements. First, there needs to be some punctuation or spacing between the full name of the country and the abbreviated name, in both languages, to improve readability. Second, there is no apparent reason for a period after the comments (indicated by >>).

The brief bibliography of seven items includes two interesting references that might be useful to translators. The first would be for French translators: Le Petit Robert des noms propres (Dictionnaires Le Robert: Paris, 1997 [no further information given]). The second would appeal to more translators since it covers six languages: Terminology Bulletin No. 347, Country Names (United Nations Organization: New York, 1997).

The Translation Bureau has also included a three-page listing of some of their 100+ glossaries in a variety of specific fields, such as family violence, genetic engineering, packaging, and the transportation of dangerous goods. They also plug their CD-ROM, Termium; presumably all glossaries, including

<table>
<thead>
<tr>
<th>Czech Republic (the)</th>
<th>République tchèque (la)</th>
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<td>(ISO) CZ</td>
</tr>
<tr>
<td>(Cap.) Prague</td>
<td>(Cap.) Prague</td>
</tr>
<tr>
<td>(Inh.) Czech</td>
<td>(Hab.) Tchèque</td>
</tr>
<tr>
<td></td>
<td>&gt; En République tchèque</td>
</tr>
<tr>
<td></td>
<td>&gt;&gt; Parfois appelée à tort</td>
</tr>
<tr>
<td></td>
<td>Tchéquie.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Libya (ISO) LY</th>
<th>Libye (la) LY</th>
</tr>
</thead>
<tbody>
<tr>
<td>(UN) the Socialist People’s Libyan Arab Jamahiriya</td>
<td>(Cap.) Tripoli</td>
</tr>
<tr>
<td>Arab Jamahiriya the Libyan Arab Jamahiriya (abbreviated)</td>
<td>(Hab.) Libyen; Libyenne</td>
</tr>
<tr>
<td></td>
<td>&gt; En Libye</td>
</tr>
<tr>
<td></td>
<td>(Cap.) Tripoli</td>
</tr>
<tr>
<td></td>
<td>(Hab.) Libyen; Libyenne</td>
</tr>
<tr>
<td></td>
<td>&gt; En Libye</td>
</tr>
</tbody>
</table>
this one, are incorporated into their continually updated online version of this indispensable tool.

For the French—English translator, the chief value of this little dictionary is that it provides the names of the inhabitants of certain countries, names that are not always self-evident. For instance, in English, a Kyrgyz is from Kyrgyzstan; not knowing that, one might come up with a hypothetical *Kyrgyzstani or *Kyrgyzstanian instead. In French, an inhabitant of Qatar is a Qatarien (Qatari in English), whereas an inhabitant of Oman is an Omanaïs (Omani in English).

I know of no other dictionary that gives all the information so conveniently as it is given here. For English, Webster’s Geographical gives the capital, but not the name of the inhabitants; for French, Petit Larousse (1995 edition) gives the capital and the name for the inhabitants in its Proper Names section, but Kyrgyzstan is not an entry; the Europa World Yearbook for 1999 gives both the capital and the name of the inhabitants, but one must read through text to find the information. (In this invaluable English-only reference, one can also ferret out the name of the country’s currency. Every time my local public library receives a new edition, I have been able to obtain the old edition at the library’s used book sale.)

To be sure, there are websites that provide quick access to some of this information. One that is handy for country abbreviations is www.immigration-usa.com/country_digraphs.html. Here we find, in side-by-side columns, the countries listed alphabetically (in English) by country and then alphabetically by code. This site is the most legible of several on the Internet. However, our little volume has much more information than just the country codes handily accessible in one place.

For the French—English translator, a further advantage of the Canadian publication is that it provides the feminine form of the name of the inhabitants and the required preposition. Finally, for translators in either direction, the country abbreviation, the official name, and the recentness of the collection make it a desirable acquisition.

**Spanish Words & English Meanings: A New Concept Dictionary**

**Authors:** José Merino and Susan Taylor

**Publisher:** Editorial Anglo-Didáctica

Calle Santiago de Compostela 16, 28034 Madrid, Spain

Tel/Fax: 91 378 01 88

**Publication date:** 2000

**ISBN:** 84-86623-85-5 (Paperback, 336 pp.)

**Price:** Not Given

**Review by:** Sharlee Merner Bradley

**Pasaje**

Pasaje (billete) Ticket

Pasaje (de un texto) Passage

Pasaje (viajeros) Passengers

This dictionary, from the same authors and publishers as the previously reviewed Catálogo de Expresiones (ATA Chronicle, March 2002), was sent to the Dictionary Review Committee as a courtesy of the publishers. It claims in the introduction to be designed for students of English, teachers, translators, interpreters, and linguists in general. It also claims that the different acceptions and shades of meaning for each term are “studied,” and that “the” equivalent English term is given for each.

Actually, “studied” apparently means that (some) different acceptions of each Spanish term are listed with “one” English equivalent, or, rarely, with two (indice as “table of contents” and “index” is one example, but then the English terms indicate two separate concepts for English speakers). The only hint of any limitations is the statement that the English equivalent is not always the only one possible.

Interestingly, this volume appears to be most useful to Spanish students learning English, yet the cover is in English, contrary to the standard lexicographical principle that explanatory material, which would include the title, in a dictionary should be in the source language. Indeed, the brief “Introducción” appears in Spanish only.

Although there is no mention of distinguishing between British and American usage, for cocina (arte), we find cookery/cooking, and for cocina (electrodoméstico), cooker/stove. Placing the British term first suggests that the English terms might be oriented towards British English throughout. Indeed, British spelling is used: comportamiento infantil (no maduro) is translated as “childish behaviour.”

Here is what a typical entry looks like:

**PASAJE**

Pasaje (billete) Ticket

Pasaje (de un texto) Passage

Pasaje (viajeros) Passengers

The format is excellent and could not be simpler. The two columns take
up the page width, leaving lots of white space. The headwords stand out clearly. Nevertheless, the format is marred by the use of a period after each English term (but not after each Spanish term!), by the use of all capital letters for each headword (no doubt intended to make it more visible), and by capitalizing the first letter of each term in both languages. (Although no words that would normally be capitalized have been included, thus obviating possible confusion, capitalizing words that do not require capitalization is poor lexicographical practice).

Comparing the number of acceptions for our example in the Merino/Taylor vs. the Oxford Spanish Dictionary (Oxford University Press, 1994), we find three in Merino/Taylor, as opposed to six in the Oxford:

<table>
<thead>
<tr>
<th>pasaje</th>
<th>Merino/Taylor</th>
<th>Oxford</th>
</tr>
</thead>
<tbody>
<tr>
<td>billete</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>de un texto</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>viajeros</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>viaje</td>
<td>0</td>
<td>✓</td>
</tr>
<tr>
<td>callejón</td>
<td>0</td>
<td>✓</td>
</tr>
<tr>
<td>galería comercial</td>
<td>0</td>
<td>✓</td>
</tr>
<tr>
<td>de música</td>
<td>0</td>
<td>✓</td>
</tr>
</tbody>
</table>

Just looking at this one short example shows the strengths and weaknesses of the Merino/Taylor. Its format is infinitely simpler and thus more quickly accessible to the searcher. However, the Oxford is more logically organized; each acceptance is numbered, with related meanings classified as (a), (b), (c), etc. Since only the numbered acceptions are paragraphed, there can be dense columns which require a time-consuming search to find the appropriate choice. There is only one acceptance per line in the Merino/Taylor, enabling an easier search. Both dictionaries distinguish acceptions by a synonym in parentheses.

So, despite this great reference system, how useful is the dictionary to translators? I can see its value in situations where we can’t quite think of the right term for the context. For example, take Inasequible:

- Inasequible (el precio de algo) Prohibitive
- Inasequible (un objetivo) Unattainable
- Inasequible (una persona) Inaccessible

The Spanish column reminds me of the indispensable tool for translators from any language into English, the BBI (The BBI Combinatory Dictionary of English: A Guide to Word Combinations by Morton Benson, Evelyn Benson, and Robert Ilson. John Benjamins, 1993). It may also represent the reverse of another useful reference, the Dictionary of Appropriate Adjectives (by E. H. Mikhail. Cassell, 1994), which is basically a dictionary of English nouns followed by all kinds of appropriate adjectives for each term.

However, the Oxford has the additional advantage of many more words and acceptions. As seen in the first example in the previous column, there was nothing in the Merino/Taylor that cannot be found in the Oxford, whereas the contrary cannot be said to be the case. We find no specialized terms, which are often among our thorniest problems.

The new dictionary is doubtless of great value to students, teachers, and maybe even literary translators of the two languages, but it is probably not so essential for commercial translators. That said, I hope to find that some day it gives me a quick answer.
At times, the text becomes a visual blur; a thick diacritic underbrush interspersed with copes of uppercase letters hopelessly competing for a placeholder’s role the eye cannot confer. Worse, no attempts seem to have been made to differentiate between entries, nor between entries and comments or cross-references. The richer the headword, the harder it is to read. Thus, the transmittal of relevant information is hindered and the author’s honest hard work obscured.

To be fair, there are clear objective limits. Already Tsur’s 20,000 lemmata fill 636 pages (and only because Elsevier uses such exquisite fonts and paper), skirting the portability limit. Furthermore, organizing such a vast amount of material in another manner could visually saturate the page beyond endurance or increase some production factors beyond affordability. Nevertheless, I do lament the lack of better solutions, because the format detracts from the real value of the work.

Its very size is staggering. To better demonstrate this, let me introduce my benchmarks(*):

1. Davis, Neil M. Medical Abbreviations. Huntingdon Valley (1143 Wright Drive, PA 19006); Neil M. Davis Associates, 1987/III. $5.95.

A quick survey shows that Davis has 4,200 headwords; Farina, 6,000+; Fuller Delong, 6,000+; and Lucchesi, 6,500+. The number of Touati’s headwords is unknown, but he offers about 28,000 definitions.

Still, size alone does not establish relevancy. To this effect, I’ll start with acronyms I encountered while translating, but did not find in Farina’s dictionary (i.e., my standard desk reference). The tables on the following pages give the results of this comparison.

From the standpoint of absolute and relative success rates, Tsur’s achievement is nothing less than impressive. Weighting the scores, he emerges as the only author to offer the right answer in 13 instances out of 49, or in 26.5% of the cases. My runners-up, Touati and Lucchesi, share this honor only 11% of the time; the first with 3 exclusive hits out of 27, and the second with 2 out of 18.

The title indicates that there is more to this dictionary than just acronyms. To discover the true extent of Samuel Tsur’s vast scholarship requires an act of will on the part of the reader, who must avoid feeling overwhelmed when perusing this phonebook-sized reference for the interesting stories it silently implies. Such an exercise is well worth the effort, as the text is peppered with notes, references, and explanations.

Regarding the LAL acronym on page 66—only after reading Tsur did I discover that the Limulus of Limulus amoebocyte lysate is not a Latvian gentleperson, but a horseshoe king crab. Conversely, Tsur reminds us that ESP-1 (see ESP, p. 200), erroneously considered the first human cancer virus, was named in 1982 after the researcher Elizabeth S. Priori (although the minimalist explanation, “Elizabeth S. Priori [virus],” is not too forthcoming). LES also means Lawrence Experimental Station, but we will not find it in some remote corner of the Quebec province, because it is an agar-culturing device.

This is nothing. Hundreds of chemical acronyms are named and defined in terms of composition and use. There are tables of geological eras (p. 235); metabolic pathways of the transmitter amines (on p. 166, for whatever reason); numeration systems (under Symbols on p. 559); elements (pp. 187-193) and atomic numbers (p. 634, under Z); an avalanche of graphic symbols more than 10 pages long; the street names of every drug ever mentioned by judicial and scientific literature; 6 columns of acronyms used in respiratory testing (under PTF on pp. 456-459) and 2 of kidney function tests (pp. 328-329); 7 pages of hormones (pp. 267-274) and 5 of vitamins (pp. 611-615); every immunoglobulin under the sun (p. 296); countless prefixes and suffixes (almost 2 pages

* The listed prices were current at the time of purchase and do not reflect actual sticker values.

A superb Internet site is www.acronymfinder.com, with some 236,000+ definitions. Due to its collective and ephemeral nature, it cannot be used for benchmarking purposes. Nevertheless, it is often an invaluable aid to translation.

Continued on p.67
<table>
<thead>
<tr>
<th>Acronym</th>
<th>Definition</th>
<th>Davis</th>
<th>Farina</th>
<th>Fuller Delong</th>
<th>Lucchesi</th>
<th>Touati</th>
<th>Tsur</th>
</tr>
</thead>
<tbody>
<tr>
<td>ABA</td>
<td>α-amino-n-butyric acid</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>ANC</td>
<td>absolute neutrophil count</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>—</td>
</tr>
<tr>
<td>AR</td>
<td>amphiregulin</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>AUC</td>
<td>area under the curve</td>
<td>✓</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>ATRA</td>
<td>all-trans-retinoic acid</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>AVL</td>
<td>augmented voltage left</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>BCF</td>
<td>basophil chemotactic factor</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>BLI</td>
<td>β-lactamase inhibitors</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>BMD</td>
<td>bone mineral density</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>BPH</td>
<td>benign prostatic hyperplasia</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>BSAP</td>
<td>bone-specific alkaline phosphatase</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>CAC</td>
<td>controlled anterior capsulotomy</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>CI</td>
<td>confidence interval</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>CNV</td>
<td>(subfoveal) choroidal neovascularization</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>CR-1</td>
<td>crypto-1</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>CsA</td>
<td>cyclosporin</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>CVAT</td>
<td>costovertebral angle tenderness</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>DAO</td>
<td>diamine oxidase</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>DCR</td>
<td>dacryocystorhinostomy</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>DI</td>
<td>deionized</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>DISS</td>
<td>diameter index safety system</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>DNR</td>
<td>do not resuscitate!</td>
<td>✓</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>DP/Cr</td>
<td>deoxypyridinoline/creatinne</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>ERC</td>
<td>endoscopic retrograde cholangiography</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>EST</td>
<td>exercise stress testing</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>EtO</td>
<td>ethylene oxide</td>
<td>✓</td>
<td>—</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>FAB</td>
<td>French American British [classification of leukemia]</td>
<td>✓</td>
<td>—</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>FPIA</td>
<td>fluorescent polarization immunoassay</td>
<td>✓</td>
<td>—</td>
<td>✓</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>FDP</td>
<td>flexor digitorum profundus</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>GHIS</td>
<td>growth hormone insensitivity syndrome</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>GME</td>
<td>gaseous microemboli</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Acronym</td>
<td>Definition</td>
<td>Davis</td>
<td>Farina</td>
<td>Fuller Delong</td>
<td>Lucchesi</td>
<td>Touati</td>
<td>Tsur</td>
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</tr>
<tr>
<td>GSR</td>
<td>galvanic skin resistance</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>HAVS</td>
<td>hand arm vibration syndrome</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>HEENT</td>
<td>head eyes ears nose throat</td>
<td>✓</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>HMT</td>
<td>histamine N-methyl-transferase</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>HRG_</td>
<td>heregulin _</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>IABP</td>
<td>interaortic balloon pump/pumping</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>—</td>
</tr>
<tr>
<td>ICGN</td>
<td>idiopathic crescentic glomerulonephritis</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>IGHL</td>
<td>inferior glenohumeral ligament</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>ILS</td>
<td>increase in life span</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>INR</td>
<td>international normalized ratio</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>LAL</td>
<td>Limulus amoebocyte lysate</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>LC₅₀</td>
<td>median lethal concentration</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>LOD</td>
<td>limit of detection</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>LSD</td>
<td>lysosomal storage disorder</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>LVD</td>
<td>left ventricular dimension</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>MAC</td>
<td>Mycobacterium avium complex</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>MPA</td>
<td>microscopic polyarteritis</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>MRI</td>
<td>magnetic resonance imaging</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>MTD</td>
<td>maximum tolerated dose</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>NCS</td>
<td>newborn calf serum</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>NIPB</td>
<td>non-invasive blood pressure</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>NIST</td>
<td>numeric index safety threads</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>NOAEL</td>
<td>no observable adverse effect level</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>OC</td>
<td>osteocalcin</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>PACU</td>
<td>post-anesthesia care unit</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>PCOD</td>
<td>polycystic ovarian disease</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>PCP</td>
<td>Pneumocystis carinii pneumoniae</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>PCR</td>
<td>protein catabolic rate</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>PPI</td>
<td>plastic penile induration</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>PPM</td>
<td>pulse per minute</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>PTA</td>
<td>percutaneous transluminal angioplasty</td>
<td>✓</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Acronym</td>
<td>Definition</td>
<td>Davis</td>
<td>Farina</td>
<td>Fuller Delong</td>
<td>Lucchesi</td>
<td>Touati</td>
<td>Tsur</td>
</tr>
<tr>
<td>---------</td>
<td>---------------------------------------------------------------------------</td>
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<td>---------------</td>
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<td>------</td>
</tr>
<tr>
<td>PTCA</td>
<td>percutaneous transluminal coronary angioplasty</td>
<td>✓</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>PVNS</td>
<td>pigmented villonodular synovitis</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>RDW</td>
<td>red cell distribution width</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>RGP</td>
<td>rigid gas permeable</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>RHV</td>
<td>rotating hemostatic valve</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>RO</td>
<td>reverse osmosis</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>RPE</td>
<td>rate of perceived exertion</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>SEC</td>
<td>spontaneous echo contrast</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>SRI</td>
<td>solute removal index</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>STD</td>
<td>sexually transmitted diseases</td>
<td>✓</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>TD</td>
<td>transdermal</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>TEE</td>
<td>transesophageal echocardiography</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>TGF_</td>
<td>transforming growth factor _</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>THA</td>
<td>total hip arthroplasty</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>THR</td>
<td>target heart rate</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>TIPSS</td>
<td>transjugular intrahepatic portosystemic stent shunting</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>TMJ</td>
<td>temporal mandibular joint syndrome</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>TSB</td>
<td>trypticase soy broth</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
</tr>
<tr>
<td>VWF</td>
<td>vibration-induced white finger syndrome</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Xa</td>
<td>activated factor X</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TOTAL HITS</th>
<th>Davis</th>
<th>Farina</th>
<th>Fuller Delong</th>
<th>Lucchesi</th>
<th>Touati</th>
<th>Tsur</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>21</td>
<td>0</td>
<td>19</td>
<td>18</td>
<td>27</td>
<td>49</td>
</tr>
<tr>
<td>PERCENTAGE OF HITS (n/82)</td>
<td>26%</td>
<td>0%</td>
<td>23%</td>
<td>22%</td>
<td>33%</td>
<td>60%</td>
</tr>
</tbody>
</table>

1. Listed as actual neutrophil count.
2. Spelled as thylene oxide.

are dedicated to phobias alone under the prefix phob-, including the intractable phobophobia—the fear of one’s fears); not to mention the scientific journals and committees of every professional association I am familiar with (short of ATA and its DRC [Dictionary Review Committee]).

This aspect of Tsur’s work is probably the most difficult to evaluate. Every entry I saw was accurate and complete, but short of reading every page, it’s impossible to know the real extent of the récueil. The tables are not indexed and, instead of appearing
in an appendix, are dispersed according to a semistringent alphabetic order, sometimes starting with obscure headwords, the meaning of which the reader must already know in order to look for the definition of a term listed under them. For instance, the description kindly provided by Janet Kershaw, of Elsevier’s Book Review Department, mentions a listing of serological tests for syphilis. I uselessly looked under syphil- (there is no such prefix); VDRL (Venereal Disease Research Laboratory, present without references); WR (Wasserman Reaction, absent); or Lues (I, II, and III are listed, again without references). I finally struck gold searching for TPI (Treponema pallidum immobilization) and FTA (fluorescent treponemal antibody). Both refer to the headword STS, or serological test(s).

Without knowing the existence of such a beast and its principal denouements, I would not have found one-and-a-half solid columns of data on page 550, including WR, Was, Wass, and any other acronym on the subject.

The material presented is various and complex and most resistant to simple organization. For instance, I did marvel at the ingenuity shown by a table entitled “Ten,” found on page 572. It lists Latin prefixes and U.S. and British names of the positive and negative powers of 10. It is wonderful. I had never heard of a vigintillion ($10^{63}$ in the U.S. and $10^{120}$ in the U.K.) before, but to finally discover it was a matter of sheer luck.

Luck is also required elsewhere. Greek letters do not appear at the beginning or end of their Latin equivalent headings (a for alpha, etc.), as is customary, nor under the generic title Greek Alphabet, but within the alphabetic list of their English names in two unindexed tables. For example, theta appears at least in four places: in a table on page 557 under the subheading “4. Greek Alphabet” of the entry Symbols; on page 559, within the table “6. Numeration” of the same entry; and on page 575, as the lowercase $\theta$ and the uppercase $\Theta$, between therap- and therapy (therapeutic exercise).

The problem of indexing foreign characters and graphic symbols is not new, nor is it easily solved. In the mid-1960s, the Odyssey Press of New York valiantly tried to address this issue in its unsurpassed Odyssey Technical Dictionaries and Encyclopedias, a 12-volume series edited by Polon, Reich, Witty, and Buttery. I know well the 740 pages of the DEA, or Dictionary of Electronics Abbreviations—Signs and Symbols. I did not particularly want to, but to search for the meaning of an unknown wingding often meant starting on page 629 and continuing until page 740, only to discover that what I was looking for was in one of the 70 pages of symbols presented by the DCCSA (Dictionary of Computer and Control Systems—Abbreviations, Signs, and Symbols).

Mercifully, Tsur forces us to search through only 20 columns of symbols. Nevertheless, pray tell me why the $\Delta$ (delta) of change, finite difference, or increment is listed after the $\pi$ (of 3.14 fame) on page 555; and on page 556, once with the same meaning in the left column before the abbreviation D (of differential coefficient), and again in the right column under the variant $\Delta t$ after the triple apostrophe “” of Line (1/12 inch)? Even $\pi$ reappears with a slightly different description on page 556, this time after $\oplus$ or at.

In conclusion, I believe that it is for exuberantly rich contents such as this that the computer was invented. The current price is not trivial, but would be more justified if the publisher attached or offered, as an alternative, a companion CD-ROM and a simple search engine with the text. McGraw-Hill, Oxford Press, Larousse, and many other prestigious publishers have appreciated the advantages of this arrangement. Perhaps Elsevier could rethink and better modulate its current CD-ROM policy as well.

Jacopo Màdaro Moro is a technical translator into Italian. He specializes in medicine, bioengineering, and optoelectronics. Contact: jmadaro@telocity.com or www.jmadaro.com.
The Translation Inquirer

By John Decker

Address your queries and responses to The Translation Inquirer, 112 Ardmoor Avenue, Danville, Pennsylvania 17821, or fax them to (570) 275-1477. E-mail address: jdecker@uplink.net. Please make your submissions by the 25th of each month to be included in the next issue. Generous assistance from Per Dohler, proofreader, is gratefully acknowledged.

Anyone with sufficient creativity and leisure can create an alphabet just for fun, but serious alphabets designed for use by significant numbers of people are not invented every day. That is why the news about a possibly newly created alphabet for the Inuit peoples of Russia, Alaska, Canada, and Greenland was exciting to the Translation Inquirer. Evidently, this very widely scattered Inuktut-speaking group, numbering about a hundred thousand, really needs a common alphabet to enhance communication. The Translation Inquirer recalls the special magic of the one language learning experience in his life where a mastery of a new alphabet (Russian) was required. Not long ago he met with some home-schooled teenage boys who were trying to decide what foreign language they should begin studying. Interestingly, with the Cold War over and something just as menacing about to take its place, they were leaning strongly toward Arabic. Nothing that these boys said gave me the slightest feeling that they were contemplating future military service; Russian simply didn’t have the magic anymore, at least for them. It still does for me!

[Abbreviations used with this column:
 Ct–Catalan; D–Dutch; E–English; F–French; G–German; N–Norwegian; Sp–Spanish; Sw–Swedish.]

New Queries

(D-E 10-02/1) This query has to do with the bizarre concept, apparently, of medically operating on oneself as a cause for being excluded from coverage in a life insurance policy, or so it seems. The text reads: “Een ingreep die de aangeslotene op zichzelf uitvoerde of die niet vereist is door een door deze dekking gedekt ongeval.”

This from a Lantran who found it hard to believe he was actually reading what he was reading. What is actually going on here?

(E-F 10-02/2) This one sounds like it might be fun. A company has adopted Can do, as in the military expression Can do, sir!, as its marketing slogan. A French equivalent is needed, and maybe the first one that came to this Lantran’s mind, “Toujours partant,” might not be the best. Give it a try!

(E-R 10-02/3) Here is a legal puzzle: to bring or recover in an action. The context, as provided by the ProZ user, is quite ominous: Because there is little minority shareholder protection in Russia, your ability to bring or recover in an action against us will be limited. It almost sounds like a smug taunt! What is good Russian for this?

(E-Sp 10-02/4) Dario Cavalieros needs decent Spanish for this dense, buzzword-filled paragraph about a program to create a virtual Pentagon: The goal of this program is to ensure redundancy, survivability, recoverability, manageability, availability, scalability and security, according to a Pentagon notice.

(E-Sp 10-02/5) Renato Calderón is concerned about the lack of a Spanish equivalent for set the table. “Poner la mesa” falls short, because it means, literally, to put the table. An Internet search revealed nothing better than poner figar, which is machine translation at its worst. A correct Spanish rendering would probably involve the adjectival noun “cubiertos,” which includes dishes, knife, fork, spoon, and a napkin to wrap the latter three items in. Who can solve this?

(F-E 10-02/6) A Lantran working from Swiss French wants to know, in a context of something which an exposition-hall owner would provide as part of the leasing package for an event, what a “vaubon” is. The context: “Prestations comprises de le prix de location. —Mis à disposition de 60 vaubons, sur demande.”

(F-E 10-02/7) The text that gave this subscriber to Lantra-L problems was an article by a reporter who visited the control room of a major power network. The phrase that caused the trouble here is in bold: “L’idée de la règle du n-1 est que, si un événement soudain se produit comme la mise hors tension d’une ligne, il faut que l’état dans lequel se trouve le réseau tout de suite après soit un état sûr.” What does this mean?

(G-E 10-02/8) The term “Massenwerkzeug” appeared as part of a list of tooling hardware requirements to set up a stamping facility in the United States. Who can help this ProZ user with the term?

(G-E 10-02/9) A German abbreviation again—how long have we been fighting these battles? It’s a legislative act shortened to “KonTrAG,” and the Lantra correspondent is not all that satisfied with Act on Control and Transparency in the Corporate Sector, because if the first abbreviated component is “Kontrolle,” then perhaps monitoring should be used. Is there a standard English rendering of this?

(G-E 10-02/10) It is reasonably certain that, on my watch, queries about the individual parts of buses have not appeared until now. The bus, as a phenomenon of technology and culture, is so lowly, so unassuming. But “Frontzugmaul,” as a term referring to a component that has been fitted at the front of a bus, but not yet welded in position, posed a problem for a member of Lantra-L. What is it? What can one use in English?
(R-E 10-02/11) A ProZ correspondent had trouble with the term "Этапная схематизация структуры потока" in a book whose title was *Методы адаптивных сеток в задачах газовой динамики*. One may hope that the term plus the title provide enough context to evoke some ready answers in English.

(Sw-E 10-02/12) In the field of old technology (namely, the processing of ores as it was done more than a century ago), Barry Creveling needs to know the meaning of "nasar": the document speaks of this in two places: "Efter rostningen kunde den vara så hård att man fick skjuta sönder nasen," and "Det hände även här att det blev riktiga nasar i botten som var mycket svåra att slå sönder." This literally translates as "op zijn [haar] strepen staan." This literally translates as "on his [her] stripes stood." This word would best be conveyed by "Inanspruchnahme."

(E-R 8-02/4) (pre-crime unit): Alexander Aron suggests that the closest equivalent might be the name of a unit already in existence within the Russian Ministry of Internal Affairs: служба профилактики преступлений. This group is responsible for identifying both potential criminals and conditions favorable for crime. Voilà!

(E-Sp 11-01/2) (pushing on a string): It’s the physics of this, rather than the linguistics, that Schwartranz addressed. He or she points out that this ought to mean applying a force that evokes not an unpredictable response, but no response at all. This is because if no tension is present in the string, no force can be transmitted to the other end.

(E-Sp 4-02/7) (chapter, as in of an organization): Jarl Roberto Hallemalm-Ashfield reports that in Uruguay and Argentina, “capítulo” is used for chapter, as in of a book, and to a very lesser extent after a major change in one’s life: “He comenzado un capítulo nuevo en mi vida.” As for a commercial organization, the hierarchy is “oficina,” then “division,” then “departamento,” then “sección,” and finally “subgrupo.” The best approach is to analyze the word chapter beforehand, and obtain clarity about what sort of organization is being discussed. The ultimate meaning is what is aimed at, and therefore a large, generalized, all-inclusive word for chapter is not to be used. Two equivalents suggested by Jarl for noncommercial organizations are “grupo,” which is principally for the chapter of a club or civic organization, and “unidad” for a major offline political subdivision. Note that “sucursal” is principally for a bank or department store chain.

(G-E 7-02/6) (“… haben mit ihm nach alles getan, dass er wieder gesund worden ist”): Volkmar Hiranter states that since this was a transcribed interview, maybe it might be a slurred version of “danach.” If so, it confirms the inquirer’s assumption that the word should be understood to mean afterwards. Kriemhilde Livingston believes that the single word “nach” in the original is best translated as according to him. Another example of this usage: “Dem Chef nach ist sie faul” (According to the boss, she is lazy). Another problem with the original quote, as found on page 58 of the July issue, is that “worden” should be “geworden.” Thus, “damn” is totally inappropriate as an equivalent to “nach.”

(N-E 7-02/8) (“lys bord”): Paul Hopper reasoned that the language is close enough to Swedish and Danish to permit the consultation of dictionaries in those languages. The Swedish “ljus bord” is a layout (lining-up, illuminated stripping) table. Using a dictionary providing a Russian equivalent, from Danish, he came up with light table, illuminated planning table, or mounting table.

(R-E 6-02/4) (рашник): Now for the four responses that, unfortunately, had to be postponed from September: Zippy states that the word originally came from паук, a puppet theater, and Punch and Judy show would do just fine in the context of the query. Viktor Gutman says the word means clown or buffoon in a low folk farce. The implication is that the newspaper presented important news in the style of playing the fool. Tim Sergay recommends www.yandex.ru and www.ets.ru.
Humor and Translation  By Mark Herman

Herman is a librettist and translator. Submit items for future columns via e-mail to hermanapter@earthlink.net or via snail mail to Mark Herman, 5748 W Brooks Rd., Shepherd, MI 48883-9202. Discussions of the translation of humor and examples thereof are preferred, but humorous anecdotes about translators, translations, and mistranslations are also welcome. Include copyright information and permission if relevant.

In Praise of Censorship

As we fight terror on all fronts to make the world safe for global capitalism and the Internet, it is incumbent upon translators, as it is upon all others, to add their non-voices to the silence, to do nothing, say nothing, write nothing that could possibly give aid or comfort to the enemy, to not offend anyone, anywhere, anytime.

It goes without saying, as many have pointed out, that we must totally suppress inherently evil texts, such as Huckleberry Finn, The Wizard of Oz, the Harry Potter books, and the Quran. Let us be guided by the New York Regents, who have carefully edited the literary passages on the New York State high school examinations. For example, a passage from Isaac Bashevis Singer’s In My Father’s Court, a work about Jewish identity in Poland, was carefully stripped of all references to both Jews and Poles; Annie Dillard’s reminiscences of what she discovered as a white child in a black library was stripped of any mention of race. Translators following these examples will rightly produce works in English such as Grimm’s Snow White and the Seven Businessmen, Dostoevsky’s The Brothers Smith, and Bowdler’s Bible.

But all the above is trivial. It is literary. Mainly poetry that no one reads and obvious fiction (i.e., lies). No, it is technical translation, 90% of all translation, where the real effort must be made, where satanic texts must be nipped in the bud. Satanic? Definitely. What is the essence of technical translation. Details. And as we all know, THE DEVIL IS IN THE DETAILS! “Traduttore traditore!” indeed. Are you the translator/traitor who translated directions for opening a box of box-cutters, instructions for flying a cropduster, or (shudder) tourist guides to New York City and Washington, DC, into Arabic, Urdu, or Pashtun? I beg you, entreat you, implore you, put down that mouse, shut off that computer, and stop for such words. There’s even a website for this phenomenon: www.raek.ru. He calls рацийник an untranslatable term involving both folk-verse and theatrical forms. The term is a diminutive of режа (heaven), which can also mean cheap, high-up seats in the theater. He renders it as in the form of raeshniki [i.e., old-fashioned, wise-cracking folk rhymes—Trans.].

Believe it or not, there will be more on this in the November/December issue.


(G-Sp 5-02/4) (“Putzbauweise”): Dario Cavaliéros asserts that “friso” is the Spanish equivalent of “Putz-,” as found in the query which originally appeared on page 63 of the May issue.

(Sp-E 6-02/5) (“motor de encendido provocado”): Nick Hartmann says the Spanish term looks very similar to “Fremdzündung,” usually translated as spark ignition. An external stimulus, namely the spark, causes combustion of the fuel-air mixture to begin. In contrast, diesel engines involve combustion that begins spontaneously when the mixture is sufficiently compressed by a piston. So he would use spark-ignition engine.

(Sp-E 7-02/10) (“edificios catalogadas”): It’s the final word on which Katherine Kirscheman has some insight, since it means to classify or categorize. In Chile, where she lived, the word had a negative, euphemistic overtone.

Regarding the introductory paragraph written by the Translation Inquirer on page 58 of the July 2002 ATA Chronicle describing the problem of rendering privacy into Russian, Pete Benson says that this word has several aspects in English: private life (i.e., while not working); confidentiality of medical records; and aloneness. Pete believes that what the author Maliarevsky is bemoaning is the problem of конфиденциальность (confidentiality) in the workplace.

Thanks to the very many of you who contributed! It’s fat again!
CLS Communication, Inc. is opening its first office in the United States in October 2002 on the banks of the Hudson River in Weehawken, New Jersey, directly opposite New York City. CLS Communication, Inc. is a wholly owned subsidiary of CLS Corporate Language Services AG, a leading provider of top-line translation and language services to major financial institutions and telecommunications companies in Switzerland and neighboring European countries. To meet the growing needs of our successful business, our in-house translation team in Weehawken is looking for German into French and German into Italian translators. Candidates should have native fluency in the target languages and excellent command of the source languages. Start date is December 1, 2002. Our ideal candidate will have either of the following profiles:

- a university degree with a good grounding and at least two years of translation experience in one of the following fields: economics, banking, finance, investment, insurance, legal, advertising, corporate communications, public relations, telecommunications
- professional with a business, economics, legal, communications, financial or accounting background, outstanding language capabilities and a flair for writing and translation

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ATA Accreditation Exam Information

Upcoming Exams

**Texas**
- December 7, 2002
- Austin
- Registration Deadline: November 22, 2002
- April 26, 2003
- San Antonio
- Registration Deadline: April 11, 2003

**Japan**
- February 15, 2003
- Kyoto, Japan
- Registration Deadline: January 24, 2003

Please direct all inquiries regarding general accreditation information to ATA Headquarters at (703) 683-6100. Registration for all accreditation exams should be made through ATA Headquarters. All sittings have a maximum capacity and admission is based on the order in which registrations are received. Forms are available from the ATA website or from Headquarters.

Congratulations

Congratulations to the following people who have successfully completed accreditation exams:

- **French into English**
  - Pauline E. Haas-Hammel,
    Champcevinel, France
- **Russian into English**
  - Elizabeth H. Adams,
    Van Nuys, CA
- **English into Chinese**
  - Haichen Sun,
    Beijing, China
- **English into French**
  - Joelle J. Lake,
    West Vancouver, Canada
- **English into German**
  - Patrick O. Mueller,
    Mandeville, LA
  - Susanna Pfister,
    Somerset, NJ
- **English into Russian**
  - Yulia Coe,
    Palm Harbor, FL
  - Kiamalia Emerson,
    McLean, VA
- **English into Spanish**
  - Patricia M. Acosta,
    Waban, MA
  - Lorena N. Loguzzo
    Miami, FL
  - Olvido Soria Pequeno
    Caceres, Spain

The Active Member Review Committee is pleased to grant active member status to:

- Antonina L. Bean
  Harrisonburg, VA
- Ann Marie Hartmann
  Evanston, IL
- Aleksandra Mandrapa
  Saint Louis, MO
- Liliana Silvestry
  Austin, MN
- Jill R. Sommer
  Solon, OH

The Active Member Review Committee is pleased to grant active member status to:

Attention

All Bosnian, Croatian, Serbian, Serbo-Croat ↔ English Translators and Interpreters

An effort is underway to establish accreditation for these language pairs. A “volunteer committee” has been formed and we are now collecting information about criteria in use by other organizations to grant accreditation and certification in these languages. We also intend to survey ATA members who have listed any of these languages in their profiles about their thoughts on the subject. Just two examples: How should we handle the accreditation of these languages into English—will this be one language pair or many? What standards should be used for the “from English” direction—will a command of Cyrillic be required?

We hope to organize a meeting at the ATA Annual Conference in Atlanta (November 6-9) to report on our findings and discuss these issues in person. Feel free to write to us c/o Paula Gordon (dbaPlanB@aol.com) with your comments. A message stating your language pairs and interest in accreditation will reinforce our efforts and would be greatly appreciated.
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• Arabic-into-English: Confusion of ish‘aa‘aat [radiation] and ishaa’aat [rumors] resulting in rumors emanating from an antenna…

We could go on and on—and around and around—about specific errors and their consequences. Graders spend hours establishing guidelines, and even then each decision calls for balanced judgment. If you find yourself taking exception to the points assigned to these errors, arguing for a stricter or more lenient assessment, you may be a potential grader! If that idea intrigues you, consider attending the grader recruitment session at the ATA Conference in Atlanta (it’s on Saturday, November 8 at 3:30 pm), or read the Accreditation Forum column which appeared in the November/December 2001 ATA Chronicle, where Terry Hanlen, deputy executive director and accreditation program manager for ATA, described the process of joining the accreditation program as a grader.

ATA’s Spanish Language Division 2nd Annual Conference
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This is an exciting opportunity for you to share your knowledge and experience with appreciative colleagues. For more information, contact: Virginia Perez-Santalla (virginiasps@comcast.net).

The Accreditation Forum Continued from p.58

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