Join your colleagues in the Los Angeles area for a weekend of in-depth sessions on translating and interpreting for the Entertainment Industry.

| Attended by experts who are actively involved in the Entertainment Industry | Gain insight from an in-studio interpreter who interprets on-the-fly |
| Learn the do’s and don’ts of translating for voiceovers from the perspective of voice talent and directors of dubbing sessions | Find out how to market yourself for success in the Entertainment Industry |
| and much more! | |

### Saturday, February 8:
The American Translators Association (ATA) will provide a full day of in-depth sessions, including a continental breakfast in the morning and a Networking Session following the final presentation.

<table>
<thead>
<tr>
<th>Early-Bird (by January 31):</th>
<th>After January 31 and Onsite:</th>
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<tbody>
<tr>
<td>ATA Members $145</td>
<td>ATA Members $215</td>
</tr>
<tr>
<td>Nonmembers $260</td>
<td>Nonmembers $330</td>
</tr>
</tbody>
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(Members of NCTA and SCATIA may also register for the Member rate.)

### Sunday, February 9:
The Southern California Area of Translators and Interpreters Association (SCATIA) will provide a half-day session, including a continental breakfast.

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<tr>
<th>Early-Bird (by January 31):</th>
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<tr>
<td>SCATIA Members $50</td>
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<tr>
<td>Nonmembers $60</td>
<td>Nonmembers $80</td>
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</tbody>
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(Members of ATA and NCTA may also register for the Member rate.)

### Attend Both Days and SAVE!

<table>
<thead>
<tr>
<th>Early-Bird (by January 31):</th>
<th>After January 31 and Onsite:</th>
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<tbody>
<tr>
<td>ATA &amp; SCATIA Members $180</td>
<td>ATA &amp; SCATIA Members $265</td>
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<tr>
<td>Nonmembers $295</td>
<td>Nonmembers $380</td>
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(Members of NCTA may also register for the Member rate.)

Space is limited. For more information, contact ATA Headquarters at (703) 683-6100 or visit the ATA website at www.atanet.org and click on the Translating and Interpreting for the Entertainment Industry Seminar link on the home page. (Direct link is www.atanet.org/entertainment.)

In addition, be sure to make your hotel reservations at the Embassy Suites Hotel, 7762 Beach Boulevard, Buena Park, CA 90620. A small block of rooms has been reserved at only $99 single/double a night, plus tax. To take advantage of this special rate, contact the hotel at (714) 739-5600 for reservations. Be sure to mention that you are attending the Translating and Interpreting for the Entertainment Industry Seminar hosted by ATA and SCATIA.

The hotel is located in the Disneyland Resort area, 25 miles from Los Angeles International Airport and 15 miles from Orange County Airport. The hotel is easily accessed from the Riverside (91) and Santa Ana (I-5) Freeways.

Visit www.atanet.org/entertainment to Register Today!

An ATA accreditation exam sitting will be held on Sunday, February 9. This will be a standard exam, not specialty-specific. To register, please visit the ATA website to obtain the Accreditation Examination Registration Form.
Features

21  New Directions for ATA's Nominating Committee
By Kathy Foster
The active recruitment of candidates is key to solving the problem of an eroding volunteer base.

23  Mentoring is NOT Therapy
By Barton Goldsmith, Ph.D.
It’s normal for a mentor/manager to spend time dealing with their coworkers’ problems, but when those problems become emotional, you may feel (rightfully so) “out of your league.”

24  Translation and Terrorism Panel Discussion Draws Unprecedented Media Coverage
By Alexandra Russell-Bitting
The Translation and Terrorism forum, which took place during ATA’s 43rd Annual Conference in Atlanta, marked the first time senior representatives of the U.S. intelligence community had appeared before professional translators and interpreters to discuss the impact of federal language capacity on antiterrorism efforts.

27  Decoding, Encoding, and Understanding the Message: A National Security Challenge
By Shuckran Kamal
An examination of the current observed deficiencies among native speakers of Arabic and English who relay to our leaders, in English, a variety of different messages that are received in Arabic.

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American Translators Association
225 Reinekers Lane, Suite 590 • Alexandria VA 22314
Tel: (703) 683-6100 • Fax (703) 683-6122
E-mail: Chronicle@atanet.org • Website: www.atanet.org
### January
- **Focus:** Social Sciences
- **Submission Deadline:** November 15

### February
- **Focus:** Literary Translation
- **Submission Deadline:** December 1

### March
- **Focus:** Marketing
- **Submission Deadline:** January 1

### April
- **Focus:** Client Education
- **Submission Deadline:** February 1

### May
- **Focus:** Professional Development/Outreach
- **Submission Deadline:** March 1

### June
- **Focus:** Agencies, Bureaus, and Companies
- **Submission Deadline:** April 1

### July
- **Focus:** Science and Technology
- **Submission Deadline:** May 1

### August
- **Focus:** Medical Translating and Interpreting
- **Submission Deadline:** June 1

### September
- **Focus:** Interpreting
- **Submission Deadline:** July 1

### October
- **Focus:** Legal Translating/Interpreting
- **Submission Deadline:** August 1

### November/December
- **Focus:** Training and Pedagogy
- **Submission Deadline:** September 1

### An Easy Reference To ATA Member Benefits

Your ATA membership has never been more valuable. Take advantage of the discounted programs and services available to you as an ATA member. Be sure to tell these companies you are an ATA member and refer to any codes provided below.

<table>
<thead>
<tr>
<th><strong>Business Owners Insurance</strong></th>
<th><strong>MasterCard</strong></th>
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<tr>
<td>National Professional Group</td>
<td>MBNA America</td>
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<tr>
<td>(888) 219-8122</td>
<td>Reference Code: IFKV</td>
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<tr>
<td><a href="http://www.ata-ins.com">www.ata-ins.com</a></td>
<td>(800) 847-7378 • (302) 457-2165</td>
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<tr>
<td>Dun &amp; Bradstreet</td>
<td>Mutual of Omaha</td>
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<tr>
<td>Mike Horoski (800) 333-6497 ext. 7226 (484) 242-7226 <a href="mailto:Horoskim@dnb.com">Horoskim@dnb.com</a></td>
<td>(800) 223-6927 • (402) 342-7600 <a href="http://www.atanet.org/mutual.htm">www.atanet.org/mutual.htm</a></td>
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<tr>
<th><strong>Conference Travel</strong></th>
<th><strong>Overnight Delivery/Express Package Service</strong></th>
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<tr>
<td>Stellar Access</td>
<td>UPS</td>
</tr>
<tr>
<td>Reference Code: 505</td>
<td>Reference Code: C0000700415</td>
</tr>
<tr>
<td>(866) 929-4242 • (858) 451-8150 e-mail: <a href="mailto:flycia@stellaraccess.com">flycia@stellaraccess.com</a></td>
<td>(800) 325-7000 <a href="http://www.ups.com">www.ups.com</a></td>
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<td><a href="http://www.stellaraccess.com">www.stellaraccess.com</a></td>
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<th><strong>Credit Card Acceptance Program/Professional Services Account</strong></th>
<th><strong>Retirement Programs</strong></th>
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<tr>
<td>NOVA Information Systems</td>
<td>Washington Pension Center</td>
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<tr>
<td>Reference Code: HCDA (888) 545-2207 • (770) 649-5700</td>
<td>(888) 817-7877 • (301) 941-9179</td>
</tr>
</tbody>
</table>

...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...

Janice Becker is a German→English translator specializing in legal and financial translation. She worked for several years as an in-house translator at a leading law firm in Frankfurt, Germany, before establishing her office in the Chicago Loop. She is accredited by the Industrie- und Handelkammer, Wiesbaden, and has contributed many articles on translation to bar association periodicals and professional magazines. Contact: gabtemail@ameritech.net.

Wanda Boeke is a full-time trade and literary translator working from Afrikaans, Dutch, Flemish, French, and German into American English. Her numerous publications include 15 book translations of adult and young adult fiction as well as nonfiction. Contact: boeke@berkshire.net.

Carla DiFranco is currently a software localization engineer at Microsoft, where she focuses on translation tools, recycling strategies, translation memory management, and globalization efforts. After graduating from the Kent State University Institute for Applied Linguistics, she worked as a freelance translator and then as a project manager. She currently teaches terminology and technical skills at the Bellevue Community College Translation and Interpretation Program in Seattle, as well as German→English translation (Intro and Patents) for the New York University Translation Certificate Program. Contact carladi@microsoft.com.

Amanda Ennis is a member of ATA's Public Relations Committee. She is also an ATA-accredited (German→English) technical/medical/marketing translator and adjunct faculty member of Kent State University’s Institute for Applied Linguistics, where she teaches German translation and project management courses to students in KSU’s M.A. in Translation program. Contact: german-toenglish@earthlink.net.

Kathy Foster is an ATA-accredited (English→French) translator. She is an active ATA member with 25 years of experience as a technical translator and simultaneous interpreter. She holds an M.A. in French and was a Fulbright scholar at the Université de Fribourg in Switzerland. Currently working as a translator/editor for SH3, Inc. in Kansas City, Missouri, she is active in the Mid-America Chapter of ATA (MICATA), serving on the MICATA board of directors and completing her second tenure as editor of the MICATA Monitor. Contact: kfoster@sh3.com.

Dr. Barton Goldsmith is an international speaker, author, and consultant who is considered an expert on leadership. He is a contributing author to numerous books and publications, including The Los Angeles Business Journal. Contact: www.BartonGoldsmith.com.

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Shuckran Kamal has been serving as the senior Arabic translator at the Office of Language Services of the U.S. Department of State since April 1998. She is currently teaching a translation workshop/course (Arabic→English) at Georgetown University. She served as the chair of the Accreditation Committee from 1998 to 2001, and continues to support the work of that committee as a grader. She was a self-employed translator for 20 years, from 1978 to April 1998. She is a U.S. citizen who immigrated with her family from Egypt in 1968. She has been a member of ATA since 1978. Contact: shuckran@juno.com.

Andy Klatt is a freelance translator and a professor of Spanish and translation within the Tufts University Department of Romance Languages in Medford, Massachusetts. He has degrees in Latin American studies and linguistics, and certificates in Spanish translation and legal and medical interpretation. He has been translating since 1996, is ATA-accredited (Spanish→English), and is an official translator in Colombia. He has several published translations in history, sociology, anthropology, and paleoanthropology. Contact: andyk@gis.net.

Alexandra Russell-Bitting has been a staff translator-reviser at the Inter-American Development Bank in Washington, DC, for 14 years, working from French, Spanish, and Portuguese into English. She has worked freelance for other international organizations such as UNESCO, the Pan American Health Organization, and the Organization of American States, as well as for the U.S. Department of State. She has taught translation at Georgetown University and the Université de Paris VIII. She is an active member of ATA, a regular contributor to the ATA Chronicle, and a member of ATA’s Public Relations Committee. Contact: alexandrarb@yahoo.com.

Mirko Silvestrini is an Italian teacher and translator. After graduating from the University of Venice in Italy, he founded Rapi trad, a translation company based in Vicenza, north of Italy (now an ATA corporate member). Since 1995, he has been a member of the National Board of the Italian Federation of Translation Companies. Contact: mirko@goldnet.it.
A year ago, I shared my goals for my term in office. With the ringing in of the New Year, here are updates on the two most significant ones: The ATA Legal Conference and the continuing efforts to enhance and revamp the accreditation program.

The ATA Legal Translation Conference tops the list of ATA activities for this spring. This in-depth look at legal translation will be held at the new Hyatt Regency Hotel in Jersey City, New Jersey, May 2-4.

The conference, which is a part of ATA’s ongoing professional development efforts, will include top-level presentations from experts in the field. In addition to the educational sessions, there will be several networking opportunities, a job exchange area where attendees can distribute their business cards and resumes, and an exhibit area. We will also have plenty of ways for companies to promote their products and services as well.

The hotel, on the banks of the Hudson River, offers views of the Manhattan skyline. The Hyatt is just a 15-minute ferry ride from downtown New York City. In addition, Newark International Airport is 20 minutes away, and the train station is a couple of blocks from the hotel.

In addition, we have negotiated a fantastic room rate—by New York area hotel prices—of $149 per night plus tax.

You can register for the conference online at ATA’s website (www.atanet.org), or you can download the registration form from the website and mail or fax it to ATA Headquarters. Invest in yourself. Plan now to attend this valuable professional development opportunity. For more information, be sure to check the website.

As for the accreditation program, the Board and the Accreditation Committee continue to work closely together on major changes to the accreditation program. We are planning a joint meeting of the two groups during the March Board meeting. At this meeting, we are scheduled to finalize eligibility requirements before a candidate is allowed to sit for the exam, and will discuss continuing education requirements for candidates who have successfully passed the exam.

One important point I would like to stress is that these changes are not being made because the accreditation program is “broken.” They are being implemented to strengthen the program and move it forward. These changes alone will definitely enhance our professional credential.

Finally, I would like to remind you to renew your ATA membership, and I thank you for your past support. The New Year looks bright for ATA. I hope you are a part of it!
Last November, while flying back home from what I thought was a tremendously successful ATA Annual Conference, I was reading Milan Kundera’s latest novel (excellently translated by Linda Asher) and was struck by a statement he made: “All predictions are wrong, that’s one of the few certainties granted to mankind.” Preparing a budget is, of course, an attempt to make predictions about the future. To the usual set of variables, we added a few extra ones this time: How is the increase in membership dues going to affect enrollment? Are the changes in ATA’s accreditation program going to increase revenues, or is the program going to cost us more than before? How much should we budget for public relations, a decidedly underfunded item in the past that has now gained importance?

Keeping Kundera’s predicament in mind, we made the following assumptions. For the membership, we projected zero growth in the number of members. This projection is on the conservative side, considering that the membership remains a good value and a sound investment in professional development for each member. Changes in the accreditation program, accompanied by the revised honoraria for graders approved by the Board, should not affect the budget significantly. The new budget includes an increase in grader fees to $40 per exam (as opposed to the previous fee of $15 per passage), but the overall expenses incurred should remain at a comparable level. In the public relations arena, the budget includes $25,000 for the publication of a booklet entitled Translation—Getting it Right by ATA Public Relations Committee Co-Chair Chris Durban, which is now being

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**Summary of ATA’s January-June 2003 Budget**

<table>
<thead>
<tr>
<th>Revenues</th>
<th>Expenses*</th>
</tr>
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<tbody>
<tr>
<td>Professional Development Seminars $84.9  8%</td>
<td>Publications $7.0  1%</td>
</tr>
<tr>
<td>Membership $543.1  54%</td>
<td>Accreditation $115.1  12%</td>
</tr>
<tr>
<td>Other Revenues $7.9  1%</td>
<td>Divisions $135.3  14%</td>
</tr>
<tr>
<td>Investment Revenues $11.2  1%</td>
<td>Investment Revenues $11.2  1%</td>
</tr>
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* Figures adjusted to include estimated overhead (rent and salaries).
localization for the U.S. audience. ATA’s Public Relations Committee showed at the Atlanta conference that much can be done on a limited budget; however, in order to continue with public relations efforts on a professional level, a certain percentage of our budget will have to be allocated in that direction. In the long run, the funds spent on PR will help to improve the public image of our industry, and will result both in an increased demand for professional translation and interpreting services and in a better appreciation of the expertise needed to provide such services.

I am pleased to report that our budget for the first six months of 2003 was approved unanimously by the ATA Board at the conference in November 2002. We are entering a six-month interim period (January 1–June 30), after which our fiscal year will no longer coincide with the calendar year, but will begin on July 1. I stated the reasons for the change in the August 2002 issue, but I did not discuss how it will affect our finances and related procedures. With projected revenues of $999,475 and expenses of $1,086,880, the six-month budget is not balanced. It cannot be balanced for several reasons, but particularly because we rely on the conference surplus to balance a full-year budget, and the conference lies outside this period.

The most prominent change resulting from the change in the fiscal year is that we have to defer half of the 2003 membership dues to the July 2003–June 2004 budget. Another peculiarity of this budget is the fact that there are zero expenses projected for the annual conference, traditionally the largest expense item. This is simply because the conference does not take place during the six-month period covered by the budget. However, there will be two one-day seminars and one three-day seminar organized by ATA’s Professional Development Committee, chaired by ATA Director Marian Greenfield. I am happy to say that not only are these seminars very popular with the membership, but they also bring additional revenues to the association.

In closing I would like to point out that the budgeting process will now take place at the beginning of the calendar year (rather than in the summer), and that from now on the budget will be submitted for the Board’s approval in March. I would also like to point out that while the fiscal year has changed, the calendar year will still apply for membership dues. I would like to thank all of you for your nearly unanimous support in amending the association’s bylaws (changing the “Budget Committee” to “Finance Committee”), and to Executive Director Walter Bacak and his staff for weathering the changes brought about by the six-month shift in the fiscal year with grace and seeming ease. It is encouraging to see that our association is in good financial health even at a time of economic hardship, and I sincerely hope I will be able to provide similarly optimistic reports in the future.

ATA’s Spanish Language Division
2nd Annual Conference
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).

In honor of FLATA’s 10th Anniversary, Alex Penelas, Mayor of Miami-Dade County, proclaimed Saturday, December 14, 2002, as Florida Chapter of the American Translators Association Day!

Congratulations!

For information about joining FLATA, contact (305) 274-3434 or email info@atafl.org
recently attended the American Society of Association Executives’ 2002 Management and Technology Conference in Washington, DC. ASAE is the professional membership organization I belong to and participate in.

Clearly, just as attending ATA’s Annual Conference or seminars does for you, attending the ASAE activities helps me learn about programs and services so I can do my job better. It also reinforces the saying “Don’t reinvent the wheel.” While each trade group or professional society has its own traits, programs, etc., there is much common ground.

For example, I attended a session on redesigning websites. In fact, the ATA Board and staff are currently working on redesigning our website. ATA’s website has followed instep with the evolution of association websites, from the initial stages of simply putting printed brochures online to adding the password-protected Members Only section. For this, our fourth generation, redesign, I gained considerable insight from this session to share with the Board and staff.

One of the issues facing us in the redesign is determining the target audience: members or the general public. I simply smiled when someone spoke up at the seminar and stated: The issue we are facing right now is that our website was originally set up for the membership (like ATA’s), and now we think it has to be geared toward the general public. We are not alone. And I do not think anyone would have guessed the questioner’s organization: the Recreational Vehicle Dealers’ Association of America!

I talked with the fellow afterward and the comparisons continued. In particular, his association has a very popular online directory (people use it to find a dealer to buy or rent an RV); we have the overwhelmingly successful online directories. They are dissatisfied with their members only section; ours is underutilized (which I am sure will be addressed in the redesign).

The message here is you don’t have to go it alone. You can learn from your peers. The same holds true within ATA. For example, a Spanish translator can learn some online search techniques from a German translator and vice versa.

Another take on not going it alone; I recently spoke with an individual who was debating whether or not to renew his membership. His comment was that he only uses one or two of ATA’s member benefits. When he told me what they were, I asked him to look at the math. The one particular benefit that he cited saves him more than the cost of his membership alone. What I didn’t say was that by reading the ATA Chronicle and the division newsletters and attending the conference and professional development seminars, he is investing in your professional development. This will translate into dollars in your pocket through improved efficiencies (learning a new software program to help you in your business), cost savings (through discounts available to ATA members for products and services), and/or more business (through networking and better marketing practices).

ATA represents all those involved in translation and interpreting. One benefit that appeals to you, may not appeal to another, but there is something for everyone.

The bottom line: Don’t go it alone. Thank you for being an ATA member and for renewing your membership.

NATIONAL TRANSLATION AWARD

The American Literary Translators Association has awarded its annual prize to E.H. and A.M. Blackmore for

Selected Poems of Victor Hugo: A Bilingual Edition
(University of Chicago Press)

This brilliant translation makes Hugo the poet, in his full power and range, accessible to us for the first time. The selection spans Hugo’s whole career. This is a real contribution to world literature in English.

American Literary Translators Association
The University of Texas at Dallas
Box 830688 Mail Station MC35
Richardson, TX 75083-0688
Tel: (972) 883-2093
Fax: (972) 883-6303
www.literarytranslators.org
Probation

I would like to thank Sandro Tomasi for his research on the term “probation,” published in the October issue, which demonstrated an investment of much time and effort on the author’s part. Unfortunately, I do not agree at all with the article’s conclusions.

When I read the article, I was left with the impression that the author was a victim of over-analyzing the subject at hand. Mr. Tomasi’s basic premise is that probation is no longer defined as a suspended sentence in legal dictionaries and laws.

Nonetheless, the concept of probation is clearly associated with that of a suspended sentence. In fact, court interpreters routinely interpret the words “Imposition of sentence is suspended. The defendant is placed on probation...” to the point where it is inscribed on our spinal cords.

Court forms are also full of references in this regard. For example, the California Judgment-Commitment form (available at www.accesslaw.com/jcforms/mc295.pdf) has a standard line which states, “Suspends imposition of sentence and the defendant is placed on probation for the period of....” The relationship between the two concepts is that the sentence is first determined, and then the defendant is placed on probation, under the supervision of the court’s probation department. If the defendant does not comply with the terms of probation, the original sentence can be imposed. This intimate association between “suspension of sentence” and “probation” validates a similar association when coining a translation into Spanish, as is seen in the terminology in actual use in Latin American legal references to the U.S. system, such as “condena condicional” or “libertad a prueba.”

The author’s support for the coined term “probación” is generally rejected by court interpreters and legal translators. Though often used by prisoners in the lockup on account of language interference, it is never used in Latin America to refer to the U.S. system of probation. One of the main reasons why the translation “probación” is so strongly rejected is, from the point of view of a mind programmed in Spanish, that it does not evoke anything close to a program where the defendant is given freedom on a conditional basis. Rather, from a linguistic point of view, it evokes the concepts of examining or experimenting on a person or object, of proving or providing evidence as to a given fact, or of even testing something. Legal terminology (unlike the world of high-tech) shuns such irritating and incomprehensible Anglicisms.

Madeline Rios
Riosspanish@aol.com

A Conference to Remember

It has already been a week and I still cannot help but feel as if I was still there, looking for the next presentation to attend, double-checking the speaker’s name and abstract, and rushing to a lower/upper level to hear and participate in another interesting and useful presentation.

Perhaps it is still too soon to reminisce? I don’t think so. Therefore, I will base my modest, personal analysis of our 43rd Annual Conference on two main items: organization and presentations.

As to organization, I honestly think that our ATA organizers did an excellent job. Everything was as it should be: total respect for schedules, preconference and daily updating, reminders, exhibitions, information booths, speakers, dialogues, discussions, and free “auditions” of what ATA members and guests had to say on a myriad of aspects.

The Translation and Terrorism forum on Friday evening was organized, moderated, and conducted with exquisite quality (largely due to the experience and knowledge of the co-chairs of our ATA Public Relations Committee). Although some of the questions from the public appeared to be somehow restricted to the narrow framework of salaries and payment for services, this forum was a great success. I have already written and published a brief summary on said event in our city newspaper (The Kearney Hub).

On another note, the reception on Wednesday was warm, the food was good, and the two drinks per person was, as usual, a very sound idea, happily followed by the majority of participants. Breakfast was nothing to write home about, and perhaps the inclusion of some fruit on a daily basis (albeit there was plenty of juice) would have made such an important meal more attractive and nourishing.

As to the content, that is, presentations, I am of the opinion (shared by quite a few other participants with whom I had the honor and the pleasure to converse during the conference) that several of them could have been more fruitful and appealing if the practical side of our profession had been properly addressed and intervention from the audience had been fostered and pro-pitated. Some presenters very honestly talked about what they were doing and what worked for them. Some others theorized about what should be done in particular cases. Still others, probably unwillingly, turned their presentations from very interesting, experience-based items to simply “selling” a particular product, software, or gadget. Others simply explained the translation policies and guidelines originating from their “bosses” (at companies, hospitals, and so forth that, in some cases, even tell their translators/interpreters how to do their job), or else talked about what lexical terms to use or not use. Unfortunately, the latter types of presentations were not too well received by those who fight for our rights and the quality of our profession on the front lines. Even at the risk of looking rude, several attendees abandoned the rooms where presentations of that nature were being made!

Some ideas that could perhaps
contribute to improve the content and usefulness of our conferences are as follow:

• There should be a committee or working group in charge of browsing through the proposed presentations. Such a committee would be empowered to propose, in close consultation with the speakers, changes or modifications that would make such presentations really fruitful and appreciated.

• Presentations which are scheduled to last 45 minutes should either allow for questions from the audience or be extended to 60 minutes to include adequate time for questions and answers, and even the sharing of personal experiences on the topics in question.

• Whenever possible, division and other organization meetings should not be scheduled at the same time that presentations are being made. That would prevent participants and presenters from having to choose between two activities that they want and need to attend.

• Although I have no complaint about the Hyatt Regency Hotel, ATA should strive to obtain the best possible rates, wherever and whenever possible, for its members so that they can feel less constrained as to monetary expenses. I heard members say that they would have bought more books and materials from the exhibitors had they not had to spend so much on lodging. The minimum rate offered for a single room was $160 per night, plus sales and occupancy taxes.

Notwithstanding all of the above, I feel that we had a great conference. Attendance and participation were of the highest quality. It is obvious that ATA does really represent the thousands of translators, interpreters, and language specialists that consider it an honor to belong to such a large, quality-concerned organization. ATA’s role in the future of our profession and in the very existence of our country is more evident than ever before. I only hope that all of us take part and help advance such a role.

Eduardo González
University of Nebraska at Kearney

Comment on “French →English Legal Dictionaries: An American Lawyer’s Analysis”
(From the perspective of a U.S. lawyer/translator based overseas)

Tom West’s recommendation to rely more on monolingual dictionaries is right on the money, but in my experience Cornu’s Vocabulaire Juridique (the French Black’s) and EJE’s Le Droit de A à Z (the French Barron’s Law Dictionary) are generally more informative and reliable than Dalloz’s Lexique de Termes Juridiques.

Of the bilingual dictionaries West cites for translation into English, I would avoid all but the one published by the Council of Europe, even though it is U.K.-oriented. The others are often wrong and Dahl’s is more useful as a source of French, rather than English, usage. The only other reliable bilingual/trilingual sources I’ve found (but I’m still looking) are the UN’s Law Terminology, based on O’Rooney’s legendary “Notes...,” and the glossary in Martin Weston’s An English Reader’s Guide to the French Legal System. The two best monolingual English sources are, without a doubt, Black’s (for Americans) and the out-of-print Oxford Companion to the Law (for U.K. clients). Copies of the latter can sometimes be found at second-hand book-sellers, however. I’d be interested in any comments on the above—or-should someone else has found better sources?

West’s proposed translations are excellent. The following suggestions may be of interest to French→U.S. legal translators as well.

• “Intuitu personae” is often best translated as, “This agreement is personal to X” (“X” being the person who is not allowed to assign the contract, because it was executed on the understanding that he, and only he, would perform it).

• “Pro rata temporis,” another Latin phrase commonly encountered in French but never in original English texts, also has to be put into English, since most U.S. lawyers don’t know what it means. “Pro-rated” or “on a pro-rata basis” is what we say: the notion of time is implicit in the English phrase.

• In practice, a “marque de commerce” often refers to a “distributor’s trademark.”

• Agreements are, in fact, “concluded” by U.S. lawyers (see www.aqmd.gov/hb/970716a.html [CA] and www.state.ct.us/ott/press2001/pr051101.pdf [CN]), although the term is more common in agreements between governments than in commercial contracts. Google gets you 10,400 hits for “conclude an agreement,” including some U.S. sources, although it’s clearly more prevalent in U.K. sources and translations. “Enter into” is clearly to be preferred for boilerplate, but “conclude an agreement” is not incorrect.

• What you actually see in a U.S. contract where the French say “par la partie la plus diligente” is often “by either party” (e.g., in the “Notice” or “Term and Termination” clauses). The French make the race to the courthouse (or the race to effect service or give notice) explicit by including “urgente” while we leave it implicit. “By either party” is the functional equivalent of the French term, although this may be too much of a stretch for some!

• Two final proposals I haven’t
Conferences and Events

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

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

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/

Letters to the Editor Continued from p. 12

seen in any bilingual dictionaries yet… “proportionnellement au montant de leurs actions,” a phrase appearing in West’s article but not discussed, can be concisely rendered by “ratably” in English (see that term in Black’s). “Sous toutes reserves,” by itself at the end of a document, means “without prejudice” (compare the French term in Roland and Boyer’s Dictionnaire des Expressions Juridiques with the English term in Black’s): although the English term is often used in a different legal context, the meaning is the same.

Again, feedback on any of the above is welcome.

Chris Gould
Paris FR/Knysna ZA
aspentra@iafrica.com

Response from Tom West
Dear Mr. Gould:

Thank you for your kind comments on my article. I admit that I was being too categorical when I wrote that it is always wrong to translate “conclusion du contrat” as “conclusion of the contract.” However, an experience that I had several years ago made me think that there is no way to overemphasize the notion that “conclusion of the contract” is not often used to mean the “entering into of the contract” by U.S. lawyers. My company received a consulting agreement drafted by an American lawyer, to be translated into French. One of the provisions stated that the consultant was to be provided with confidential documentation during the course of the contract, and that she was to return the confidential documentation “at the conclusion of the contract.” Obviously, in this case, the lawyer was using “conclusion of the contract” to mean just the opposite of “conclusion du contrat,” i.e., he meant “when the contractual relationship is over.” This shows that the expression “conclude a contract” is not a “term of art” in the U.S., and therefore, lawyers may use it in its literal sense, i.e., to end, to terminate. U.S.-based translators are best advised to translate “conclure un contrat” as “enter into a contract” (the translation provided in Bridge’s Council of Europe Dictionary).

I agree with your other comments, and heartily recommend Weston’s English Reader’s Guide to the French Legal System and the Cornu dictionary you mentioned.

Tom West

Looking 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
The Lewis Galantière Award goes to Professor Willard Wood for his translation of Andre Raymond’s *Cairo*.

Chris Durban, ATA Public Relations Committee co-chair, at the Translation and Terrorism Forum

ATA President-Elect Scott Brennan

Kevin Hendzel, Translation and Terrorism Forum moderator and ATA Public Relations Committee co-chair

ATA President Thomas L. West III

Welcome Reception

2003 ATA Board of Directors

Welcome Reception
The Alexander Gode Medal for outstanding service was awarded to Susana Greiss.

The Translation and Terrorism Forum was packed.

More photographs are online at atanet.org
Log on to see the complete conference collection!
ATA Awards: Call for Nominations

ATA Alexander Gode Medal

The Alexander Gode Medal, the American Translators Association’s most prestigious award, is presented to an individual or institution for outstanding service to the translation and interpretation professions. This award may be given annually.

Individuals or institutions nominated do not have to be members of ATA. However, a history of constructive relations with ATA and the language professions in general is desirable. Nominees do not have to be U.S. citizens. Petitions and letter campaigns are not encouraged.

Nominations should include a sufficiently detailed description of the individual’s or institution’s record of service to the translation and/or interpretation professions to enable the Honors & Awards Committee to draw up a meaningful short list for approval by the ATA Board of Directors.

Nomination Deadline: May 1, 2003.

Please send your nominations of the individual or institution you consider worthy of receiving the next Gode Medal to the Chair of the ATA Honors & Awards Committee at the address listed at the bottom of the page.

ATA Ungar German Translation Award

ATA invites nominations for the 2003 Ungar German Translation Award. This award is bestowed biennially in odd-numbered years for a distinguished literary translation from German into English published in the U.S. (The Lewis Galantière Translation Prize for translations from any language, except German, is awarded in even-numbered years for a distinguished literary translation from German into English published translation must have been

To be eligible for the award, to be presented at the ATA Annual Conference in Phoenix, Arizona, November 5-8, 2003, the published translation must have been translated from German into English and published in the U.S. in 2001 or 2002.

The published translation must list the translator’s name on the title page and

preferably also on the dust jacket. Preference will be given to published works that provide information on the translator. The translator need not be an ATA member, however, the translator should have a strong connection with the U.S. (citizenship or permanent residence). The nomination must be submitted by the publisher of the translated work.

The nomination must include a cover letter, with complete publication information for the work being nominated, together with a brief vita of the translator, at least two copies of the nominated work, plus one extra copy of the dust jacket, and
two copies of at least 10 consecutive pages from the original work as keyed to the page numbers of the translations (ESSENTIAL!).


Publishers are encouraged to submit nominations early!

Award: $1,000, a certificate of recognition, and up to $500 toward expenses for attending the ATA Annual Conference in Phoenix, Arizona, November 5-8, 2003.

Please contact the ATA Honors & Awards Committee at the address listed at the bottom of the page.

ATA 2003 Student Translation Award

In 2003, ATA will award a grant-in-aid to a student for a literary or sci-tech translation or translation-related project. The award, which will be presented at the ATA Annual Conference in November 2003, is open to any graduate or undergraduate student or group of students attending an accredited college or university in the U.S. Preference will be given to students who have been or are currently enrolled in translation training programs. Students who are already published translators are, however, ineligible. No individual student may submit more than one entry.

The project, which may be derived from any facet of translation studies, should result in a project with post-grant

applicability, such as a publication, conference presentation, or teaching materials. Computerized materials are ineligible, as are dissertations and theses. Translations must be INTO ENGLISH from a foreign language; previously untranslated works are preferred.

Applicants must complete a form (available from ATA Headquarters) and submit a project description not to exceed 500 words. If the project is a translation, the description must present the work in its context. It must also be a substantive statement of the difficulties or innovations involved in the project and of the post-competition form the work will take. The application must be accompanied by a statement of support from the faculty member who is supervising the project. This letter of support should demonstrate the faculty supervisor’s intimate familiarity with the student’s work, and include a detailed assessment of the project’s significance and of the student’s growth and development in translation.

If the project involves an actual translation, a translation sample of not less than 400 and not more than 500 words, together with the corresponding source-language text, must accompany the application. The translation sample may consist of two or more separate passages from the same work. For poetry, the number of words must total at least 300.


Award: $500, a certificate of recognition, and up to $500 toward expenses for attending the ATA Annual Conference. One or more certificates may also be awarded to runners-up.

All nominations and materials should be addressed to:
Chair, ATA Honors & Awards Committee
American Translators Association
225 Reinekers Lane, Ste 590
Alexandria, VA 22314
Phone: (703) 683-6100; Fax: (703) 683-6122; E-mail: ata@atanet.org

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If you have not received your membership notice, please contact Maggie Rowe at ata@atanet.org or 703.683.6100. Don’t miss a day of your benefits! Thank you for supporting ATA.
n the last issue we reviewed the certification process of the Ukrainian Translators Association, a recently established professional organization for translators and interpreters which is making an effort to introduce credentialing procedures similar to those used by ATA and by other professional organizations in countries where certification is not regulated by the government.

Going back to the credentialing of translators and interpreters by the government, which is common for the member countries of the European Union, we will now take a look at the situation in the Federal Republic of Germany.

There is a lot of information available on the Internet, and because space does not allow us to describe the procedures employed by every single federal state, we will provide references for the individual regions and then take a closer look at one of them. I would like to extend my thanks to Norbert Zänker, vice-president of BDÜ (zaenker@bln.de); Mary Höcker, vice-president of BDÜ (mary.hoecker@t-online.de); Dr. Radegundis Stolze, Dipl. Übers., member of BDÜ (stolze@t-online.de); Steffen Schulze, sworn translator and interpreter (steffen@german-translator.biz); Marie Noëlle Chan Hin, sworn graduated translator, member of ADÜ Nord (noelle.chan@t-online.de); Natascha Daligge-Momme, sworn translator, member of ADÜ Nord (natasa@adue-nord.de); and Reiner Heard, chairman of ATICOM (reiner.heard@gmx.de).

For the translation of German sections, I am indebted to Marissa Wright, ATA member and recent graduate of the T&I Institute in Seattle with a certificate in German-to-English translation (marissa.wright@attbi.com); and to Courtney Searls-Ridge, ATA secretary and chair of ATA’s Mentoring Task Force (courtney@germanlanguageservices.com).

“Germany boasts some 10,000 sworn translators and interpreters. This is 10 times more than are needed,” says Mr. Zänker, a court interpreter himself. Germany is composed of 16 Bundesländer (federal states) and has 135 Landgerichte (regional courts) that appoint and swear in translators and interpreters. In some instances, higher courts, such as Oberlandesgerichte (higher regional courts), or the state justice ministry may be involved. In some judicial districts, interpreters are sworn in separately from translators, who are “authorized.” In addition, in some places translators and/or interpreters are “bestellt” (appointed), as opposed to “ermächtigt” (authorized), “beeidigt” (sworn), or “vereidigt” (put under oath). These are not just semantic variations. The different epithets also imply different juridical powers and responsibilities. Remuneration of sworn translators and interpreters, however, is governed by a federal law; namely, the national Gesetz über die Entschädigung von Zeugen und Sachverständigen (ZSEG). Currently, German legislators are drafting a new applicable law (see www.aticom.de/a-zseg.htm.)

The title of translator and/or interpreter is not protected in Germany. However, in order to be able to translate official documents or to interpret for courts and public authorities, translators and interpreters need an official certificate. Certified individuals can sign and seal a “certified translation” as a “sworn translator,” or work as a “sworn interpreter” for the given language. The administration of the oath (that one will translate faithfully and completely) takes place at the regional court of one’s residence. Only German citizens and foreigners with permanent residence can apply for the certificate. The certificate is then issued for the respective Bundesland. Sworn translators and interpreters are recognized throughout most of the country, but in certain federal states the certificate is not transferable. For example, in Hamburg, translators and interpreters have to pass oral and written exams regardless of whether or not they have completed suitable studies or acquired an academic degree. Therefore, official authorities in Hamburg usually do not legalize translations by sworn translators from other federal states. In Hamburg, as well as in Schleswig-Holstein and Lower Saxony, the certification is annulled as soon as the translator or interpreter moves to another federal state.

Eligibility Requirements in General

Eligibility requirements differ from state to state, but the basic requirements are that the applicant:

- Live in the judicial district;
- Have no criminal record; and
- Satisfy the court that he or she is qualified as an interpreter or translator.
The third bullet, qualification as an interpreter or translator, means that the applicant must either obtain an academic degree as “Diplomübersetzer,” based on a four-year university program, or pass a state examination for translators and interpreters, including oral and written exams and a discussion of professional policy. This examination is reportedly very difficult, but no formal education is required. Nearly every Bundesland has a regional examining board offering examinations twice a year. This provides an opportunity for persons who have acquired their knowledge of the given foreign language in a manner other than through formal language education (e.g., by studying abroad).

Formal requirements and opportunities for preparation for the examination are slightly different in each Bundesland. For example, in Bavaria there are several schools offering special preparation for the test, while there is no such opportunity in Hesse. The certificate is only valid for the foreign language tested in the examination. Understandably, all state examinations (about 30 major languages) involve German as one of the languages (i.e., there is no examination in the French → Spanish combination). The courts and relevant authorities maintain lists of sworn translators and interpreters, which they update every year.

Eligibility Requirements in Bavaria

Because it would be beyond the scope of this article to describe the legal framework for certification of translators and interpreters in each of the federal states, let us take a look at one of them, Bayern (Bavaria). The following text is an excerpt from the current Bavarian legislation concerning the certification of translators and interpreters.

The following persons have jurisdiction over the official appointment and swearing in of translators and interpreters according to the German Interpreters Law - DolmG - (BayRS 300-12-1-J), amended on 02/10/2000 (GVBl. Page 46),

a) For applicants residing or having a place of business in Bavaria, the head of the District Court in the district where the applicant resides or has a place of business (the head of the Munich I District Court for applicants residing or having a place of business in Munich, the state capital, or Munich District),

b) For all other applicants, the head of the Munich I District Court.

To be officially appointed as an Interpreter and/or Translator, the applicant must

a) Be German, or have the same legal status as a German;

b) Be of age;

c) Have a steady income;

d) Have passed the exam according to the regulations established by the Ministry for Education and Cultural Affairs in agreement with the Ministry of Justice and of Finance, or passed an exam recognized as equivalent by the Ministry for Education and Cultural Affairs; and

e) Not have been convicted of any crime which would render him or her unsuitable as an officially appointed interpreter/translator.

In accordance with the exam regulations (ÜDPO) dated 05/07/2001 for translators and interpreters, the respective versions of the state-approved final exams will be administered in the languages offered as primary foreign languages at “vocational colleges” for careers in foreign language in Bavaria according to the school ordinance for Foreign Language Careers in Bavaria (BayRS 2236-9-1-2-UK).

To apply for official appointment, the applicant must submit a written application containing the following information to the head of the Munich I District Court (Mailing address: 80316 München, Postfach):

a) Applicant’s first and last name, and profession;

b) Place of residence and telephone number, as well as place of business and nationality, if applicable;

c) Declaration as to whether the application is for appointment as an interpreter or translator, and for which language(s);

d) Declaration of steady income (see above no. 2 c); and

e) Declaration concerning legal convictions (see above no. 2 e).

Please include as attachments to the application:

a) A curriculum vitae in tabular form (including father’s first and last name, mother’s first and maiden name, marital status, and spouse’s first and last/maiden name, if applicable);

b) A notarized photocopy of the examination certificate and diploma issued by the governing body of “vocational colleges” in Bavaria, or a Certificate of Recognition (see above no. 2 d); and

c) A recently issued police clearance certificate (Form “O”)

State Examinations

As mentioned above, candidates for certification in translation and/or
interpretation who do not have a college degree in translation or interpreting must pass a state examination in order to qualify for the desired credential. State examinations for translators and interpreters are currently offered in the following federal states:

**Baden-Württemberg:**
Oberschulamt Karlsruhe
Staatliche Prüfungsstelle für Übersetzer und Dolmetscher
**Internet:** www.oberschulamt-karlsruhe.de
**E-mail:** barbara.ware-thuerwaechter@osak.kv.bwl.de
**Available languages:** English, French, Hindu, Punjabi, Spanish, and Urdu. English, French, and Spanish are also available at Heidelberger Fremdsprachen-Institut.

**Bayern:**
 Bayerischen Staatsministeriums für Unterricht und Kultus
Staatliche Prüfung für Übersetzer und Dolmetscher
**Internet:** www.stmuk.bayern.de
**E-mail:** claudia.reuter-meyns@stmuk.bayern.de and ulrich.troll@stmuk.bayern.de
**Available languages:** Amharic, Arabic, Chinese, Croatian, Danish, English, Estonian, Farsi, Finnish, French, Greek, Hebrew, Italian, Russian, and Spanish.

**Berlin:**
Staatliches Prüfungsamt für Übersetzer im Landesschulamt
**Internet:** www.lsa-berlin.de/sps/uebindex.htm
**E-mail:** dagmar.klein@lsa.verwalt-berlin.de and heidi.schiesser@senbjs.verwalt-berlin.de

**Available languages (translators only!):** Albanian, Arabic, Bulgarian, Croatian, Czech, English, Farsi, French, Greek, Hungarian, Italian, Polish, Portuguese, Romanian, Russian, Serbian, Slovak, Spanish, Turkish, and Vietnamese.

**Bremen:**
Der Senator für Bildung, Wissenschaft, Kunst und Sport
Staatliches Prüfungsamt für Dolmetscher und Übersetzer
**E-mail:** ews@uni-bremen.de

**Available languages:** English, French, and Spanish.

**Hamburg:**
Industrie- und Handelskammer
Adolphsplatz 1
20457 Hamburg
**Internet:** www.handelkammer.de
**Available languages:** English, French, Spanish, and Russian.

**Hessen:**
Amt für Lehrerausbildung
Staatliche Prüfungen für Übersetzерinnen und Übersetzer,
Dolmetscherinnen und Dolmetscher
und Gebärdensprachendolmetscherinnen und
Gebärdensprachendolmetscher
**E-mail:** poststelle@st.pruef.uedg.hessen.de

**Available languages:** Albanian, Arabic, Croatian, Czech, English, Farsi, French, Greek, Indonesian, Italian, Korean, Pashto, Polish, Portuguese, Romanian, Russian, Serbian, Slovenian, Spanish, and Turkish.

**Rheinland-Pfalz:**
Ministerium für Wissenschaft, Weiterbildung, Forschung und Kultur
**Internet:** www.mwwfk.rlp.de

**Available languages:** Arabic, Chinese, Dutch, Finnish, Greek, Japanese, and Russian.

**Saarland:**
Ministerium für Bildung, Kultur und Wissenschaft
Staatliches Prüfungsamt für Übersetzer und Dolmetscher
**E-mail:** i.freigang@bildung.saarland.de
**Available languages:** English, French, Italian, Russian, Spanish, and Turkish.

**Sachsen:**
Regionalschulamt Leipzig
Prüfungsamt für Dolmetscher und Übersetzer
**E-mail:** christine.schuerz@rsal.smk.sachsen.de and baerbel.reichelt@rsal.smk.sachsen.de

**Available languages:** Arabic, Bulgarian, Chinese, Croatian, Czech, English, French, Hungarian, Polish, Portuguese, Romanian, Russian, Serbian, Spanish, Ukrainian, and Vietnamese.

**Schleswig-Holstein:**
Industrie- und Handelskammer
Lorentzendamm 24
24103 Kiel
**Internet:** www.ihk-kiel.de
**Available languages:** Spanish and English

In most of the federal states there are no continuing education requirements attached to the certification for working as a sworn translator and/or interpreter. Some translator and interpreter organizations, such as BDÜ, only accept applicants who meet said requirements (degree or state...
examination) to become members. These organizations offer regular courses for professional practice and continuing education in language proficiency and specialized knowledge.

Certified Translations in Germany

In many countries throughout the world, strict regulations for the certification of translations of official documents exist. We examined this issue to some degree in the article on the United Kingdom and Ireland, the two countries which do not recognize the term “sworn translator,” but which have strict provisions for “sworn translations.” In Germany, official certifications must be carried out by:

- A German authority authorized to use a seal;
- A notary;
- An official sworn translator in Germany for said language; or
- A consulate or embassy of the country of origin in Germany.

The authentication notice of authorities in the Federal Republic of Germany is generally as follows: “This hereby certifies that the preceding/following photocopy is an exact duplicate of the original (title of certificate).” The notice of authentication of the authority must include the place, date, signature, and seal.

If the copy consists of several single pages, it must be proven that all pages are part of the same original. It is possible to arrange the sheets in such a manner so that a part of the seal is imprinted on each page, in which case only one page must be signed and stamped with the authentication notice. Each page can also be certified individually, in which case it is necessary to check that the name of the certificate holder is written on each page. If this is not the case, the authentication notice should include the holder’s name.

Translator and Interpreter Organizations

BDÜ: Bundesverband der Dolmetscher und Übersetzer e.V. (www.bdue.de)

BDÜ, founded in 1953, is the major nonprofit professional association for interpreters and translators in Germany. It is a member of the International Federation of Translators (FIT), a Category A nongovernmental organization of UNESCO, and a parliament-registered lobby organization. With headquarters in Berlin, BDÜ, an umbrella organization representing 12 independently registered regional associations, has a total of about 5,000 members. Potential members must submit an application form together with their academic qualification (diploma or university degree) or, if offering a language for which no examination facilities exist, continuous professional experience.

ATICOM: Fachverband der Berufsübersetzer und Berufsdolmetscher e.V. (www.aticom.de)

ATICOM, a FIT member and parliament-registered lobby organization, is a fairly new association of professional translators and interpreters with stringent admission requirements monitored by an admissions committee. Registered in Bonn, the association currently has approximately 200 members in Germany and abroad.

ADÜ Nord: Assoziierte Dolmetscher und Übersetzer in Norddeutschland e.V. (www.adue-nord.de)

ADÜ Nord, a member of FIT, is a professional association of interpreters and translators based in Northern Germany. Membership is subject to high qualifications (university degree in interpreting/translation, examination recognized by the state, or acceptance by an admission committee). As of October 2002, ADÜ Nord has about 270 members in Hamburg (the association’s headquarters), Schleswig-Holstein, Lower Saxony, as well as other federal German states and abroad.

VÜD: Verband der Übersetzer und Dolmetscher e.V. (www.vued.de)

VÜD was founded in 1990 and joined FIT in 1994. Headquartered in Berlin, VÜD has about 350 members organized in groups throughout Germany. Applicants for membership must show appropriate academic credentials, including an examination in the given field recognized by the state.

In the next issue, we will review certification procedures for translators and interpreters in Mexico. 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.

Notes

1. “Sworn Translators and Interpreters in Germany,” article supplied by Mr. Zänker.

2. For somewhat dated information, see www.ice.urv.es/trans/future/tti/germany.html.


Continued on p.22
ATA’s Nominating Committee, under the leadership of Ann Macfarlane, held a session at the 43rd Annual Conference in Atlanta to discuss the direction and activities of the committee. The Nominating Committee is a vital part of the association, since it is charged with identifying and cultivating leadership candidates. Nominations should be a continuing process throughout the year, not a last-minute or one-time effort. The active recruitment of candidates is key to solving the problem of an eroding volunteer base.

This year, in contrast to previous years, the Nominating Committee met initially in person, rather than trying to conduct business only by phone or e-mail. The following four discussion points were set forth as key points emerging from the year’s work—some points had been accomplished by the committee, while some needed input from attendees at the session.

1. Analysis of the current ATA Board and thoughtful consideration of known volunteers.
2. How can we create a good experience for volunteers?
3. How can we support current leaders at the local level, and encourage them to participate at the national level?
4. What training for volunteers would help them enjoy their job more and serve with greater enthusiasm?

Discussion Point 1
Committee member Robert Sette led this discussion of the analysis of the current Board and the process for selecting candidates. Criteria for analysis should be determined, such as the skills and capabilities represented by ATA Board members, geography, gender, language, the number of years in the association, and the area of work (translator or interpreter, freelance or agency). Translation skills should also be considered, such as technical, literary, and legal. Experience in accounting, marketing, public relations, and fundraising may also be important. Desirable qualities for prospective Board members include innovative thinking, being hard-working, the ability to work well with others, and being a consensus builder. In addition, the committee needs to determine what the ATA Board needs from its members and factor this into its decisions.

A grid can be used to analyze the composition of the ATA board. A sample grid was distributed by Ann Macfarlane to be used for discussion purposes.

In order to establish a pool of candidates, the names of people who are active in the association were gathered, and the committee pooled its knowledge of the types of contributions that these individuals had made. Names that emerged as likely prospects, based on the collective awareness of the committee, were matched against the grid to find candidates who best fit the needs identified. The Japanese concept of “NEMAWASHI” (tending the roots of a plant in hopes of a harvest in future years) was discussed. This concept allows the committee to find potential candidates who may not be ready to run at present, and give them the chance to consider the possibility in hopes they will run in future years. Sometimes people may be considered before they even think of running on their own—the members of the Nominating Committee can try to “catch them before they’re ready!”

Discussion Point 2
Committee member Ben Tompkins led this discussion of how to create a positive experience for volunteers. Several points are important in order to make volunteering something that people will want to continue to do. First, the manner in which you ask for involvement is important. The potential candidate needs to feel that it is an important position or task. Second, give volunteers a deadline so they know what to expect and how to plan for it. Third, give definite instructions for the assignment, including written instructions or examples as appropriate. Fourth, make yourself available to volunteers in case they need to ask questions or make comments. Finally, always remember to thank the volunteer. This can be done directly, indirectly through the newsletter or at a meeting, by asking others to thank the volunteer, or by rewarding volunteers for a job well done.

It is not a good idea to try to force someone or persuade someone to take on a volunteer job. The best course of action is to define the job and stay connected with the person to determine their interest, and to remain available throughout the course of the job to provide support where needed.

Remember that the most important words that you can say to a volunteer are “GOOD WORK!”

Discussion Point 3
Committee member Virginia Fox led this discussion of how to...
motivate and encourage people to volunteer. One simple way is to let people know what volunteer opportunities are available. People can’t volunteer if they don’t know where they are needed. If someone in the organization makes a negative comment, turn this around and give some positive information, and let people know that by volunteering they can help solve negative issues. Other suggestions for getting people involved are to give public recognition for volunteer activities, get members to tell what they are doing and publicize these activities in a newsletter, establish networking between organizations and channel information from the national organization to the local level, and create a climate where people want to participate. Camaraderie is important, and one way to get people to attend meetings and participate in activities is to have good food available.

**Discussion Point 4**

Committee member Denzel Dyer led this discussion of training for candidates. Suggestions for ways to impart knowledge to potential candidates include sending them to a regional or national forum where they can learn from their peers, having a line of succession in an organization so that people get a feel for leadership as they move up through the various positions, establishing a written manual for policies and procedures which describes the responsibilities of each position, developing initiatives to fund training programs, and bringing leaders together for brainstorming and idea-sharing sessions. It is important to remember that older members can be inspired by new members, and, likewise, that new members can learn from the experience of older members.

One final note to remember about volunteering is that volunteer activities are a labor of love. We volunteer because we want to be a part of something. At the same time, we have to remember that the organization is not us; we are simply a part of it. We must separate ourselves so that we can give of ourselves, but yet not get upset and take things too personally. This is a challenge. Dedication and commitment tend to cause us to identify with our organization, but when we achieve “detached attachment,” then we are able to help create something truly greater than ourselves.

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**International Certification Study: Germany Continued from p.20**

4. For more detailed information, see www.aticom.de/a-pruefungsaemter.pdf.

5. Translated by Marissa Wright. The original reads: Die Übereinstimmung der vorstehenden/umstehenden Kopie mit dem Original des (Name des Zeugnisses) wird hiermit beglaubigt.

6. Directions regarding the authenticity notice are available at the ADÜ website (www.adue-nord.de). The instructions originate from the “Behörde für Inneres” in Hamburg.

7. Source: The International Office (II A 3) of the Ludwig-Maximilians University Munich; Legal Basis: BayVwVfGes: für Übersetzungen §23,3-5, für Beglaubigungen §33, 3-12.

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**ATA’s Customized Website Program**

ATA and Two Radical Technologies (2RAD) have teamed up to provide ATA members an opportunity to build their own customized websites. Through 2RAD’s online creation tools—RADTown—ATA members will be able to set up their own online presence. The offer includes obtaining a domain name and creating links to the ATA online directories. For more information, please contact 2RAD at radtown@atanet.org or log on to www.atanet.org/radtown.

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**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)
H
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Mentoring is NOT Therapy

By Barton Goldsmith, Ph.D.

example, listening to your team members, discussing their issues, and giving them leadership. Sometimes this means challenging them. A trained counselor understands that if you challenge someone who is emotionally vulnerable or unstable, they may break down right in front of you, and they are prepared and educated for that. In addition, they are cautious about challenging someone who is very angry or unable to articulate their thoughts. This is a possible sign of instability, and could lead to the person acting out or even “going postal.” This is why it’s so important to understand the risks of counseling, and why a mentor needs to stay within certain boundaries.

Determining the Objectives

When a team member comes to you with an issue that you think may cross the personal/professional line, you must first determine their goal in bringing the issue to you. Do they just want to unload and have someone listen to them? Do they need your help in dealing with a coworker? Are they looking for advice or in need of counseling? Asking them directly what their objectives are can save both of you time and energy, not to mention grief.

Once you (and your team members) understand what is needed, you can decide if this is an issue you are comfortable dealing with. If not, you need to be honest and direct them to someone who can help them deal with the issue. Don’t just ignore it; it’s part of your responsibility as a mentor to help team members locate assistance.

Responsibility and Benefits

Be careful not to fall into the father/mother confessor trap. Sometimes it is tempting to want to be the all-knowing mentor and take on problems that you don’t have the training to deal with. Mentors like to be helpful, it’s part of what motivates them to take on the role. Sometimes mentors don’t want to admit that they may be in over their heads, and will continue to try to help a staff member without realizing they haven’t got the skills. This isn’t helpful to anyone, and it can result in actually making the problem worse and killing the mentor/mentee relationship.

Mentors have a responsibility to the people who come to them for guidance. This responsibility is one of the benefits of being a mentor; it makes them better leaders. Understanding boundaries and limitations gives the mentor a greater ability to help others. It also allows them to grow personally and professionally.

...If a mentor or manager tries to deal with highly charged emotional issues, they could be putting themselves and the company at risk...”

If someone comes to their mentor with a work-related issue, which may involve communication problems with a coworker, it falls under a mentor’s/manager’s job description to help them resolve the issue. If a staff member is asking for help with a domestic issue, a substance abuse problem, or controlling their anger, they should be referred to a counselor or to your company’s EAP (Employee Assistance Program), if you have one.

If a mentor or manager tries to deal with highly charged emotional issues, they could be putting themselves and the company at risk. They could also give inappropriate advice to the staff member and cause them personal harm.

A Mentor’s Job

Being a mentor means setting an example, listening to your team members, discussing their issues, and giving them leadership. Sometimes this means challenging them. A trained counselor understands that if you challenge someone who is emotionally vulnerable or unstable, they may break down right in front of you, and they are prepared and educated for that. In addition, they are cautious about challenging someone who is very angry or unable to articulate their thoughts. This is a possible sign of instability, and could lead to the person acting out or even “going postal.” This is why it’s so important to understand the risks of counseling, and why a mentor needs to stay within certain boundaries.

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Translation and Terrorism Panel Discussion Draws Unprecedented Media Coverage

By Alexandra Russell-Bitting

Could the September 11 attacks have been prevented if the U.S. intelligence community had possessed sufficient translation resources? Is a shortage of translators severely hampering the war on terrorism? What has the U.S. government done since the attacks to remedy the shortfall? These pointed questions were raised during ATA's 43rd Annual Conference in Atlanta, at the Translation and Terrorism Forum on Friday, November 8th, organized by ATA’s Public Relations Committee.

Senior language officials from the FBI, Pentagon, the CIA, and the media were invited to speak at a panel discussion moderated by Kevin Hendzel, ATA Public Relations Committee co-chair. The meeting, co-sponsored by ASET International, JTG, Inc., and Rencontres Traduction Financière, marked the first time senior representatives of the U.S. intelligence community had appeared before professional translators and interpreters to discuss the impact of federal language capacity on antiterrorism efforts.

The event drew a crowd of over 700, who packed the ballroom at the Hyatt Regency Atlanta, along with a stream of journalists, leading to unprecedented media exposure for the translation and interpretation industry. Filmed segments of the panel, along with individual interviews with ATA translators and footage of the Exhibit Hall, ran on all the network stations (NBC, CBS, ABC, and Fox) and CNN Headline News. The Associated Press did a story that was posted on CNN.com, and a local Hispanic newspaper, Atlanta Latino, also published a report.

Federal Language Capacity in Crisis

In his opening comments, Kevin Hendzel noted that the impact of 9/11 included the realization for many Americans that the whole world does not speak English, and that the lack of skilled translators and interpreters is a threat to national security. There are 200 million Arabic speakers in 25 countries and 40 million speakers of Pashto, Dari, Farsi, and Uzbek, said Hendzel, but only 614 students in the U.S. are currently studying those languages.

“...The impact of 9/11 included the realization for many Americans that the whole world does not speak English, and that the lack of skilled translators and interpreters is a threat to national security…”

The National Security Education Act was passed in the early 1990s to help remedy the shortage of linguists, yet the situation has actually worsened. By 2000, it was serious enough for congressional hearings to conclude that “the levels of language expertise that were adequate in years past just don’t cut it today.” After 9/11, there were disturbing press reports that voice interceptions in Arabic had gone untranslated.

The panelists were Glenn H. Nordin, assistant director for language at the Office of the Secretary of Defense; Dr. Ronald Wolfe, an Arabic language expert and former Air Force linguist, who lived in Egypt for 16 years and translated the first round of al-Qaeda tapes; Dr. Richard Brecht, director of the National Foreign Language Center; and Margaret Gulotta, chief of language services at the FBI.

Is There Really a Shortage of Linguists?

In response to Kevin’s first question about whether press reports concerning the shortage of linguists were true, Margaret Gulotta downplayed the problems, saying that while the FBI has a way to go, the situation has improved. Since 9/11, over 500 linguists have been hired without sacrificing the requirements for security clearance and language expertise at the master’s degree level, she insisted.

However, the other panelists were less upbeat. In Glenn Nordin’s opinion, the shortage of linguists is indeed “failing to meet intelligence requirements.” The lack of teaching, learning, and using foreign languages in the U.S., he said, “endangers U.S. national security and international security.”

“Too Few Speakers of Too Few Languages”

Richard Brecht concurred, noting that there has been “no sustained effort to remedy the shortage” of linguists. This is not a sudden language crisis, he pointed out, but an ongoing, long-term crisis. September 11 did not change the world; it changed our understanding of the world, kindling a spark of awareness that “our ignorance has implications for our safety.” We have “one huge deficit,” Brecht stressed, “too few speakers of too few languages.”

In Ronald Wolfe’s view, the commercial market for translation is geared towards Western European languages, whereas national security needs experts in Arabic, Pashto, and other less commonly studied languages. A big problem, he said, is that linguists are not properly remunerated. For example, after he passed the State Department’s Arabic exam in 2000, he was only paid $17.50/hour as an independent contractor. That someone so highly qualified—with a
degree from Georgetown and 16 years of experience in an Arabic-speaking country—would be paid at such a low rate drew gasps and moans from the audience of sympathetic linguists.

In response to questions from the floor on the subject of pay, Margaret Gulotta responded that linguist pay is slowly increasing, but warned the linguists present that they would “never get rich working for the government.” She admitted that not all the languages the FBI needs have been covered. For instance, of the 150 Arabic translators targeted, 130 have been hired.

Can the National Security Agency Prevent Another Attack?

Referring to language capacity at the Department of Defense, Kevin asked whether the National Security Agency is overwhelmed. Glenn Nordin noted that analysts need foreign languages, but the Department of Defense refuses to hire staff linguists in order to preserve “flexibility.” Yet a potential pool of linguists exists in the form of active and reserve military, the civilian workforce, and independent contractors. For example, according to Nordin, there are over 1,000 contract linguists just in the Balkans.

He also pointed out that not all translation work requires the highest-level security clearance. For instance, linguists are needed to review unclassified news from the foreign press. Such information is essential to develop knowledge of foreign culture without the “spin” the American media might put on it, so that important information won’t be inadvertently discarded.

Why Aren’t Enough Linguists Being Trained?

In response to a question from the floor about the lack of translation and interpretation degree programs at U.S. universities, Margaret Gulotta agreed that there are not enough of them. She emphasized that T&I programs are crucial since, as all professionals know, “speaking two languages doesn’t make you a translator.”

Kevin followed up with a question for the panelists on why the situation hasn’t gotten any better, despite the five national initiatives that have been launched over the past 40 years (described in one of several handouts). Richard Brecht responded that the U.S. has had this same crisis for over 50 years. The problem, he said succinctly, is that we “ain’t got a plan” and that the government initiatives taken have had “too little focus.” Things always get better for a time, to cope with the perceived threats from abroad, but then drifts set in.

For instance, after the Soviet Union launched Sputnik, a language training program was quickly set up, but once the perceived threat to national security had passed, the program lost steam. Brecht also cited “incredible ignorance” on the part of the government, which apparently thinks that it can teach candidates Arabic in six weeks instead of six years.

Margaret Gulotta, on the other hand, reported that FBI culture was beginning to change even before 9/11, and that counterterrorism is now definitely focused. She cited the Bureau’s 2003 budget, which was planned in 2001, in which language ranks third out of 50 items, after security and information technology. Gulotta assured the audience that knowledge of foreign language is just as important as other qualifications for recruitment.

Need for Cultural Understanding

Both Brecht and Nordin stressed the need for cultural understanding, which any translator knows is an integral part of language and translation. On the issue of possible cooperation with ATA for translator training that was raised by a member of the audience, Nordin acknowledged that he was preaching to the choir, but urged ATA to “go out and sing your song” on professional development.

He also noted that the government agencies in the intelligence community have been cooperating with each other since 1982 through the Foreign Language Committee, and suggested that government intervention could also come from municipal governments.

To another question from the audience about whether there is any federal money for translation and interpretation programs, Brecht replied that the federal role in education is very weak, and that legislation needed to be enacted for funding to be provided.

What Skill Level is Required of Translators?

We hear the terms “native speaker” and “heritage speaker” mentioned in the media, Kevin said, and asked the panelists what actual expertise is required of linguists in the intelligence community.

Wolfe pointed out that a “heritage speaker” (or “kitchen table speaker”—presumably someone who learned a language other than English as a child or from immigrant parents) is not a translator. Saying that “if you can speak a language, you can translate it” is like saying “if you can breathe, you can be a pulmonary specialist,” he claimed—to rousing applause. Besides a thorough knowledge of the source language, translators also need research skills.

A National Education System “In Default”

Thanks to the United Nations, Wolfe continued, there are now more language materials available in
Arabic. However, with rarer languages like Pashto and Dari, there is no “domain expertise,” since there are few reference materials and the countries are not safe now for people to develop it. Because the language teaching system is “in default,” the U.S. government must train linguists.

Nordin added that the government has four language schools, including the Defense Language Institute and the Foreign Service Institute. The problem is that languages are not being taught in the school system. The national education system is not the government language system, he reminded the audience. According to Nordin, we must invest in education from the elementary through the high school level, and in the retention and enhancement of heritage languages. He urged that more time and money be spent on at least three years of language study, including in-country study.

“Pure Technology Is Not the Answer”

Margaret Gulotta cited current government initiatives, such as the National Virtual Translation Center, but cautioned that computers are only useful to help human translation because of the issue of accuracy. Ron Wolfe agreed that technology is important, but that pure technology is not the answer, noting that human translation is not fully understood by management in government. Glenn Nordin also advocated computer-assisted translation rather than machine translation, and mentioned Alan Melby’s session on machine-assisted translation “toolbuilders.”

How Vulnerable Are We?

Kevin asked the panelists if there is a risk that we won’t hear the warnings, that we will see mistranslations, or that there won’t be enough resources for translators.

Margaret Gulotta acknowledged that in terms of resources, the “FBI is not there yet.” The intelligence community must share its resources,” she said, and has in fact been talking for years. For example, it has set up databases of qualified linguists with security clearance and established standards. But there is a “new sense of urgency” now, she said, so people are finally listening.

As for U.S. vulnerability, Richard Brecht sent shivers down the spines of all the Washingtonians present by stating that Washington, DC was the “most dangerous place in the world.” We cannot solve problem, he cautioned, but we can “improve the odds.” Glenn Nordin was equally emphatic. Is the threat serious? “You bet your booty!”

What Action Should Be Taken?

In his final question, Kevin Hendzel asked the panelists to prescribe solutions to the problem.

Margaret Gulotta issued a “call to public service” at the FBI and other agencies, exhorting the attendees to “do something for your country.”

“A National Language Policy”

Richard Brecht had a radical proposal for a “dramatic strategic partnership” to be led by government agencies. “We need a National Language Policy,” he proposed passionately, to a round of applause. All Americans should have the right to learn English, the right to keep their second language, and the right to acquire a second language. Language services should be provided by the government, just as in Australia.

We also need a federal language strategy, Brecht continued, which would include a national language adviser, a civilian language reserve, national institutes for language for research and development modeled along the lines of the National Institutes of Health, and a federal language education system.

Ron Wolfe and Glenn Nordin supported these proposals. Wolfe also mentioned his “pet project” of using graduates of the Defense Language Institute to build up a core of linguists by upgrading their knowledge through a six-month investment. Nordin noted that three of the four panelists had been trained by the government. He proposed “disposable linguists” with security clearance, but also noted that this position should not be limited only to U.S. citizens. He underscored that ATA’s role is essential, and urged the association to “talk it, walk it.”

Passing the Baton

Kevin Hendzel concluded the discussion by declaring a new “paradigm shift.” He called on “legislators, educators, and academia to make a renewed commitment to foreign language education in the new national security languages.” Urging the new generation to act immediately and with determination in its mission of national security and sovereignty, he asked the audience for a wholesale commitment to their support and success.

The audience rose in a standing ovation, recognizing the panelists for their outspoken—even fiery—support for the profession. These government experts took the discussion beyond the subject of translation of Arabic and less common languages to the overarching issues of national language education, translator training, the education levels required for skilled translators, and the need
Decoding, Encoding, and Understanding the Message: A National Security Challenge

By Shuckran Kamal

The challenge our leaders are facing in their efforts to safeguard our national security is multidimensional. The services provided by bilingual English-Arabic speakers (native speakers of Arabic and native speakers of English) to assist in that task are also multidimensional. Regrettably, the scope, variety, and multiple proficiency levels of those who provide these services are not universally well understood or appreciated. This article will attempt to focus on current observed deficiencies among native speakers of Arabic and English who relay to our leaders, in English, a variety of different messages that are received in Arabic. It will also attempt to propose short-term, as well as long-term, remedies to correct those deficiencies.

Before the tragic and catastrophic events of September 11, 2001, little attention was given to foreign languages and linguists with expertise in foreign languages. Although it is generally recognized and understood that our country has a shortage of qualified speakers of foreign languages and that our schools and institutions of higher learning are failing to meet our country’s needs in that area, much of what has been written and said about this shortage since 9/11 has failed to propose appropriate policies that might be pursued to rectify this situation.

Two noteworthy articles which appeared in two major national publications, namely The New York Times (October 21, 2001) and the Weekly Standard (December 3, 2001), generally represent what has been written in the media and articulated by our leaders. The two articles addressed our country’s shortage of skilled linguists, specifically in Arabic, Dari, Farsi, Pashto, Urdu, and Uzbek. Neither article, however, presented realistic and effective ideas that our leaders could use to correct this deficiency. Whereas the former article detailed what its author purported to be our government agencies’ foreign language services procurement practices at the time, the latter detailed some of the unfortunate consequences of those practices.

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Lynne Browning, who interviewed several individuals for her New York Times story, including ATA Executive Director Walter Bacak and Past ATA President Muriel Jérôme-O’Keeffe, spent little time inquiring about what can be done to correct the deficiencies and confront the shortage. She cited Walter Bacak when she stated that “there are not enough good Arabic translators,” and that among the association’s 21 translators who work in Farsi, one speaks Pashto, six speak Dari, and none speak Uzbek. Muriel Jérôme-O’Keeffe asserted, however, that: “Simply calling for speakers [as some of our national leaders have done] is not going to help.” She added that, in the case of Arabic, government agencies and translation bureaus should look for native speakers of Arabic who have at least a college degree in law, chemistry, finance, economics, etc., and who are U.S. citizens. These people should then be given “quick training in translation.” Ms. Browning also quoted me indirectly when I suggested to her that translators must be good writers and researchers whose proficiency in both target and source languages should be near native. Regrettably, she misrepresents me as being a “freelance translator of Arabic and Farsi and past administrator of the translators association.”

Claire Berlinski’s Weekly Standard story, on the other hand, focused on the implications of our foreign language deficiencies on our national security. She talked, among other things, about the materials and tapes in Arabic that were seized by law enforcement authorities, and she lamented the fact that the prompt sorting and translating of these materials could have precluded many tragic and catastrophic events, such as the 1993 World Trade Center bombing and the 1998 bombing of the American embassies in Kenya and Tanzania. She cited an unnamed CIA source as telling her that most of the agency’s analysts “don’t know squat about Arabic.” Another told her, “There’s probably not a single analyst in the DI who’s totally proficient in modern, colloquial, spoken Arabic.”

After discussing in some detail the reasons why Arabic is difficult to master, Ms. Berlinski went beyond what most journalists do in reporting the facts. She proposed two short-term approaches and one long-term one to meet and correct current foreign language deficiencies that affect our national security. First, she proposed that it would be easier and more cost-effective to take native speakers of Arabic and train them to be intelligence officers than to take native speakers of English and train them to the required levels of foreign...
language proficiency. To safeguard the confidentiality of the information these individuals will be dealing with, she suggested that secure work sites could be set up for their use, and that information to which they will be exposed be “strictly compartmented.” “In the long term,” she added, “the structure of foreign language education in the United States must be imagined anew” so that “the extraordinary disjunct in academia between professions of multiculturalism—exhortations to celebrate diversity—and any kind of serious commitment to learning about other cultures” can be rectified.

Our legislature reacted by putting more money into the budget and increasing appropriations for foreign language study. This 26% increase in appropriations to meet our country’s foreign language needs was reported by the Coalition for International Education and the Interagency Language Roundtable (ILR). According to the Coalition and the ILR, the number of foreign language area studies (FLAS) fellowships will double. While members of our legislature are recommending that these additional funds be used for “priority initiatives,” characterized by “increased flexibility to address new challenges,” and the need to provide “immersion foreign language training abroad” and “advanced training in Arabic…and other languages spoken in the critical world regions…,” it is my greatest fear that information technology vendors will seize this opportunity to win lucrative contracts for themselves and their firms. If this happens, the valuable resources that have been set aside to meet our national security needs will be squandered and not used efficiently and effectively.

A Modest Proposal

It is my opinion that knowledgeable and reputable linguists with experience in the private sector, in government, and in the academic community must be consulted. Their counsel must be sought and their advice must be given serious consideration to help government leaders, military officials, and law enforcement officers identify in greater detail than ever before the variety of multidimensional skills and proficiency levels that will be required of all individuals who will be serving in positions requiring knowledge of a foreign language. Professional linguists, translators, and interpreters can provide crucial and valuable information about the training, skills, and skill levels that must be met by individuals who will be serving in a variety of positions requiring foreign language expertise. In addition, the following personal thoughts are humbly offered as points in a possible road map. These points are offered to stimulate discussion within the professional community and among members of the public as well.

- Language services professionals understand that bilingual individuals performing a variety of different tasks will be needed to safeguard our national security. They also understand that linguistic proficiency levels for these various tasks will vary. Accordingly, these proficiency levels will have to be detailed and outlined. It is recommended that decision makers in the government solicit practical advice on this matter from language services professionals.

- These various tasks must be identified, and the skills required to perform them must be listed. An illustrative list of the various tasks to be performed includes: bilingual law enforcement officers; bilingual law enforcement assistants; bilingual INS agents; bilingual foreign broadcast monitors; bilingual field agents and field data collectors; bilingual interpreters for the military, for the courts, for law enforcement officers, for diplomats, and for public diplomacy purposes; and bilingual translators who translate documents for information purposes only, for the diplomatic functions of government, for the commercial and business community, and for the courts and the judiciary.

- In addition, teachers and trainers for all those individuals will be needed. Expert technicians who can operate and troubleshoot multilingual computer operating systems will also be required.

- Functional proficiency requirements for all these individuals are to be devised and outlined.

- Training designed to impart proficiency in those tasks must then be provided. If this training is set up so that it can be provided continually, trainees performing a variety of tasks and serving in many positions can start offering their needed services very soon after they receive initial training and even as they continue receiving additional training to upgrade their skills. A key component of this training must include courses in the grammar of the source and target languages to improve the trainees’ writing skills.

- Vigilance must be maintained to ensure that the educational system is doing everything it needs to do to ensure that enough people will be in the pipeline, so to speak, so that functionally
proficient professionals will always be available to handle all our foreign language needs in the future.

- Government and business leaders and decision makers, assisted by foreign language professionals should define the standards of functional proficiency for each task and position requiring knowledge and/or use of a foreign language. Accordingly, they should also identify the training and skills that bilingual individuals or heritage speakers will need to master to perform their assigned tasks satisfactorily. In all cases, government and business leaders and decision makers must understand that decoding any message in a foreign language accurately, as well as encoding it accurately into English, requires a thorough understanding of the former and a superior mastery of the latter.

Translation and Terrorism Panel Draws Unprecedented Media Coverage
Continued from p.26

for government support. Through extensive media coverage, the event gave ATA national exposure, helping to confirm its role as a voice for translation and interpreting professionals nationwide. Only one question remains: what will ATA offer as a follow-up at next year’s conference? Stay tuned, say insiders.

ATA Chapter Seed Money Fund

Is your ATA chapter planning an event? Does that event have need for a distinguished, dynamic, industry-relevant speaker? If so, ATA’s Professional Development Committee wants to help! ATA’s Professional Development Committee offers a seed money fund for speakers. Be sure to call ATA today for application guidelines and a list of fabulous speakers who could be a guest at your next meeting, workshop, or seminar.

ATA’s chapters play a key role in the continuing education of their members. Since the chapters vary greatly in number and composition of members, it can be hard for some chapters to offer educational opportunities to everyone. As a service to all ATA members and as a benefit of chapterhood, ATA would like to support these educational efforts by subsidizing presentations that might otherwise prove to be a financial burden for individual chapters.

The fund was designed for ATA chapters, so don’t let the opportunity pass you by. Contact Mary@atanet.org at ATA Headquarters soon for all the details!
Translator Training & the Real World: Concrete Suggestions for Bridging the Gap

By Amanda Ennis

This article contains excerpts from a panel discussion held in August 2002 at the 16th World Congress of the International Federation of Translators (FIT) in Vancouver, British Columbia. To read the full transcript of this fast-moving, upbeat session, see the January issue of Translation Journal at www.accurapid.com/journal.

The Panelists

Brian Mossop is a translator, reviser, and translator trainer in Toronto.

Roz Schwartz is a literary translator (French—English) based in London.

Tim Martin is a translator and reviser at the European Commission in Luxembourg.

Courtney Searls-Ridge is a translator, bureau owner, and translation instructor in Seattle. She is the ATA secretary and head of the association’s Mentoring Task Force.

Chris Durban is a freelance translator specializing in financial and corporate communication, based in Paris. She is co-chair of ATA’s Public Relations Committee. In addition to ATA, she is also a member of the Institute of Translation and Interpreting and the Société Française des Traducteurs.

Designing An Effective Translator Training Program

Brian Mossop: Some teachers have tried to simulate the workplace in the classroom, but, in my view, that’s not what the function of a classroom is. The classroom should be used for reflection on the problems and methods of translation. Schools should stay focused on the things that are really intellectually demanding: learning how to read a text closely, writing, editing, and researching. …We should avoid seeing translation schools as a kind of training department for the current needs of the translation industry.

Roz Schwartz: [I think teachers should] encourage the students to follow their own instincts. It means “giving them permission,” for want of a better expression. After all, we come from a culture where the teacher is seen as the person who has the right answers. Yet in translation, there are very rarely wrong and right answers. Instead, there are choices, and those choices are very subjective. …There’s nobody that can say, that’s the right answer. Choices are very subjective. …There’s nobody that can say, that’s the right answer. Yet in translation, there are very rarely wrong and right answers. Instead, there are choices, and those choices are very subjective. …There’s nobody that can say, that’s the right answer. Choices are very subjective. …There’s nobody that can say, that’s the right answer.

“…We do not want students coming out of translation schools thinking there’s the ‘right way’ to do something…”

Tim Martin: It’s both short-sighted and of limited practical use to produce stylists who are able to work out of three or four languages, but who can’t operate a word processor, don’t know how to search the Internet, and don’t know how to use databases. But it is equally useless to produce computer-confident graduates who can’t spell—and things do seem to be going rather in that direction. …I would like to see courses in technical and nontechnical writing as a compulsory component of any translator training course.

Chris Durban: When you translate for readers on financial markets, it is not enough just to write smoothly. You have to know what you are talking about; you have to understand the techniques, the background, the economic concepts, the power struggles, and the jargon. To me, it would be inconceivable to offer any kind of course on financial translation without all students having to read the Financial Times or the Wall Street Journal, in addition to a national business paper every day. I realize that translator training courses cannot go into too much depth in specialized areas (there are too many areas, for a start), but getting this “you can’t fake it” message across in pre-specialization courses involving at least some subject-matter content would be a useful first step.

Courtney Searls-Ridge: In my experience, recent graduates from translation programs don’t write well enough in their target languages, and they leave school with an inadequate understanding of what the market demands. …First, I think it would be really positive if current translation and interpretation programs would require students to do a practicum or internship with a translation provider, or even with a freelance translator, before they graduate. …Second, I would encourage students to join professional organizations earlier—as student members, perhaps—and take advantage of mentoring programs and other continuing education opportunities that the professional organizations offer. …I think we do need to spend considerable time teaching technology to students in T&I programs.

Helping Students and Recent Graduates Get the Professional Skills They Need

Brian Mossop: [Computer and
business skills] are better learned outside translation schools in two other forms of formal training. The first of these is the practicum, which I think our profession must strive to make a necessary part of translator training. The practicum is the place to learn how to deal with long texts, how to work to deadlines, how to learn interaction with clients, and how to deal with poorly written source texts. The second kind of formal training is the professional development workshop…where, after you have been on the job for a while, you learn about things like quality control procedures, self-revision, and how to avoid doing unnecessary research. There are a number of topics that are best learned after you’ve started, in a one- or two-day professional development workshop. They should not be taught at translation schools.

Roz Schwartz: …Translation doesn’t happen in a vacuum. It’s an economic activity that’s dependent on a market where there are many players—publishers, editors, typesetters, and designers. …Newly qualified translators need to be able to operate in that marketplace, to negotiate fees and deadlines with publishers, to understand contractual issues such as copyright and royalty payments, to work with editors, to ask the right questions, and, generally, to conduct themselves as professionals. …So some of my time is spent talking to students about the peripheral but very important aspects of the professional translator’s work that will enable them to present themselves in a competent way and deal with things that come up in everyday practice. For example, what happens if an editor criticizes your translation—how do you deal with that?

Tim Martin: Teacher/translator swaps—and please remember that I’m talking about staff translators here, not freelancers. Teacher/translator swaps are logistically very difficult to organize, but they are actually the most fruitful initiative I can think of. We have gone halfway towards such swaps at the European Commission via a scheme under which a full-time translator from our institution, perhaps with some background in teaching, transfers to a university for part of a semester and teaches a particular translation-related course there. Short-term placements of recent graduates are regular and well organized, and we put a lot of time and effort into evaluating and advising such trainees. Some of our staff also occasionally act as external examiners for universities offering translator training, and I think this is something we could usefully do more of.

Chris Durban: I would like to get back to internships, which I think are extremely interesting for practitioners, students, and teachers alike. I myself work freelance with one other translator. Our structure is so small that we would not be able to take on a full-time intern, but, through one of the universities in Paris, we have shared one with another translation provider. In fact, we’ve had three interns so far and their computer skills were essential—if they hadn’t known how to use a computer, I would not have done it. I don’t think we exploited them—we made sure that they did some translation or writing, but frankly their writing and translation skills were not equal to the task. That’s not surprising. I agree with Brian that you shouldn’t exaggerate what translator training courses can realistically do, and my own experience is that it takes about two years for new graduates to find their feet. …Yet from our point of view, it was the interns with some training in terminology and computers who had something to offer us—we had them put together glossaries, sort out some basic software problems, read texts to check figures, and so on. If they hadn’t been able to do that, they would have been an impossible drain on our resources.

Courtney Sears-Ridge: [In response to an audience question from a newcomer to the profession interested in improving her skills]: You might look into ATA’s Mentoring Program. All participants are required to take a three-hour training workshop on how to be a mentee or mentor. The training gives potential mentees the skills they need to go off and find a mentor, internship, or practicum placement. This does take some initiative, of course, on the part of the mentee. I don’t want to push it too hard, but this program is a benefit of being an ATA member. So if you are interested, you might consider looking into it.

Cultivating a More Positive Professional Image

Brian Mossop: I regularly give professional development workshops about self-revision to practicing translators. These are one-day workshops in which we talk about how you go about finding mistakes in your own translations. At the end of each session there’s an evaluation, and the results of the evaluation are always the same: some people love the workshop, but others don’t like it at all because I “didn’t tell them how to do it.” Which is exactly the wrong attitude! We do not want students coming out of translation
schools thinking there’s the “right way” to do something. We want them to be able to look at what they are doing and to figure out what works for them, and to understand that there’s no such thing as one “right way” to check your text. …People need to be able to think about what they are doing and then listen to what other people are saying. Then they need to figure out what is the best thing for them to do, since everyone has a different psychology.

Roz Schwartz: The word “slaves” was mentioned earlier, and the status of translators is closely bound up with how they see themselves. Somebody said earlier that translators are writers. We have to see ourselves not as the humble scribe or slave who does what they are told, but as writers who take a text and make it our own and do what needs to be done. Certainly when we’re talking about commercial translations, that is the added value we provide as writers. When a client produces a piece of rubbish and calls it a press release and you know it’s not going to do its job in your language, then you make it into a press release that will work in the target market. Otherwise there’s no point doing it. And you tell your clients that this is what you’re going to do, and they pay you to do the work you deem necessary. That’s how I make my living. So to say, “Well, the original was rubbish, I don’t have to do very much with it” is absurd. There’s no point. This has to do with how we see ourselves. It has to do with having the confidence to say to a client, “I know what I’m doing. I know how to make this document do its job, and that’s what I’m going to do for you. That’s what you’re paying me for.” On the whole, I think they thank you for it.

Tim Martin: Here I would say that universities have a key role to play. They could enhance attitudes by hosting many more events—though not necessarily large-scale events such as this [the FIT Congress], because that would probably be beyond their capacity. But in countries or regions where there is a professional association, these groups might, for example, have their annual meetings hosted by universities. After all, universities have the facilities. But this doesn’t happen very often. My final remark about attitudes towards the profession is that translators are often their own worst enemies. Ultimately, it’s the translator’s own attitude towards the profession that counts, and much less the client’s. Clients have always tended to view translators as skivvies—we all know that. Of course, things have greatly improved on this front and much has been achieved over the past 20 years, but still the skivvy mentality prevails among us. This is the real key to changing attitudes, and it lies partly with the universities, but also with translators themselves. Act as a bona fide partner and, little by little, clients will begin to treat you as one.

Chris Durban: A few years ago, a teacher at a prestigious translation school in Europe greeted an incoming class with a relatively discouraging comment. “At least you young people love language,” she told them. “That’s good, since we all know you will never make any money translating.” …I was one of several observers who found her remark disturbing in that it presented these future translators as noble losers—planting the seeds of bad attitude from the start. …Many translators in technical fields spend their time complaining about poor source-text writing, and while I understand their frustration, I am tempted to see it as, yes, a marketing opportunity for translators. In my sector it is a given that a translation is as good as, and often better than, the source text. This is a good chunk of the added value that Bob and I bring to the jobs we do. But that, in turn, is only possible if we are willing to ask the questions needed to clarify our clients’ intentions, nuances, or concerns. We must reach out to them, insist on interaction, and have them explain what it was they really meant (regardless of what they put on the page). It seems to me that far too many students, and far too many practicing translators, are too shy, too intent on remaining in the shadows. Some even seem to think that if you ask questions, you lose face! That is absurd. It’s the questions you ask, and how you ask them, that show the client you know what you are doing.

A major challenge for translators just coming out of school or seeking to reposition themselves is to identify the most promising segments—to select areas that you enjoy working in and where there are prospects for genuine career development. To position yourself so that you can sell your services as a translator to an enthusiastic client base—enthusiastic clients being almost always, in my experience, more stimulating to work for and the ones who are prepared to pay more for good work. This has two immediate implications. Clients who pay more tend to listen more carefully to what their translators say, which means far better working conditions. Just as important, given the choice, I certainly prefer being paid more rather than less for the work I produce.
Translate for Younger Audiences and Enrich Your Life

By Wanda Boeke

When I was growing up, my life was filled with books. Television, when it arrived, boiled down to predictable cartoons, shows like Mr. Ed and Lassie, Car 54 Where Are You? and Dragnet, and for the girls there was The Patty Duke Show. It’s easy to see why a curious child or teenager, especially a female, would reach for a book.

Many unforgettable works that are still popular come to mind: Alice in Wonderland, The Wind in the Willows, James and the Giant Peach, Charlie and the Chocolate Factory, Green Eggs and Ham, Charlotte’s Web, and The Secret Garden, for instance. When I was old enough to appreciate authors, I went from A.A. Milne to Farley Mowatt’s stories about horses. Then, like many of my classmates, I moved on to the indefatigable Madeleine L’Engle of A Wrinkle in Time renown, Irish and Scottish legends and sagas, Mary Stewart’s Arthurian legends, T.H. White’s The Once and Future King, and Mary York Sampson’s The Golden Falcon. Many of us will remember very well reading Sheila Burnford’s remarkable account The Incredible Journey, or a poignant book by John Steinbeck called The Red Pony, or Paul Gallico’s haunting tale The Snow Goose. By the end of sixth grade, my own reading had run from the urbainity of Victoria Holt’s historical novels, or the lack thereof, as in Gerald Durrell’s My Family and Other Animals (about his eccentric family, including celebrated brother Lawrence), to the world of nature and naturalist writers like Gavin Maxwell, whose A Ring of Bright Water about otters was a stroke of genius, and Rachel Carson, whose powerful environmental work The Sea Around Us helped start a movement. Some of the most memorable tales derive from translation, as the immortal fairy tales of the Brothers Grimm or the exhilarating collection The Wonderful Adventures of Nils Holgersson by Selma Lagerlöf.

It came up in discussion, during a recent translation conference panel I organized, that many people have stronger memories of books they read as youngsters than books they read just a few years ago. This cannot be simply because many of us were repetitively read to at very early ages, as it seems to apply particularly to books we were able to read on our own. Personally, I believe we remember childhood books because we spent what seemed like a lifetime with each story, whether it was read aloud to us or whether we read it ourselves. The world created between the book covers lived in us and through us. The world created between the book covers lived in us and through us for days on end. I remember I actually used Mark Twain-type speech patterns for a week or two (fortunately) while reading him.

Expanded television offerings as well as computer games have all but quashed any interest in reading for many children. Until the recent Harry Potter series, that is. This series seems to have returned the pizzazz to books for younger readers, along with a modicum of respect to the children’s and young adult book industry. The success of the series has warmed up the book world, and publishers are more enthusiastic again about promoting books, including translations, for the young adult audience as well as for children.

What’s Being Published in the U.S.

One forward-looking U.S. publisher that is not afraid to take risks is Front Street Books (Asheville, North Carolina). This publisher has the kind of offerings and vision you hope all publishers in the children’s and young adult field might have (from www.frontstreetbooks.com):

Our picture books reflect the joy, spontaneity, and energy of infants and toddlers. Our middle-grade chapter books address the various settings and activities of school-age children. Our young adult fiction often deals with children in crisis, children at risk, and offers hope and succor, however difficult the subject.

We believe in new voices; half our authors are previously unpublished.

Finally, we believe books should be beautiful to look at and to hold.

I mention that this publisher takes risks, which I should clarify. First of all, Front Street, like Scholastic, publisher of the Harry Potter series, regularly takes the “risk” of publishing translations. However, a translator needs to realize that in the U.S., when it comes to books for a younger audience, the fact that the work is in translation will not be readily evident. To reduce the publisher’s “risk,” the translator’s name will not be included on the front cover, for
example, and mention of the original language will be included only on the copyright page. Second, it is considered “risky” to embrace the genre of “reality fiction.” This genre may be worrisome to parents and teachers. No one is really prepared to decide for youngsters what kinds of situations they can handle, although from time to time parent and teacher groups around the country believe they are (having brought up Mark Twain, I should mention here that his works are among those most frequently banned by schools and libraries in the U.S.).

What is referred to in the publishing business as the area of “YA” (young adult literature) has come to cover a hugely varied literary spectrum. Magic and sorcery as well as fantasy are still popular. Animals have taken a back seat to concocted creatures (I doubt Jack London is required reading in schools anymore). Contemporary as well as futuristic technology has become part of the landscape as an active literary device, and even a “character,” for a number of authors. In reality fiction, the overwhelming fact of today’s realities, such as urban violence, injustice, poverty, persecution, alienation, and immigrant acculturation, are being frankly addressed by both domestic as well as foreign authors. Subject matter includes both boys and girls coming of age, being the child of a single or divorced parent, growing up in foster homes, physical and psychological abuse, homosexuality, drugs, the death of a loved one, aging, racism, illness, global warming, nuclear annihilation, pollution, 9/11, and the list goes on.

Issues for the Translator: Cultural References

For a translator, each area of literature for younger readers presents its own challenges. I will briefly touch on a few issues.

When it comes to books for the youngest children, the text may total as few as 60 words or “as many” as 400. This means that for any source reference unknown to the target audience, the translator will have to figure something out within the text (footnotes are obviously out of the question). The solution will have to be sparse in order not to mess up the book’s layout. Needless to say, the solution will also have to be slipped in seamlessly. Usually the translator receives the actual book, so the indispensable illustrations will be available. Illustrations and text form a whole that is larger than the sum of its parts. The translator must review the illustrations and make sure any cultural references there or between the text and illustration are taken care of (and that any words occurring in the illustrations are also translated). It is soon clear to a translator of picture books how much cultural translation is part of the translator’s task.

Language Use

Books for young children also often demand that translators make up terms when the author of the original does so. This is a lot of fun and gives the translator a chance for utilizing creativity and whimsy, as humor is often a major device authors utilize to bring home a message. As children get older (say 7-10 years old), they begin to find the reading itself more fun and the illustrations hold less meaning, although they provide significant markers for a story and doorways into it. Dialogue is often the device here, along with action. Translators need to keep in mind that although the perfect synonym for a word has four or five syllables, longer words are still not really a part of the spoken vocabulary of children this age. Interjections, forms of address, and the attitude of a speaker or narrator become key issues here: sometimes overt in the text, sometimes a part of what I refer to as the “cultural” part of translation. At all costs, the translator wants to make sure to retain the excitement and authenticity of the original. Sentences or phrases are best kept short or manageably succinct.

Localization

As stories become slightly more complicated, the interests of more than one character start coming into play, and the element of description helps to orchestrate the mood. Locations, descriptions, emotions, and activities come to the fore. For the translator, the question becomes how to localize the story for the target audience. Not only must the setting come across as natural, no matter where it is or in what era past, present, or future, but the dialogue must reflect natural speech patterns. This means the translator has to either select a target region, social class, and ethnic or racial background in the target culture, or, if the translator is a North American working into English, rely on what many translators call “transatlantic English.” I am not a proponent of this sterilized language. I favor actual localization, since most stories lose a lot of their punch when the dialogue or inner monologue hovers in the netherworld of inauthentic language use. When certain objects are referred to, the translator is inevitably forced to make a decision between the so-called “British” term and the so-called “American” term, automatically doomng “transatlantic English.” However, the translator will have to alert the American publisher to this,
in case foreign rights for England, New Zealand, Australia, or elsewhere have been bought or in case the publisher is working together with a foreign co-publisher.

Now that I have broached this can of worms, I will only say that a new and, in my view, disappointing practice has developed among larger publishers. A text that has been translated into, say, British English will be superficially “Americanized” by an in-house editor, who has no knowledge of the actual source language or culture, in order to sell the book to a North American audience. It is only after publication that the U.S. publisher realizes that something has gone wrong. Usually, though, editors simply figure the book wasn’t appropriate for the new audience. Often they don’t realize it’s the lack of overall authenticity in language use that’s at issue.

When localizing contemporary dialogue, the translator immediately stumbles onto slang. American English is an extremely fast-growing language. Every few years there is a whole new panoply of expressions and names for objects and activities. Over the years, it is important for a translator not to lose touch with new language influences. When I was working on the nonfiction novel *Asphalt Angels* written by Ineke Holtwijk, a Dutch journalist who lived on the streets of Rio de Janeiro with a gang of street kids, I ended up paying American kids $10 for answering a list of questions I had about what they said in certain situations and how they would describe things. I interviewed kids from a variety of backgrounds to see where these descriptions and words overlapped. Of course, if you have children of your own and are involved in their lives, you probably won’t have to resort to bribery to get an authentic-sounding translation accomplished.

A fact few adults want to face is that the majority of people who enjoy using vulgar language are kids. Movies with such language get an “R” rating, even if they feature kids. The U.S. book world seems to rely on self-censorship by the part of authors. However, adults in other countries may feel quite at home using frank books to help children understand the actualities that many of them already experience in their daily lives. Some elements in slang are considered not to be offensive to young people in some cultures, while they are seen as downright harmful in others. Holtwijk’s kids spoke frankly. I had to dance around a bit to avoid the most obvious obscenities in English, while retaining the spice appropriate for the circumstances of the original. I will say that my efforts did not go unnoticed. The book was awarded a Bachelader Honor Award by the American Library Association, an award specifically for translated work.

**Literary Elements and Style**

Writing young adult fiction and nonfiction is, I believe, one of the most exciting kinds of writing a person can engage in. Although there may be some mystery, things have to remain pretty identifiable and well delineated. The writer must fully develop characters and make them sympathetic and their motives clear and credible, or readers simply won’t buy the story. Even big, ugly, mean characters usually have a sympathetic dimension to invite understanding rather than hatred or fear. There is no room for sloppiness, even though the world of the book may appear free-wheeling and abound in fantasy. This is true of any really good writing. YA writers are perhaps keener than their counterparts who write for adults when it comes to “good” writing. YA books are shorter than adult books (usually 100 pages or just under). This means that many motivational arguments have to fall by the wayside. Character must be so crafted as to convince the reader of his or her, or its, actions. The text is streamlined to its most meaningful elements. This last aspect is what makes translating YA so challenging. Every issue found in literature for adults is magnified in literature for young adults. We should also not underestimate the fact that pre-teens and teenagers, who are highly sensitive to emotions at this point in their lives, have an inherent appreciation of style and tenor. Therefore, it is very important when translating YA that a translator not settle for second-best options. Target-language readers will sniff this laxness out immediately. Again, every word counts, so make every word count.

**Making an Estimate**

When it comes to pricing the translation of a picture book, the per-word rate may not reflect the amount of work such a project entails. Publishers may accept an hourly rate. I am reminded here of a translation I did of a work that was originally written and illustrated by a Japanese man. The text had then been “interpreted” by a Belgian writer, and finally I was to pour the business into English (so the text could be translated into a dozen or so languages). With the exception of two turns of phrase, the assignment took about 45 minutes. Finding truly satisfying solutions that would not limit the next generation of translations and not distort the original took the better part of three weeks—not of constant work, but of getting feedback from others (including children) and...
of letting my subconscious work on those two stubborn little elements to make sure I had really cast my creative net as widely as possible. What I call the “authenticity” of voice is absolutely crucial in working with texts for young readers. The people who write these books spend a long time on them. The depth, sound, color, and preciseness of each word has been weighed over and over by the author. Therefore, using word tallies alone proves deceptive when trying to establish a rate and timeline for a translation. As such, translating a picture book is like translating poetry. Forty-five minutes may very well not do the trick.

**Other Ways Translators Can Put Their Talents to Use**

Translations make up a tiny percentage of all texts published in the U.S. (1% at last count, down from 2%). This is not true in other countries, where translations may make up 75% to 85% of all texts published. One of the reasons for this, as pointed out during the previously mentioned American Literary Translators Association panel by Cricket Books’ Judy O’Malley, president of the U.S. Board on Books for Young People, is that publishers don’t know what’s happening abroad. Sure, they go to the Bologna Book Fair, a fair specializing in writing for younger readers, but that doesn’t mean that they are seeking to be terribly exposed to all the various currents around the world. As translators who may frequent other countries, we are in an excellent position to help keep publishers up to date on what’s being written and published elsewhere. Again, writing for younger audiences is a fast-paced field in many countries. U.S. publishers turn out a total of 5,000 books for younger readers each year, which is not necessarily an impressive per capita figure elsewhere in the world.

Publishers also look for readers to read and report on books they have selected based on a synopsis or a solid working relationship with a foreign publisher. Following the reader’s report, a publisher’s interest may be piqued enough to warrant hiring the translator to do a sample translation (10 pages or so). Be forewarned, though. The translator who does the reader’s report may not be the translator the publisher finally chooses to do the translation. Check out the *Literary Market Place* for U.S. publishers of children’s and young adult literature and translations if you would like to start a working relationship with one.

The translator has to be prepared to estimate the suitable age of the audience, to be honest yet objective about the book on a variety of levels (plot, style, character development, conflicts and resolutions, and the author’s gender and age awareness), and to still be able to make a recommendation, either positive or negative. Most publishers just want you to be able to say whether you actually liked the story or not. One writer’s work I was asked to review was a selection of books, each about a dream he had. Although I think it is possible to credibly present a disjointed world, the literary and linguistic devices that can lead the reader from one point to another really should be utilized. Having characters and places simply pop up, the way they do in dreams, may not work in a story. Making a character think or say something out of the blue may not work either. Although I think dreams can work as material for stories, I was unable to recommend this writer’s work because I didn’t think its foundation was solid enough. We have to trust the writer before we allow the writer to take us to uncharted terrain. I was, however, able to recommend another dreamlike book written by a different author because the writer had ensured that the story remained grounded.

**Communicating with the Publisher**

Since most publishers will have received only a synopsis of the book accompanied by a short sample, they will not know many of the details of character or plot development, or what conflicts may arise in the storyline. It is important for the translator to let the publisher know of the presence of sensitive scenes and, if necessary, to consult with the publisher regarding possible treatments. Many publishers are not unaware of a book’s reputation abroad, and will be very accepting of both content and its presentation. Still, my advice is, better safe than sorry.

**In Conclusion**

I feel that those of us who enjoy literary translation can perform a worthwhile service by reviewing and translating foreign works for younger audiences. I would state this even more strongly. I believe we owe it to future generations to put our sensitivity to language into service for them. We may even endear ourselves to those future generations in the process. In return, we can enjoy and enrich ourselves, working with some of the most far-ranging, imaginative, and exciting literature that is being written today.

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Getting There IS the Fun of It!

By Janice Becker

Based on my experience running an independent translation office in the Chicago Loop, the following will describe methods individual translators can use to find and keep direct clients. Developing lasting relationships with direct clients provides rewards beyond the ones you deposit in the bank. Rather than adding more drudgery to your waking hours, I’ve found that building a translation business has injected stimulation and variety into my professional life. In fact, most of the ways to find end users for your services are the same methods that will enhance your professional skills, raise the profile of our profession in general, and keep work interesting. I hope that sharing my experience will encourage other colleagues to do the same.

Judging from the presentations at our annual conferences, two models of the translation business seem to predominate: that of the translation company that develops client relationships with end users of translation services, and that of the freelancer who supplies translation services to the translation companies. I want to propose a third model, a model I feel qualified to outline based on almost 10 years of living it. That model is the independent provider of translation services to end users.

What do I mean by that? And what difference does it make if we (meaning the translators) provide our services to a company or an end user? I think it does make a difference. I suggest that we think about ourselves as businesspeople, and go about building our translation business so that we earn more, learn more, and more fully understand the needs of the people who require our services.

Let me illustrate what I mean by my own experience. I have an office in downtown Chicago that I opened in 1993. Last year, less than 10% of my revenues came from work I did for translation companies. I am currently working only with two smaller companies in Germany. My invoicing software that I’ve been using for about two years has over 110 client entries, ranging from law firms, to banks, futures commission merchants, professors, manufacturing companies large and small, and many others. While my business has experienced its share of ups and downs, I’ve rarely lacked for revenue-generating activity.

Of course, I understand that for many translators, working through translation companies is a good solution. You’re spared certain hassles of dealing with sometimes finicky or disorganized clients, and you can concentrate on marketing your services to a clearly defined target group you know will need them. Good companies also provide feedback that can be important, as well as an opportunity to work with teams of translators on much larger projects.

At the same time, lack of direct access to the end user (the translation company’s client) can mean you lack information that could be vital to producing the best possible translation for that end user’s purposes. The first thing we’re trained to ask when confronting a new translation project is: for whom is the translation intended? The more you understand about the answer to that question, the better equipped you are to produce a successful translation. So I think having a direct line to the people who will be using that translation can give you invaluable insight into its end use. (And collecting on your invoices can be problematic, whether you’re dealing with a translation company or a direct client.)

Your target market may be law firms, banks, insurance companies, manufacturers of all sorts, software companies, etc. I will argue that the steps we take to find and keep any of these diverse types of clients overlap significantly with steps that will make us better translators who are better able to meet our clients’ needs. What follows is based on my experience, and I am not arguing that this is the right way for others, or even feasible for everyone. My point is simply that there are alternatives to the primary model of translation company/freelancer, and here’s one. I hope my experience will provide a stimulus to others to discover their own best working arrangement. After all, a good part of our waking life is spent working; we can only hope to make it as productive and enjoyable as possible.

To build a translation business requires more tools than a business card and stationery, or even a website…“

…”To build a translation business requires more tools than a business card and stationery, or even a website…”

Developing a business also requires its own skill set, distinct from the professional skills of our trade. Fortunately, these basic business
skills are much less complicated than our professional ones, and can generally be had for free or at very low cost at local Small Business Development Centers, a service of the federal government funded by your tax dollars. For instance, in Chicago, we are fortunate to have the Women’s Business Development Center that offers courses to anyone interested in starting a business of any type. Here you learn basic skills of market research, investigating licensing requirements in your city and state, bookkeeping and tax issues, etc. And once you “graduate,” you have access to individual counseling with experienced businesspeople whenever you feel you could benefit from a trained “outsider’s” perspective. All this for the modest sum of about $200.

Get Out, Get Smart, Get Clients

So, once you’ve established your business, obtained any licenses you need, and gotten a listing in the telephone book—what next? As translators, we know we need to keep up on developments in our areas of expertise and otherwise sharpen our professional skills. Since we’re in essence professional writers, what about a course in business writing? A few years ago, I took a course on business writing offered by the University of Chicago Press, and met a fellow student who is a lawyer with a government agency. As it happened, her agency was looking for a German translator. I contacted the lawyer involved, and that agency subsequently has become a regular client of mine. Of course, I had to mention that I was a German translator specializing in legal matters during a class discussion, but that bit of information came up naturally since we were encouraged to bring real-life problems to class.

Another example of how the steps we take to enhance translating skills can build our client base: one of my first clients was the CEO of a German-owned FCM (futures commission merchant) that was in the early stages of applying for U.S. licensing. I was open about my lack of familiarity with the unique (and sometimes arcane) vocabulary of the futures industry and asked for her help. She gave me great reference materials and also suggested an introductory course in the futures industry at the Chicago Board of Trade. Not only did that course give me the knowledge I needed to tackle work for this early client, but that bit of information on my resume has been critical to securing at least a half dozen clients since then. So in both these cases, taking steps to improve my professional skills resulted in an expanded client base as well.

So what’s another important source of business expertise and new clients? Your current clients. They know their industry, and will often know how you can learn more about it. And just the fact that you ask them demonstrates powerfully your commitment to providing them with the best translation services you can.

You can accomplish some of the same ends with more streamlined means as well. After-work lectures, business breakfasts, luncheons, etc., are all popular forums in almost every industry I’m aware of. Some of these may be organized for the express purpose of networking, but most feature some educational element as well—a new development in immigration law, a change in import/export regulations, etc. Your daily newspaper probably publishes a weekly calendar of such events in the business section. Keep your eye out for the ones that pertain to your areas of expertise. Again, attending these events is an excellent way to stay on top of trends (and lingo!) in your field(s), AND makes your existence known to people who are likely to need translation services at some point.

Getting involved in the international business community in your area can be rewarding in many ways. If there is a chamber of commerce representing one or more of the foreign countries whose language(s) you work in, join it and attend its functions when you can. You’re demonstrating your commitment and supporting their efforts to build international business, which is a major stimulus to demand our services. And they’re certainly more likely to recall your name when an American business calls up looking for translation services if they know you personally. The same can be said of international cultural institutions in your area. Their programs can be a great way to stay updated on the cultural scene in another country, and in the process you become a familiar figure to others in your area who have also demonstrated their interest by attending.

For the less affable among us, writing short pieces, articles, and even letters to the editor for trade publications and business magazines of all sorts can be a very effective way to get your name and skill set out in front of your potential client base. This requires familiarizing yourself with the available publications, but again, that’s not such a bad idea anyway. In the process you may see a piece about industry trends in another country, or the ubiquitous discussion of “globalization” that will provide you with a jumping off point to educate the publication’s readers about some aspect of our profession. I have found that editors of specialized publications are eager for contributions, and you will be serving our profession as a whole by educating some of our future clients.
Your professional colleagues are another important source of referrals. My direct clients sometimes need translation services in a language other than mine (German), and I do my best to refer them to qualified colleagues. Some of my best clients have come to me by the same route. But your colleagues have to know who you are and your areas of expertise before they’ll recommend you. Getting involved with ATA, either at the local chapter level or in your language division, or both, is an important way to get to know colleagues in your own and other languages. By doing so, you’ll be able to provide an additional service of referrals to your clients, and colleagues will be aware of your services for reciprocal referrals.

These ties will be important not only for referrals but to help you meet your clients’ needs as well. When a company turns to you to help them establish a foothold in a foreign market, for instance, they don’t want you to just pass them off to someone else when they need a particular kind of expertise you don’t possess. In my experience, they prefer to work with one provider that will take care of all their translation needs. To be able to do that, I need to know colleagues who translate in the direction I don’t, who work in subject areas I don’t, etc. This, in turn, gives me an opportunity to work with many other translators, and I never fail to learn a lot from them.

**People Your Landscape**

This might seem like a lot of effort, so why bother? I hope I’ve presented some evidence to support my thesis that these efforts will expand your knowledge base as well as your client base. You’ll be learning about your areas of expertise, the business exigencies your clients face, and the specialized language you’ll be confronting when you work with them. But I’ve found other rewards as well.

Working directly with the end users of my translations has been a source of enlightenment and entertainment. Translating can be an isolating occupation, and I relish worthwhile breaks from the keyboard that balance isolation with socializing that serves a purpose. While only a few clients have become friends outside of business, I am certainly on friendly terms with many, many clients, and I have come to value those relationships in their own right. I have learned an enormous amount from these contacts; knowledge of their working world no book (or website) can impart. They’ve shared their experiences in trying to establish their businesses in the German market, for instance, which has afforded me an inside view that has stood me well in other aspects of my work.

As you understand your clients’ needs more fully, you can also market additional skills that will give you opportunities to become more deeply involved in a project and to provide a greater variety of services. For instance, in my field, litigation involving a large volume of German-language materials can represent such an opportunity. I’ve helped law firms sort through mountains of documents and prepared summaries or full translations of the relevant ones. Then I might be involved in interviews or depositions. All this requires an understanding of the issues involved in the case. I have worked as a kind of adjunct to the legal team and followed the case through to conclusion, sometimes over several years. Personally, I find this a welcome change of pace.

In times of economic uncertainty, I think we’re all interested in financial stability. On the most basic level, I feel that having a client base of over a hundred companies makes my situation much more secure than relying on a dozen agencies. Yes, I might not hear from a particular client for months or even years. But I am always busy with other clients, and, if I’ve taken steps to keep in touch with past clients, they’ll remember me when the need for German translation arises again in the future.

There’s no way around it—building your own business is an investment of time or money, whichever is in greater supply at the moment. When you’re first starting out, take some time to investigate, attend inexpensive or free business networking events, or write an article on translation for a trade publication. Even if it means turning down a job from an agency, a small investment in your own business future will reap rewards over time. Set regular goals for your marketing activities. For example, make three phone calls a week, attend at least one business function a month, and write one article a year. It will add up. And as you get more established, you should consider advertising in a publication that reaches your target audience, such as the publications of an international chamber of commerce. In fact, you should experiment with a variety of outlets to see which ones bring you the results you want.

That’s another benefit of building your own business. As it grows, you will be in a stronger position to choose the clients you want to work with and pass up the ones you don’t (for whatever reason). Over time, you will be able to shape the business in directions that interest you and are more lucrative for you.

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Problems of Translation in the Social and Natural Sciences

By Andy Klatt

This article is based on the translation of two books in 2001: El collar del neandertal (The Neandertal’s Necklace), a bestseller in Spain by Juan Luis Arsuaga, a Spanish paleoanthropologist writing for the general reading public (Ref. 1); and Entre el estado y la guerrilla: identidad y ciudadanía en el movimiento de los campesinos cocaleros del Putumayo (Between the Guerrillas and the State: The Cocalero Movement, Citizenship, and Identity in the Colombian Amazon), a dissertation in cultural anthropology by María Clemencia Ramírez that was subsequently published in Colombia (Ref. 6). Each book incorporates a wide range of lexical domains and a varied spectrum of registers.

The jacket of El collar tells us that besides the Neanderthals and the anatomically modern humans: “There is a third actor in the dramatic emergence of human consciousness. Without it this life and death story could not be told. It is the natural world, our common home that is so threatened today.” Arsuaga integrates ideas and terminology from a diverse set of natural sciences into his work. His position that Platonic-Cartesian dualities and shared symbolic behavior are defining human characteristics is a thread that runs throughout the book and his view of our evolution.

Arsuaga presents all these aspects of his argument without using any academic discourse whatsoever. The book is in the form of a narrative, evocative and even poetic at times: “Where streams are intermittent, the deciduous trees on their banks give way to copes of oleander and tamarisk.” Arsuaga often quotes other authors, and since this book touches on so many currents of thought, the nature of the quotes is widely varied.

When translating a text containing quotations, one must find, whenever possible, the published translations of the quotes in the target language. Finding them may be very easy, if they are from Darwin, Shakespeare, the Bible, Gramsci, or Marx, for example. If the quote was originally written in the translator’s target language, he or she will, of course, use the original. Target language versions of some quotes may be difficult or impossible to find, however. El collar contained quotes from Spanish authors that had never, as far as I could determine, been translated into English. This was the case with the following quote from Spanish geologist Eduardo Martínez de Pisón within a quote, neither available in English. Arsuaga quotes the Spanish geologist Eduardo Martínez de Pisón from his book La protección del paisaje: una reflexión. But within the citation, Martínez de Pisón quotes Mircea Eliade, the scholar of the history and philosophy of religion. I spent a good chunk of time in the library seeking the Eliade quote from his works in English, but did not find it:

Si el mundo le habla a través de sus astros, sus plantas y sus animales, sus ríos y sus rocas, sus estaciones y sus noches, el hombre le responde mediante sus sueños y su vida imaginaria...Si el Mundo es transparente para el hombre arcaico, éste siente que él también es ‘mirado’ y comprendido por el Mundo. La caza le mira y le comprende (...), pero también la roca o el árbol o el río. Cada uno tiene su ‘historia’ que contar, un consejo que dar.

If the World spoke to him through its heavenly orbs, its plants and its
animals, its rivers and its rocks, its seasons and its nights, man responded through his dreams and the power of his imagination. Since the World was transparent to ancient man, he felt that he too was ‘watched’ and understood by the World. Animals of prey saw and understood him..., but so did the rock and the tree and the river. Each had its story to tell, its advice to share.

Throughout the book, Arsuaga uses the word hombre to mean “the human species.” This term may also be translated into English as “humans,” “human beings,” or “humankind,” and those are the words I used in the body of the text. But in the quotation above, I chose to translate the generic hombre as “man” in keeping with Eliade’s somewhat old-world style. I did not want to impose an anachronic discourse upon the good professor of the last century, and the use of the generic “man” is in keeping with his other published works.

As a scientist, Arsuaga writes well for the public because he is able to express “big ideas” in a pleasing and understandable fashion, and because he uses his sense of humor to draw the reader near. Below is the second half of a paragraph in which he summarizes his view of cognitive science and social psychology as products of human evolution, and ends on a casual note with an unattributed near-quote from Bob Dylan. All cultural knowledge is important to the translator. That’s why it helps to have a few years under one’s belt.

...la identidad individual nos empuja al egoísmo y a la insolidaridad, la colectiva nos puede llevar al abismo, porque nos hace fácilmente manipulables. (…) han muerto decenas de millones de personas en conflictos entre grupos que se agrupan en torno de símbolos enfrentados, al mismo tiempo que toda desviación de la unanimidad del grupo, cualquier alejamiento de la necesaria homogeneidad social, ha sido sañudamente perseguido como una amenaza intolerable para la colectividad. ¿Será posible que algún día el ser humano pueda superar su permanente contradicción entre el individuo y el grupo? ¿Nos habrá conducido la evolución hacia un callejón sin salida? La respuesta, amigo lector, está en el viento. [Emphasis added]

While our individual identities promote egoism and neutralize the impulse to social solidarity, the collective identity can lead to the abyss, because it makes us easily manipulable...tens of millions of people have died in confrontations between symbolically defined group identities. At the same time, any deviation from intragroup unanimity or resistance to necessary social homogeneity has been viciously persecuted as an intolerable threat to the collectivity. Is it possible that humans may someday overcome this abiding contradiction between the individual and the group, or has evolution led us into a blind alley? The answer, my dear reader, is blowin’ in the wind. [Emphasis added]

We must be wary of the sometimes-false cognate permanente as employed above. In English, “permanent” means “eternal, lasting forever,” implicitly “irreparable” in “permanent damage,” and “lifelong” in “permanent job.” The Spanish permanente also means “everlasting,” but it can also be used to mean “incessant,” “continuous,” or even “recurrent.” Continuity, even if punctuated, is central to this sense of permanencia. Note the use of the noun and the adjective:

“La permanencia de nuestro país en la asociación...”
“Our country’s continued membership in the association...” (Ref. 3)
“servicio permanente => all-day service” (Ref. 2)

Thus, su permanente contradicción becomes “this abiding contradiction.” In fact, Arsuaga specifically asks if this permanente contradicción may one day be overcome, logically ruling out the possibility of the cognate translation. The English “permanent” is fundamentally monosemic. False cognates are a major headache for the translator, since both the denotations and the connotations of words in one’s native language are so ingrained. A comment by John Lloyd Stephens, the 19th-century writer on antiquities, illustrates this well. Stephens wrote two pioneering books on Mayan archeology. In Incidents of Travel in Yucatan, Stephens describes the sickness of a colleague, “the doctor”: “The third day the cura informed me that the expression of the doctor’s face was fatal [sic]. In Spanish this only means very bad, but it always had in my ears an uncomfortable sound” (Ref. 9). Of course, the Spanish word fatal also means “mortal,” the salient meaning of the English sometimes-cognate. But the most problematic cognates are precisely those that share some meaning, usually closer to the fundamental meaning of their common etymon, but where one or both of the modern derivatives has taken on one or more
Problems of Translation in the Social and Natural Sciences Continued

divergent meanings. Paradoxically, *fatal* is nearly monosemic in English, but not quite. An English-to-Spanish translator could logically err in the translation of expressions like *fatal flaw* or *fatal error.*

The cognates of closely related languages, or languages with a history of contact, are like moving targets. Be very careful of questionable cognates among Romance languages or languages in contact with them. They have formed webs of meanings and implications during nearly one thousand years of semantic drift from their proto-Romance meanings, let alone from their Latin etymons. In addition, be aware that derived words tend to take on new and surprising meanings in other languages, and most of today’s languages are brimming with English-derived words. Another excerpt from *El collar:*

Hay dos especies de frondosas que reflejan a la perfección el carácter ecológicamente intermedio, casi indeciso, de algunos árboles ibéricos: se trata del roble melojo o rebollo, y del quejigo, más bien parecido a la encina. Ambas especies, que forman bosques tanto en la región eurosiberiana como en la mediterránea, son marcescentes, es decir, que las hojas se secan por completo en el otoño, como en las frondosas caducifolias, pero en muchos casos no llegan a caerse del árbol hasta la salida de las hojas nuevas en la primavera.

Two Iberian broadleaf species marvelously exemplify an intermediate, perhaps “indecisive” ecological adaptation. These are the Pyrenean oak and the Gall oak, the latter closely resembling the Holm oak. They can be found in both the Euro-Siberian and the Mediterranean region. They are marcescent, which means that like the leaves of deciduous species, their leaves completely dry up in the fall. Many of them, however, do not fall from the tree until new leaves grow in the spring.

For the non-expert, this presents some difficulties in the area of nomenclature. How can we go about translating the popular names of floral species, in this case trees? Animals also have popular names, but if we do not count insects, there are many more plant than animal species, and there are certainly more plant species with popular names. To complicate matters, these names vary from country to country and from region to region, and Spanish and English happen to be the most far-flung languages in the world. One can input the popular name of a species into a search engine, find its scientific name, and use that to find its popular names in a target language. For example, one can enter *roble melojo,* or better yet *melojo* and *Quercus,* since *Quercus* will be the first element in the scientific name of any oak. Having determined that the scientific name of *roble melojo* is *Quercus pyrenaica,* this is entered, along with the English word *oak,* to determine that the *roble melojo* is the Pyrenean oak. In a text of this nature, the process will be repeated many times (*permanentemente,* but not permanently).

Sometimes more than one popular name will pop up for a given species in one or both languages. If this is the case, the translator must investigate the geographical extension of their respective uses. Many species have different popular names in different countries. If no clear isoglosses can be determined, it may be useful to enter alternative popular names in a search engine to determine their relative frequency of use and sample the provenance of the webpages. A less common problem is the use of one popular name to refer to more than one species. This happens because early European explorers and conquerors often applied popular names to species that resembled ones they were familiar with at home.

Over the past two centuries, terminology has been standardized in many different fields. Registers of nomenclature are published by such bodies as the General Conference of Weights and Measures, the Joint Commission on Biochemical Nomenclature, the International Astronomical Union Nomenclature Committee, and the International Commission on Zoological Nomenclature. These sources should be consulted where appropriate.

The sub-topical discussions in *El collar del neandertal* are extremely varied. *Entre el estado y la guerrilla* is topically, or horizontally, less varied, but it is by no means uniform. Its discourse varies on a vertical axis of registers between the two extremes of language: one primarily understood by intellectuals, and the other a popular variety used by individuals with little or no formal education.

A dissertation in the social sciences requires the presentation of data on social phenomena to be analyzed within a defined methodological paradigm stated in formal terms. In cultural anthropology, the text will necessarily include extended quotations, both from the study’s informants, generally in “everyday” language, and from theorists and analysts writing in a sometimes abstruse style.

The following letter was written to the government by a group of *campesino* coca growers. It presents a...
special challenge to the translator because it employs an unusual hybrid register, being well conceptualized but expressed in nonstandard language. This is a problem more frequently confronted in the translation of vernacular fiction. The most obvious difficulty is to represent its poor Spanish spelling in English. Some authors may have corrected the spelling in the Spanish-language quote so as not to stigmatize its content. But the translator must follow the lead of the author, who, in this case, had her own reasons to preserve the original orthography and style.

Señores de Corpoamazonia, defendoría del pueblo, agricultura, cómo vamos a sobrevivir los campesinos si el gobierno todo nos fumiga; con los cultivos ilícitos, también nos fumiga los léxicos. Practicamente nos encontramos padeciendo de hambre. Nuestros pastos han sido fumigados junto con el plátano, la yuca, el maíz, el arroz. Nosotros los campesinos lo que queremos es aserle entender al gobierno que como ustedes también somos humanos que también somos colombianos que como ustedes también tenemos hijos. La pequeña diferencia que ay entre sus hijos y los nuestros es que de sus hijos nunca escucharán decir tengo hambre como nosotros escuchamos decir tengo hambre como nosotros escuchamos a menudo de los nuestros después de la fumigación y lo único que podemos responder la cruda verdad que el Gobierno con todo acabó (Transcripción ortográfica original y énfasis mío).

The simulated errors in English had to be like those that either natives of English or Spanish-speaking immigrants could logically make. They needed to be consistent and apparently motivated by the poor phoneme-grapheme correspondence of English. The definite article was inserted in “the yuca, the corn, the rice” in order to maintain some of the Spanish flavor, and to make it appear as though immigrant workers in the U.S. had written the letter with interference from their native Spanish.

The words campesino and cocalero are not translated. “Campesino” better evokes the North American image of the Latin American peasant than does the word “peasant” itself. In fact, to many speakers of North American English, campesino specifically means campesino latinoamericano, so the non-translation is strategic. Even in Spanish, the neologism Cocalero is written in italics. Its translation would be cumbersome. In the context of the peasant movement, the term is inclusive not only of small coca growers, but of those who work for wages in the harvest or in processing.

Other quotations illustrate the difficult situation that some cocaleros found themselves in. They present another register, that of oral campesino discourse. The Spanish transcription employs orthographic forms commonly used to represent popular pronunciation and grammar.

Verá, yo trabajé en dos fincas en la época de la coca, en una nos pagaban con plomo y en la otra con basuco. El que llegaba, era de esclavo (...) Cuando eso a San Miguel llegaban diario como veinte o treinta hombres y mujeres. Venían de todas partes; paisas, negros, indígenas, pero más que todo eran de Nariño. Allí siempre había tipos desconocidos ofreciendo trabajo y llegaba vuestro “tiene trabajo”?, sí pa ochenta trabajadores" listo vamos y los montaban en diez quince o veinte canoas y de ahí ya nadie se podía bajar, se tenía que ir...

Yeah, I worked on two farms during the coca boom. On one they paid us in lead and on the other with basuco. It was slavery...When this was going on about twenty or thirty men and women were arriving in San Miguel every day. They came from all over, Paisas [from Antioquia and northern Caldas], Blacks, Indians, but mostly they were from Nariño. There were always some strangers there offering work, so you got there and asked them, “Do you have work?” “Yeah, we need
eighty workers.” “OK, so let’s go.” And they loaded them into ten, fifteen or twenty canoes. From that moment on nobody could back out. You had to go...

Allá nunca recibimos un peso, la paga era en vicio y si alguno cobraba lo metaba y si se volaba le mandaba tres pistoleros pa rematarlo. El tipo tenía doce hectáreas nos mantenía de esclavos, nos enviciaba pa que le siguíramos pidiendo.

We never got a peso there; we were paid in drugs. If anyone asked for money they killed them right there and if anyone ran away they sent three gunmen to hunt them down and kill them. The guy had twelve hectares and we were his slaves. He got us addicted so we would keep asking for more.

Note that the first translation has a footnote that does not appear in the Spanish version. This is because the Colombian reader, but not necessarily the English-speaking academic, knows that basuco (or basuco) is a byproduct of cocaine production similar in form, use, and effect to crack cocaine. It is not easy to find the word in a glossary and the spelling is not regularized, but the z in the Spanish is commonly replaced with an s in English. Another bracketed note is required to explain to the international reader what every Colombian knows—that the word Paisa refers to a particular regional origin. The translation must take into account the background knowledge, or lack thereof, of the intended audience. The translation of popular registers requires greater familiarity with equivalently colloquial expressions in the target language and culture. In such registers, there is no neutral variety. It is important that the translator belong to the same language community as the audience, or else be very good at faking it. After all, an Australian translator would produce a very different version of informal language than a Texan, etc.

Another discourse style in this book is used to impart semitechnical information in popular terms—in this case, a variety of language used by campesinos working in the processing of coca leaves. In the following quotation, a woman explains the process and employs the image of an analogous stage in making cheese. This metaphor is meaningful to the author because it illustrates the routine nature of the work for those who find themselves involved in it, despite the fact that it is so stigmatized by others.

Primero se revuelve la hoja picada con guadaña y se la revuelve con cemento y agua hasta que alcance a humedecer. Por una arroba de coca, un kilo y medio de cemento (...) se le echa un litro de agua con dos cucharadas de ácido sulfúrico (...) Luego se bate por unos minutos (...) y se sigue trabajando con el agua. Se corta con soda o amoníaco, luego se la pone a fritar. Eso es como sacar queso: si sale con mucha agua eso hay que fritarla, hay que sacarle la mugre y el agua y ya se pone a escurrir en un platón y ya se la saca.

First you chop the leaves with a scythe and then stir them with cement and water until it is all wet. For one arroba of coca, a kilo and a half of cement... You add a liter of water and two spoonfuls of sulphuric acid. You want to beat it together for a few minutes and then continue with the water. You cut it with soda or ammonia and start cooking it. It’s like making cheese: if it’s too watery you have to cook it more; you have to remove any pieces of grunge or too much water, strain it in a bowl and there it is.

The word Arroba is italicized, although it appears in some English dictionaries. This is because not many readers will recognize it as an English word, much less know what quantity it represents. It could have been converted to English or metric units, but the quote would have lost its cultural specificity. The word is used a number of times in the book, and is defined in terms of kilograms upon its first appearance. The conversion of measurements can be tricky, particularly in the case of old or traditional units like the arroba. In fact, the arroba represents different quantities in Spain, Portugal, and their numerous former colonies (Ref. 8). According to the Oxford Spanish-English Dictionary, it is not only a unit of weight that varies regionally from 11 to 16 kilos, but can also refer to two different units of liquid volume, one relevant to wine and the other to olive oil (Ref. 5). Such units must be translated or converted in terms of local usage.

In the Spanish-speaking world, this problem arises with several terms, such as vara, cuerda, quintal, and caballería in phrases such as una carga de mula. In a section of El collar del neandertal, an old Russian unit of distance called the verst is discussed in the context of a historic expedition in search of frozen mammoths. Tools for converting these and many other units are available on the web at sites such as Medidas Antiguas y Modernas and Convert-me.com. Like arrobás, toneladas can be misleading. Take care to ascertain whether measurements are in metric
tons or English-American tons. Of course, the English don’t use English tons any more; they use metric “tonnes.”

Another note on conversions: In many cases, an author will have rounded off his or her measurements. Why should the translator provide an exact conversion of this inexact figure? Instead, provide an equally plausible round number in the target culture’s measurement system. For example, the following quote appeared in the New York Times: “‘It looks like there were around 66 pounds of explosives,’” Juan Piperis, deputy commander of Lima’s firefighters, told reporters” (Ref. 7). It should be obvious that Señor Piperis actually said that there were about 30 kilos of explosives, an estimate that should be translated into pounds as “around 65,” not “around 66.”

The primary protagonists of Entre el estado y la guerrilla are those people described by social scientists as “organic leaders,” “natural leaders,” or “peasant intellectuals,” all central actors in peasant movements around the globe. Originating within peasant society, they are grassroots social analysts and political actors. A campesino union leader describes the phenomenon:

...sólo que cuando entendemos que organización hay que cualificarla y que hay que ligarla a otro tipo de objetivos como son los objetivos políticos y económicos de carácter nacional, entonces ya dicen que no somos tan naturales, pero a mi me parece que uno sigue siendo líder natural porque es un campesino. No se hizo líder en la academia, por decir algo, aunque algunos logran, cuando tienen la posibilidad de mejorar sus niveles académicos pero uno sigue siendo un líder natural, de todos modos no se hizo líder en las aulas, uno se hace líder, va escalando peldaños...

...when we understand what kind of organization we need, and that we need to make connections with other goals, political and economic goals that may be national in scope, then they say that we’re not so natural any more. But it seems to me that because you’re a campesino, you continue to be a natural leader. You don’t become a leader through your academic studies let’s say, although some do study when they have the opportunity to improve their education. But you continue to be a natural leader not from what you learn in classes but from a step by step process of improving yourself...

This description, which was recorded and transcribed, is expressed in structures typical of the Colombian vernacular. It is difficult to discern to what extent the speaker indicated the junctures of his clauses with intonational contours or syntactic pauses, but we can see that the English uses more periods. This discrepancy also shows up in written (not transcribed like this one) texts. As Juan Gabriel López Guix and Jaqueline Minett Wilkinson comment, “English often uses a period before conjunctions, adverbs, or phrases where more subtly indicated pauses are likely in Spanish” (Ref. 4).

Finally, the author herself writes with the complexity necessary to reference theoreticians, establish relationships between their ideas, and relate that synthesis to her case study. The translator’s challenge is to follow her thinking step by step:

A partir de las reflexiones anteriores, se está haciendo implícitamente un llamado a enfocar el análisis en el surgimiento de nuevas formas de acción colectiva que ponen en evidencia nuevos procesos de significación, que aunque moldeados por discursos hegemónicos, buscan contestarlos, redefinirlos, articularse a ellos o abandonarlos. (...) Dagnino (1998) busca entender la resignificación de las relaciones entre cultura y política en las luchas democratizadoras y arguye que la operacionalización de esta concepción alterna de democracia, se lleva a cabo a través de la redefinición de la noción de ciudadanía y de su referente central, la noción de derechos ciudadanos. (...) Para la definición de esta
nueva ciudadanía, Dagnino parte del replanteamiento de la noción de derechos a partir de la concepción del derecho a tener derechos. Para el caso del Putumayo, el sentido de exclusión es definitorio de esta región y es en este contexto que se lucha también por el “derecho a tener derechos.”

The ideas expressed above implicitly suggest a focus on the emergence of new forms of collective action that illustrate new understandings, that although brought into being in the context of hegemonic discourses, seek to answer them, redefine them, link up with them, or abandon them…Dagnino (1998) examines the redefinition of the political and cultural dimensions in the democratization struggle and argues that an alternative conception of democracy is effectuated through a redefinition of the notion of citizenship and of its central referent, the notion of citizenship rights…In defining this new citizenship, Dagnino understands the notion of rights as presented in the conception of the right to have rights. The perception of exclusion is a defining characteristic of Putumayo, providing the context for a struggle for the “right to have rights.”

In this article, I have presented some of the difficulties that the non-fiction translator confronts in a heterogeneous text containing a wide variety of quotations and terminology, and written in multiple registers and discourse styles. I have also discussed some other problems that may challenge the translator, and tried to illustrate the level of care that such texts demand.

References


Proposed ATA Middle Eastern Languages Division

During ATA’s 43rd Annual Conference in Atlanta, a group of attendees met to discuss the establishment of a new ATA division, the Middle Eastern Languages Division (MELD). As its acronym suggests, MELD will be designed to serve as a nonpolitical forum that welcomes participation from all translators and interpreters working in the languages of this region. For more information or to volunteer with this effort, please contact Haleh Vakhshori, MELD coordinator, at eztranslations2@yahoo.com.
Pharmaceutical Writing for French↔English Translators

By Michèle Hansen

Pharmaceuticals are a multi-billion dollar, multi-national industry—perfect for translators. Pharmaceutical writing is a wide-ranging field encompassing not just pharmacology but everything from statistics, medical ethics, epidemiology and biometry, to packaging and marketing. This industry is heavily regulated, which is both a boon and a bane for translators. Numerous regulatory documents and guidelines exist—from the Food and Drug Administration (FDA) in the U.S., and the International Conference on Harmonisation (ICH) and national regulatory bodies in Europe—but they are not always consistent. On the positive side (for translators), heavy regulation generates LOTS of documentation! As it would be impossible to do the entire industry justice in one sitting, I will concentrate on just a few areas here: an understanding of the processes of drug development and approval with a focus on the U.S., and some of the documents generated by these processes.

Drug Development and Approval in the United States

Selecting a Compound

Nearly all new drugs travel the same path from laboratory bench to pharmacy shelf. We begin with a new chemical entity or a new molecular entity (here we go with the abbreviations—NCE and NME) (nouvelle entité moléculaire, not usually abbreviated in French). An NME is a novel patentable compound never before approved as a medicine in the United States. We can use a variety of methods to identify a lead compound (tête série), i.e., one that has promise. From the simplest (and the one with the lowest odds of success) to the most complex (and expensive, with the highest rate of success), these methods are:

- random screening
- combinatorial chemistry and screening
- targeted synthesis
- drug modeling.

Let’s keep our fingers crossed: only 20 in 5,000 compounds that are screened enter the next phase, preclinical testing.

“…This industry is heavily regulated, which is both a boon and a bane for translators…”

Preclinical Testing

Our lead compound shows real potential, so we proceed to preclinical evaluation (note: no hyphen). Preclinical testing (toxicologie préclinique ou pharmacovigilance préclinique) is performed in animals and cell lines, and so is also referred to as the nonclinical phase (phase nonclinique) of a study. As suggested by the French terms, preclinical testing includes pharmacology and toxicology studies, primarily to assess safety. It is estimated that between 95% and 99% of new therapies do not make it past the preclinical stage, so we aren’t telling Martha Stewart to buy stock…yet.

Filing an IND

Our compound, code-named “Wonderpill,” has demonstrated a promising efficacy and safety profile (profil d’efficacité et sécurité). [“Safety” is a tricky term for English→French translations, as it can be translated as sûreté, innocuité, or tolérance.] Now we submit an Investigational New Drug Application, or IND (une demande d’autorisation de nouveau médicament de recherche) to the FDA. INDs are required before beginning human trials in the United States. (Why it isn’t called an “INDA” I cannot say. To further confuse matters, an IND is also known as a Notice of Claimed Investigational Exemption for a New Drug!) The FDA does not approve an IND. It has 30 days to review the document, during which time it carefully examines the protocol to ensure that human subjects will not be exposed to unnecessary risks, and that Phase 2 and 3 trials are adequately designed to provide the necessary data. If the agency is not satisfied, it will contact a sponsor and issue a clinical hold (bloquer la demande) until any problems or questions are resolved.

Clinical Development

No news is good news. Our pharmaceutical company hasn’t heard from the FDA within the 30-day limit. Now we may proceed with clinical (i.e., human) trials (essais cliniques). Clinical development is commonly divided into four phases, cleverly named “Phase 1,” “Phase 2,” “Phase 3,” and “Phase 4.” [Note: You will see these terms written with both Roman and Arabic numerals; the latter are used in the AMA Manual of Style and The Merck Manual.]

In a Phase 1 study we:

- Establish safety in a small number of healthy volunteers (20-80). The exceptions are AIDS and oncology drugs, which are not tested in healthy subjects because they are too toxic.
- Conduct clinical pharmacology (pharmacologie clinique), pharmacodynamics (pharmacodynamie), and pharmacokinetic (PK) (pharmacocinétique) studies to study how the drug is tolerated, metabolized, and excreted.
• Conduct dose-ranging (études de dosage) studies to establish the upper level of tolerability, which is the maximum tolerated dose (dose maximale tolérée).

Phase 1 studies last several months.

In a Phase 2 study we:

• Establish short-term safety, but concentrate on efficacy for the intended indication (i.e., medical condition) in the so-called diseased or intended population (population visée) (50-200 patients) at different doses and regimens.

• Establish a minimum dose that is maximally effective.

• Measure clinical endpoints (critères d’évaluation [ou d’efficacité cliniques]).

• Control our compound against placebo (contrôlé par placebo) or comparator (comparateur) (existing drug or standard therapy).

Phase 2 studies last from several months to two years.

Phase 3

In a Phase 3 study (sometimes called a “pivotal study” (étude pivotale), depending on how it is set up) we:

• Establish substantial evidence to confirm and expand on the safety and efficacy of the drug in a larger diseased population (from several hundred to several thousand patients).

• Assess the benefit: risk ratio (rapport bénéfice-risque).

• Administer the drug in its market image—the route of administration (voie d’administration), formulation (préparation), color, etc., in which it will be sold.

• Collect data to support proposed labeling.

Phase 3 studies can last several years.

NDA

Much to our (and our stockholders’) satisfaction, our compound has beaten the odds and is ready to be submitted to a regulatory agency for review. In the U.S., this submission is called a New Drug Application (NDA). It is called a dossier d’autorisation de mise sur le marché (AMM) in Europe. Unlike the IND, an NDA must be approved by the FDA before a drug can be marketed. This approval process usually takes about one year. However, if our drug qualifies for so-called “fast track” review (the FDA awards this designation to drugs that “are intended to treat serious or life-threatening conditions and that demonstrate the potential to address unmet medical needs”), the process may only take six months.

After many months of nail-biting and checking the mailbox, we finally hear from the FDA. We’re still anxious, knowing that the agency sends out three kinds of action letters: a not-approvable letter (the application is insufficient to justify approval); an approvable letter (the application substantially meets requirements for approval and can be approved provided certain changes are made and/or additional information is included); and an approval letter (the drug is considered approved as of the date of the letter). Only rarely does a company receive an approval letter without first receiving an approvable letter. The envelope please…yes! Wonderpill has been approved!

Marketing and Phase 4 Studies

While champagne flows over in R&D, the manufacturing department is gearing up. One of our considerations back in the discovery phase, when we were determining formulation, was the feasibility of bulk production. Naturally, as part of their mandate to protect public health, regulatory bodies have an interest in our manufacturing methods, and have laid out some specific requirements for us to follow. These are set forth in the Good Manufacturing Practices (GMP) (bonnes pratiques de fabrication, BPF). [Acronym note: You will often see CGMP or cGMP; the “c” stands for “current.”] En gros, GMP deals with quality control and purity issues.

Now that Wonderpill has been approved, we can start an advertising campaign and send our sales representatives into the field to tout its marvels to physicians. We can’t say just anything, of course. All promotional materials must be approved by the FDA’s Division of Drug Marketing, Advertising, and Communications (DDMAC). Nor can we stop monitoring the effects of our drug on people. At this point, we want to gather data about the broader experience with the drug in the general population, both for marketing purposes (a.k.a. Phase 4 study) and for ongoing safety and epidemiological purposes (a.k.a. postmarketing surveillance [pharmacovigilance], especially when conducted or mandated by a regulatory body). [Note: Translators may run across the term “seeding study” in older texts. This is an outdated term for Phase 4 studies that were primarily marketing tools and had little scientific merit.]

As a responsible pharmaceutical manufacturer, we abide by all of the government’s post-approval requirements, especially adverse drug reaction
(ADR) (évenement indésirable médicamenteux, EIM) reports. Of course, we hope there won’t be many of these, and that Wonderpill will offer a happier, healthier life for millions of people—and millions of dollars for us.

Documents Generated by the Above Processes
NME/NCE
As stated in the definition given earlier, NMEs are new compounds, so translators may see patent applications, along with highly specialized chemistry and biology reports.

Preclinical Studies
Translators will encounter validation protocols for the various processes and equipment used, and reports on the in vivo and in vitro studies. These studies focus on toxicology, and thus include reports on single-dose or acute studies (études aiguës); subacute or subchronic studies (études subaiguës); chronic studies (études chroniques); multiple-dose (doses multiples) or dose-ranging studies (études de dosage); as well as mutagenicity (mutagénicité), teratogenicity (tératogénicité), and carcinogenicity (cancérogénicité, carcinogénicité). Research at this stage also includes pharmacodynamics (pharmacodynamie), bioavailability (biodisponibilité), and PK studies (études pharmacocinétiques) [note: k = c].

In the losing battle against acronymania, PK studies are also known as ADME studies, for absorption, distribution, metabolism, excretion (absorption, distribution, métabolisme [biotransformation], élimination). French-to-English translators will be tempted to render the “E” of ADME as “elimination,” especially late at night under a tight deadline. Avoid this temptation!

We should note here that when a manufacturer begins to compile safety data from preclinical studies for submission to the FDA, Good Laboratory Practices, or GLP (bonnes pratiques de laboratoire, BPL), are in effect. GLP essentially provide for quality control of the preclinical facility, personnel, and data. If preclinical studies have been conducted in another country, then the manufacturer must demonstrate to the FDA that the testing labs followed GLP, so many translators have seen these types of documents. The full text of the guidelines can be found in English, French, and Spanish at www.olis.oecd.org/olis/1998doc.nsf/LinkTo/env-mc-chem(98)17.

IND
The IND has numerous sections, including:

• A general investigational plan, giving a brief description of the overall plan for investigating the drug, and the scale and kind of clinical studies to be conducted during the following year.

• The investigator’s brochure (brochure de l’investigateur ou brochure du chercheur [Canada]), summarizing everything known about the drug at that point in time. ICH (CIH, conférence internationale d’harmonisation) guidelines E6: Good Clinical Practice: Consolidated Guidance describe the information an investigator’s brochure should contain.

• Clinical trial protocols (protocoles des essais cliniques): the scientific plan for studying the drug and the statistical analyses of the results, including directions to doctors, nurses, and lab personnel for correct implementation of the study.

• Chemistry, manufacturing, and control information (CMC), detailing the identity, strength, purity, and quality of the drug substance (principe actif) and drug product (préparation) (as you can see from the French, these are not the same thing), and how these will be consistently obtained by the manufacturer. The drug’s stability (stabilité) is also described. Guidelines state that any placebo used in a trial must mimic the study drug in appearance, flavor, odor, etc., so its composition, manufacture, and control must also be described here.

• Pharmacology and toxicology information, including: a) the pharmacology and mechanism of action (mécanisme d’action) of the drug as well as the ADME study results; b) an integrated summary of the toxicology results to support the safety of the proposed trial; and c) a statement that GLP regulations were followed.

• Previous human experience with the investigational drug. If the drug has been tested or marketed in other countries, those safety and efficacy data must be submitted to the FDA, in English.

Although the FDA realizes that manufacturing methods may change when production changes from pilot scale to large-scale production, companies are required to comply with GMP during clinical trials, and not just when the drug is being marketed. Thus, the complexity and detail of the CMC section.

Clinical Development
Before a clinical trial can begin, it must receive approval from the
Informed Consent Form (formulaire de consentement éclairé)

Before a subject can be enrolled in a study, he or she must sign a consent form. As a rule, consent forms should be written so that they are readable by people who have not completed high school. They must include:

- A statement that the study involves research and is experimental.
- The purpose of the research.
- The duration of a subject’s participation in the study.
- The study procedures.
- A description of foreseeable risks or discomforts.
- A description of benefits that can reasonably be expected.
- Mention of confidentiality measures.
- Contact name(s) for any questions.
- A statement that participation is voluntary and a refusal to participate in or a withdrawal from the study will involve no penalty or loss of benefits to the person.

Case Report Forms (CRFs) (cahiers d’observation)

A file is kept on every subject enrolled in every phase of a clinical trial. CRFs are critical, as they contain all of the data that will be used to address the research question, and thus enable a drug (or device or procedure) to be eligible for approval. This file usually includes: an eligibility checklist of inclusion and exclusion criteria (critères d’inclusion et d’exclusion); medical history (anamnèse); physical examination(s); laboratory data; study drug administration and compliance (observance); a list of concomitant medications, adverse events, and efficacy measures (endpoints or outcome measures [critères d’efficacité, critères d’évaluation]); and surrogate endpoints (s. outcomes, s. measures, critères de substitution, CS).

In this phase of the investigation, the sponsor must comply with Good Clinical Practices, GCP (you guessed it, les bonnes pratiques cliniques, BPC). Interestingly, GLP are more stringent than GCP! The definition of GCP in the ICH Guidelines Glossary is: “A standard for the design, conduct, performance, monitoring, auditing, recording, analyses, and reporting of clinical trials that provides assurance that the data and reported results are credible and accurate, and that the rights, integrity, and confidentiality of trial subjects are protected.” A good website for GCP in the U.S. is www.sqa.org/Committees/CSS/gcpref.html. For European GCP, the Pharmacos site has the complete text, in numerous languages, at http://pharmacos.eudra.org/F2/eudralex/vol-1/home.htm.

NDA

This is the biggie. A new drug application in the U.S. is literally thousands of pages long. The parts of an NDA, per the Code of Federal Regulations (CFR), are:

- A summary (often 100-200 pages).
- Technical sections: CMC, non-clinical pharmacology and toxicology, human Pharmacokinetics and bioavailability, microbiology, clinical data, statistical data, and pediatric use.
- Samples and labeling.
- Case report forms and tabulations.
- Other (of interest to us as translators, because it includes such things as foreign marketing history).

Labeling, included in the CMC section of the NDA, is another area often involving translation. It is important to note that the FDA makes a distinction between label and labeling. The first term refers only to what is actually affixed to the product container (l’étiquetage), and the second refers to any other
written material accompanying the product. Most often, labeling refers to the package insert, PI (la notice), but includes all other packaging. All labeling must be approved by the FDA.

Client education note: The FDA requires that “certified” translations be provided of any required documentation that is in a foreign language! It may also require a back translation, especially for languages the agency considers “esoteric.” Japanese, for example, is considered an esoteric language by the FDA.

Marketing and Phase 4 Studies

Numerous marketing materials are prepared in anticipation of FDA approval of a drug, and flood the relevant print, radio, and television waves immediately thereafter. Promotional materials, both for the general public and for specialized physicians, are considered “labeling” by the FDA, and are tightly regulated. They are usually written by specialized advertising companies to comply with these regulations. In my experience (i.e., into English), such documents are not often translated. More frequently translated, and much more interesting, are journal articles. These tend to be well written, especially those submitted to prestigious, peer-reviewed journals. I love to translate journal articles!

A significant postmarketing activity is pharmacovigilance. Reporting is often voluntary, such as in MedWatch, the “FDA Safety Information and Adverse Event Reporting Program.” Note that although the term “adverse event” is used, these reports are often called ADRs (EIM) because reactions can be reasonably attributed to (imputable à) the product.

Conclusion

This overview of drug development and approval offers translators a foundation for understanding the pharmaceutical industry. For more information, I have prepared a PowerPoint presentation on this subject, which can be downloaded from ATA’s French Language Division website (www.americantranslators.org/divisions/FLD/fldhome.htm), along with a French and English glossary of acronyms and initialisms.

References


Use Your Words

Finally, I’d like to share a few tips about business etiquette that may seem self-evident, but which are often not observed.

“May I?” Always ask first if you want to use someone as a reference, if you’re thinking about introducing yourself to one of their business partners, etc. It can be disquieting to learn that someone has acted on information learned through a confidential business relationship. There’s probably nothing that will sour a relationship faster than even a whiff of violated confidentiality.

“Thank you.” Whenever someone helps you out, at least call to personally thank them, or better yet, send a handwritten note. When a local client of mine recommends my services and I get the job, I always invite the “old” client out to lunch. It’s a great thank you and an opportunity to catch up and cement the relationship.

Remember, it’s called networking, not grab-and-run or me-first. Your objective is not just to find more business for yourself, but to promote the well-being of your business while promoting the well-being of your clients, colleagues, and friends. When you read an article about a company or issue you know a client is interested in, give them a call or fax it over to them. They’ll appreciate the information and the fact that you thought of them. There are a million other examples you’ll discover as you apply some creative thinking to develop business relationships, and that’s what it’s all about.
Localization Skills for Translators/Localizability Requirements for Clients

By Carla DiFranco

Material for this article was drawn from a talk the author presented to members of the New York Circle of Translators on October 22, 2002. A portion of this article also appeared in the December issue of the Gotham Translator, the NYCT newsletter.

Localization:
“Customizing software for a particular country. It includes the translation of menus and messages into the native spoken language as well as changes in the user interface to accommodate different alphabets and culture.”
(www.techweb.com/encyclopedia)

The oft-used term “localization” may seem daunting to the modern translator interested in working in the localization field. There is certainly a special skill set involved in localization, but where should one start?

The intention of this article is to outline some of the basic localization skills that translators will need to complete their tasks. In addition, we will examine the localizability requirements for clients (defined here as the technical planning for different locales that clients can do to ensure the accurate localization of a product or document). As you will see, localization is not necessarily just a job for the individual translator (or localizer, in this case). Rather, it is the responsibility of all parties involved in the development of the original product, as well as the duty of project managers involved with the localization process on all sides. By meeting some basic localizability requirements as a product is being developed, there is a positive domino effect along the food chain. A well globalized product will be easier to localize, mainly because it is less prone to technical issues during the localization process. Also, clearly structured content is simply easier to translate.

Localization Skills for Translators
As a translator, you are the language- and subject-matter expert all rolled into one. Added to this, you may sometimes fill the shoes of the editor or proofreader. These skills will all come in handy when applying them toward localization. Because the field of localization is quite complex, it is only possible to name a few key pieces of technical knowledge here, but these should help increase your marketability and skill level. For the purposes of this article, the term “localization” will refer to software localization. This generally includes the user interface (UI) and documentation (user assistance, user education, help, etc.).

HTML
For many translators, HTML may already be common knowledge, but some of us don’t have the opportunity to work with these types of documents. Understanding how HTML works is a key localization skill. Being able to troubleshoot issues when they arise is also an invaluable skill clients increasingly rely on. If you are able to provide this service, it can only add marketability to your already valuable skills. This is not to say that all localizers should be web programmers! However, localizers should have a general knowledge of markup languages. Luckily, they are relatively easy to learn. As a localizer, you should:

- Know enough HTML so that you can recognize tagged content in an HTML document.
- Most HTML tags have a starting and ending tag, and are often nested in layers (think of how an onion looks when it is peeled). However, this may not always be the case. HTML is not as strict as we would like it to be, and it will still work with missing tags.
- Clarify with your client which tagged content is to be localized.
- Know how to recognize scripting in HTML files, such as Java script or an embedded cascading style sheet (a CSS is a data format used to separate style from structure on web pages). Once identified, it will be easier to ask your client which parts are to be localized. There may be translatable content in the Java script, and the CSS may need to be edited for East Asian languages because of font face and size changes.
- Invest in a good HTML editor. I cannot stress this enough.
- WYSIWYG (What You See Is What You Get) editors create an editing nightmare! There are a number of professional editors out there, such as Macromedia’s HomeSite, which enable editing of HTML code without inserting other unwanted formatting.
Translation tools are created to help you navigate translatable content in HTML. CAT (Computer-Assisted Translation) tools lock tags and other HTML code that you don’t need to touch. Of course, this makes the HTML experience much easier.

It is relatively easy to ramp up to HTML. There are a number of books on the market that explain how it all works, and I have invested in the “For Dummies” series in the past. For those who have a basic understanding of HTML but need more information, the O’Reilly series provides a great reference. There are also a number of excellent (and free) tutorials online, as well as sites that provide lists of HTML tags (this is a finite list) and tips on how to create sites of your own. Many local community colleges also offer courses on basic HTML programming.

XML

XML is an excellent choice for localizable content because of its flexibility. XML will not replace HTML. Rather, it can be used as a vehicle for providing content for the web, print documentation, or other delivery formats, potentially at the same time. The difference between the two is in the markup language. While HTML applies structural markup (such as `<b>` for bold, `<p>` for paragraph, `<h2>` for a second level header tag, etc.), XML applies semantic markup (such as `<emphasis>`, `<article>`, `<product-name>`, etc.). The elements in XML are written out rather than abbreviated, so there is no confusion about what these should stand for. Like the HTML document, the XML document does not include any formatting information, since all that information is called from a separate file (an XSL or a CSS). XML is extensible, which means that elements can be created by the author as the situation deems necessary. Formatting can be changed for different locales. As an example, if an `<emphasis>` element were around some text, the XSL would stipulate exactly how to format the contents of that element. This means that bold formatting could be applied for an English locale, or that no formatting could be stipulated for a Japanese locale.

Here are some basic concepts about XML that are important for translators to know:

- Understand how XML is structured:
  - The structure of XML will be much more explanatory than HTML, so it will be easier to recognize translatable content.
  - Formatting information should not be in the XML file. If the structure is created properly, any formatting information that is attributed to a particular set of files should only need to be changed once.

- It is imperative to always hand back valid XML files to your client. Validation tools are readily available on the market, as are XML editors.

- Translation tools are created to help you navigate translatable content in XML. Just like with HTML, CAT tools lock elements and other XML code that you don’t need to touch, making the XML experience much easier.

Character Sets

At some point we have all experienced a webpage that displayed strange characters or boxes where there should have been a diacritical. Perhaps some diacritical characters were replaced with a Japanese character. This happens because the computer is looking for one character set when it should be looking for a different one! Knowing a bit about how character sets work will help you troubleshoot and understand why things function the way they do.

Originally, each character was mapped to a number on a code page. This would have been a good system if the entire world had used the same characters, but the problem was that there were hundreds, if not thousands, of code pages that all happened to use the same numbers for different characters. Since a computer is only trained to understand numbers, it needs to be told which code page to read when it is reading text.

In this example, the HTML page is looking for a specific code page:

```html
<HTML>
<HEAD>
<META content="text/html;charset=1252">
</HEAD>
</HTML>
```

If this number were changed to a code page for Hebrew (1255), then many of the characters in the document would show up as Hebrew characters, in accordance with the numbers assigned to each by the system. The computer is merely doing what it’s been told. There is a solution to this mess, however.

Enter Unicode.

Unicode

Rather than using thousands of different code pages for all the languages in the world, the idea behind Unicode is to use only one code page for all languages. This should include all the characters used for written...
Localization Skills for Translators/Localizability Requirements for Clients Continued

languages in the world, which can encompass more than a million characters! Unicode includes alphabets, ideographic characters, and symbols. Ideally, these characters can be mixed in any way, since they will all live on the same code page (see www.unicode.org).

Here are some basic things you should know:

• Understand how you can tell whether a document is Unicode, or whether it is calling an ANSI code page. This is easy to detect by looking at the very top of the document source. If a document is Unicode, either UTF-8, UTF-16, or UTF-32 will be listed there.

• Unicode calls the same code page for all languages.

• Unicode is a standard agreed-upon system. Check the Unicode.org site for more information on the consortium.

There are quite a few publications that deal with the subject of Unicode, and the Unicode website is also a wealth of information. In short, it is an easy subject to bone up on. If you are more knowledgeable about character sets and how they work, you may be more capable of troubleshooting and assisting your clients when these issues arise.

Translation Tools

Also known as CAT tools, translation tools help streamline workflow and are also designed to increase productivity. Like any tool, there is generally a learning curve, which normally reaches its peak about 3:00 a.m. when the deadline is five hours later. Each brand of translation tool has a slightly different interface and functionality, but they all do more or less the same thing. Here is a short list of basic skills you should have regarding translation tools.

• Understand how to manage a translation memory (TM). A TM is the function that records your source and target as you translate, then collects source-target pairs for each segmented phrase, sentence, or paragraph, and stores this for future use.

- As the localizer, you are the language expert. Your clients may depend on you to update strings or terminology in the TM and to ensure that the information is current.

- Understand how different merge functions work with TMs. You may need to merge more than one TM into another.

• Know how to create a well-formed terminology database. The terminology database may be for personal use or intended as a deliverable. In either case, there are standard fields and methods for creating this database that may need to be followed.

• “Translation tools” refers to a wide array of tools that are used to translate and edit text. Know how the tools work together and how to best use them in your workflow. Each localizer has a slightly different work method, and the process can be manipulated for various text types and projects.

• Machine translation (MT) refers to a fully automated translation process that is performed by the computer. Often these programs are only worth what has been put into them, and good programs are engineered to work together with human translations.

• Understand the word-counting and analysis process. Your clients will be running word-count analyses before files are handed off. In order to avoid surprises, you should be able to perform this function as well.

• Know how to localize tagged format files using translation tools. It is important to know how to lock certain tags and elements from localization. If you are well versed in this process, your clients will rely on your expertise.

The ability to work effectively with translation tools takes time. It is much easier to see the savings after you have used a particular tool for a while and worked through some trouble spots. The key to these tools is to understand how they work. As with any new piece of software, time is generally your best ally. If you are interested in training, there are many options available, including vendor training, tools workshops, translation programs,1 publications,2 and online groups and forums. After you have mastered the process, you will be able to spot potential problems and issues as you work.

Knowledge of the major and minor points about file formats, encoding, and tools is a great first step toward learning the localization process. The skills outlined in this article are merely the tip of the proverbial iceberg. There are a number of highly complex and important issues that surround the field of localization, and understanding the basics will help you build upon these skills for the long-term.
Localization Requirements for Clients

Generally, the focus is on what translators and localizers must know to survive and succeed in the localization industry, but this is not the complete picture. A final localized product is not purely the responsibility of the localization project manager to organize and the localizer to translate and fix. The responsibility for a well-localized product rests on the shoulders of every person who has developed, managed, and, ultimately, localized that product. Rather than the full responsibility of localization occurring at the end of the food chain (with the freelance translator or localizer), certain things should be put into place long before localization begins, so that the localizer’s job is focused on his or her expertise. In this way, localizers can be more productive, as well as less randomized by all the other issues that pull them away from their work. In the long run, this means that the total localization effort will be less costly and more streamlined.

Currently, the localization process seems to take place on two tracks (see Graphic 1). On one side, there is the product developed for the English-speaking markets, and on the other, there is the localized product. The process for both these products is very different. So that the localized product will work properly, many steps are added before and during localization. For example, consider what would happen if the product was not properly tested, if a different character set did not work in the product, if the content had to be adjusted for the target locale, if the translation tools didn’t work on the source files, etc.—it is easy to see how this can become a veritable nightmare. Every project manager has had a project like this one, and it is amazing how well we learn the lessons that our clients should have figured out a long time ago. This all goes to prove that a little globalization goes a long way. It is easy to see, oftentimes after the fact, that some key planning could have been worked into the beginning of the product cycle.

Localizability Requirements

The globalization process that takes place upstream on the client’s end can also be referred to as the “localizability” requirements. The following list of requirements is by no means a short one, but I would like to mention a few here that will give an idea of the types of things to watch out for.

Translatable Content/Strings—Keep it Simple

The computer and high-tech industries are filled with jargon, catch phrases, and slang that we tend to use every day. While this is fine for hallway conversations or e-mail, this turns out to be quite a costly endeavor for localization. Standard English should be enforced from the very start as a product is being developed or documented. An interesting example of a term that is currently being used in documentation is presented in Graphic 2.

This text was taken from the Release Notes of a product, the full text of which can be found at www.hyperware.com/e/downloads/documents/releasenotes.pdf. This is an excellent example of modern jargon in documentation. While the
meaning of this may be apparent to some, it will not be apparent to all. I quote the entry for this term at www.wordspy.com, which states:

**Breadcrumbing**

*Noun.* A navigation feature that displays a list of places a person has visited or the route a person has taken.

**Backgrounder:** Today’s word is based on the fairy tale of Hansel and Gretel, who threw down bits of bread to help find their way out of the forest. This feature is common on websites where the content is organized as a hierarchy or as a sequence of pages. Yahoo! (www.yahoo.com) may be the most famous example.

While this passage would be understandable to a Western European localizer (the target audience would most likely have a cultural reference to the fairy tale here), such jargon would be totally unacceptable to an East Asian localizer. The time and effort it would take to translate this term into the language of the target locale would be costly (research time, queries to project managers and decision-making over the term, etc.)

Even if all terminology used in a product is well formed and clear in meaning, other issues that often come up are a lack of consistent terminology between the UI and the help documentation. This is another area where potential queries and misunderstanding will cost time and money. Additionally, any differences in either the English or the localized product will have very negative effects on the user experience, potentially harming the product or the company name in any country.

**How are the files created or edited?**

Aside from the translatable content, there are many issues that also may crop up as a result of the file types used for localization. It may seem like a shortcut to save a document as HTML in Word. However, when it comes time to edit or translate this document, the residue of this change is definitely not pretty. A great deal of extra formatting is inserted in the HTML document, and detecting the translatable text suddenly turns into a needle-in-a-haystack chore. If an HTML file is going to be localized, it should be created using an HTML editor that does not leave behind unnecessary tagging. Many WYSIWYG editors will enter extra text into an HTML document, but there are simple editors on the market that do not. Investing in a tool such as HomeSite (www.macromedia.com/software/homesite/) is much less costly than hours of reformatting. Also, the cleaner the documents are in the source language, the fewer errors will be encountered during and after localization.

The content of HTML files is generally straightforward, however, when scripting is introduced to the file, this may become problematic if it is not implemented properly. If JavaScript is used in an HTML file (which is often the case), there may be localizable text embedded in the Java script. Although the Java script section of the document is clearly marked, it may not always be as easy for a localizer to pick out localizable text from lines of Java script. A better option in this case is to provide a *.js file that the individual HTML files will reference. Within this file, localizable text should be separated out from the actual scripting. In this way, localization is quicker and less error prone.

By the same token, if a CSS is embedded in a set of HTML documents rather than existing as a separate file, font information in the CSS may need to be changed. For East Asian languages, this must be changed in every file rather than in only one place. The time used in changing fonts can be better spent working on the localization of the content.

**XML Content**

This type of content offers a number of excellent options for localization. Because of the extensible nature of XML, elements that represent the content can be created and used to allow different attributes depending on the language of the file. For example, any XML schema that is created for any source language should also include elements that may be needed for the language of the target locale. Often a product that is sold worldwide will have different features for different locales. XML provides the ability to identify extra content that may be needed or removed for these locales—while still maintaining a single source document. For example, if an East Asian locale needs extra documentation on a particular feature in the product, an extra element for this content could be created. This content could be locked for the languages that do not need it, but opened for the languages that require this extra text.

**Feedback**

The issues raised here concerning the quality and consistency of the source documentation may seem like common sense. From the perspective of the localizer or project manager, it may seem self-evident. However, it is amazing to see the number of poor choices or mistakes that continue to be repeated. Hindsight may be 20/20, but
affecting a change in how products are created is not out of the realm of possibility.

In order to do this, a feedback loop should be put in place between all parties involved with a localization project so that costly mistakes can be avoided in the future. Not only are issues such as those described here costly to fix over and over again, they also take valuable time away from the localizer’s real task. If the localizer is able to better concentrate on his or her expertise, the result will often be a higher quality localized product.

**Partner Together**

In order for these issues to be solved at the start of product development, it is vital that feedback be implemented. Above all, this feedback should make it up the food chain. Localizers should be communicating with their project managers, and project managers should be communicating with their clients. After projects have been completed, it is a good idea to discuss the good, bad, and the ugly with all parties concerned. Only then will the process begin to change.

In an ideal world, localization companies will partner with their clients. Such a partnership benefits the clients, enabling them to produce world-ready software and documentation. Using the expertise that their localization partners provide, projects can become less costly and easier to localize in the long run. By the same token, localization project managers cannot provide this type of information without the expertise and feedback of their freelance localizers. In this scenario, rather than localization occurring as an afterthought or a nuisance, it will be simply the last step in the process toward creating a global product.

Just the few issues raised here, when applied to real-life projects, turn the localization loop into a chaotic and costly enterprise. A project that started out so innocently and well intentioned can end up costing way too much time and energy. With well informed localizers, project managers who can apply past solutions to issues in new projects, and clients who understand the value of good localizability planning, there will always be plenty of benefits to go around.

**Notes**

1. For example, the Kent State University Institute for Applied Linguistics and the New York University Department of Foreign Languages and Translation offer courses in technical translation, project management, and translation tools.

2. *A Practical Guide to Localization* by Bert Esselink; *The Handbook of Terminology Management* by Sue Ellen Wright and Gerhard Budin; *XML Internationalization and Localization* by Yves Savourel; and *Beyond Borders: Web Globalization Strategies* by John Yunker. All these references have chapters or articles on translation tools.

**Some Resources**

- **Macromedia HomeSite** (www.macromedia.com/software/homesite/).
- **Savourel, Yves. 2001. XML Internationalization and Localization.** Indianapolis: Sams.
- **TechWeb Encyclopedia** (www.techweb.com/encyclopedia).
- **The Unicode Home Page** (www.unicode.org).
- **Wordspy** (www.wordspy.com).


Quality and Translation: An Overview on the Italian Approach

By Mirko Silvestrini

Quality is a major concern when discussing any translation project nowadays. This is true worldwide, and the reasons are manifold. In Italy, it seems that the main catalyst for the peaked interest in translation quality can be traced to increased globalization practices in the business world due to enhancements brought about by the Euroland Economy. As a result of diminishing geographic and economic boundaries, more businesses are branching out their services worldwide. Of course, the main avenue towards a more globalized business is through the translation of a company’s product and service documentation. Given this fact, it is not surprising that the overall quality of a translation should take on such importance, especially considering that the role of communication and public relations in business are becoming more relevant in determining success.

In addition to increased globalization efforts, many service industries are working to meet the stringent quality standards, such as the Machinery Directive, being enforced by the Euroland Economy. As a result, accountability for quality has become a major concern in all fields of industry due to the need to develop certified quality assurance systems to comply with the various standards. Obviously, the translation industry, which has become part of a business’s productivity chain, has been affected by this demand for quality.

How the Italian Translation Market Copes With Quality

Quality assurance by means of certified quality assurance systems is a recent development in the Italian business model. However, the quality assurance systems that are being put into place in many other service sectors have still not been implemented in the translation industry.

The ability to certify the quality of a translation will serve as a means of differentiating oneself from the competition. Certifying quality will also prove to be a “value-added” service to customers. Therefore, given the strategic value of quality, having a certified quality system in place in the translation industry could make a difference in how people view our professional services in the domestic and, above all, the international market.

“…Accountability for quality has become a major concern in all fields of industry …”

Establishing quality standards for translation/interpreting is particularly relevant in Italy, where such services are often carried out by persons not familiar with the various translation or revision theories. Often these individuals only have a basic knowledge of a specific language pair which, hopefully, might include experience in the field in which they work. This is why the selection of quality translation and interpreting resources is critical for the translation and interpreting companies operating in Italy.

We can distinguish the following types of translation companies on the Italian market:

- Translation companies with a certified quality system;
- Translation companies with a non-certified quality system; and
- Translation companies without a quality system.

At the present time, the first group is made up of a very restricted number of translation companies, which can boast and trade the added value represented by their quality systems. The second group is comprised of translations companies stating that, because they have an internal quality assurance system, they supply quality services. However, their work is not certified. Many customers fail to notice the difference between a certified company and a noncertified company, since the latter try to exploit their internal quality systems (is it really applied?!) and to add value they don’t have to their services. If customers are not made aware of this misleading approach, than the push for work that is certified will be useless in the long term. The last group, which is the most copious, is made up of translation companies that are not yet handling the issue of quality. This is why the adoption of unified standards for certifying quality within the translation industry is so important.

Standards Applied in the Italian Translation Field

Those translation companies that do have certification systems in place can apply either, or both, the UNI EN ISO 9000 (Usually 9001:2000 - Vision 2000) Standard or the UNI 10574 Standard. UNI, the Italian National Standards Body (Ente Nazionale Italiano di Unificazione; www.uni.com), is a private association (founded 1921) that is engaged in the development, approval, and publication of technical standards in all economic fields, with the exception of the electric and electrotechnic fields. UNI is a member of the International Organization for Standardization (ISO) and the European Committee for Standardization (CEN).
UNI EN ISO 9000 is the Italian standard that sets the requirements of quality management systems, and represents the official Italian version of the European Standard EN ISO 9000. This standard specifies which requirements a quality management system must meet, regardless of the field in which the organization operates or its type and size. The aim of this standard is to create a quality management system capable of helping an organization meet the quality requirements of its customers. This standard was approved by CEN on December 15, 2000, and has been subscribed to by 19 European National Standardization Bodies.

The UNI 10574 Standard is a specific standard for the translation and interpreting field. It is an Italian standard that defines the requirements for supplying quality services in the field of translation and interpreting. It was established in April 1996, thanks to the cooperation between the Italian Federation of Translation Companies (FEDERCENTRI; www.federcentri.org), along with other associations representing translators and interpreters, as well as terminologists and other professional figures in the field of language consultancy and customer service who operate under UNI standards.

According to the UNI EN ISO 9000, the organization has to: 1) identify the processes it carries out; 2) establish how these processes relate to each other; 3) set the criteria to assure the effective operation and control of these processes; 4) assure the availability of the proper resources and the information required to support and monitor the operation of these processes; 5) monitor, measure, and evaluate these processes; and 6) take the steps necessary to achieve the planned goals, aiming at a steady improvement of the quality system.

To meet the requirements of this standard, the organization has to define its own quality policy and quality targets on which its quality management system will be based. Monitoring the processes is essential to the organization, since it is through monitoring that the aspects in need of improvement can be detected. In this optic, the traceability of any information related to the process is also critical. Obviously, to supply quality products and/or services, one should assure the quality of the resources in use. Thanks to a quality system, one will even appreciate the importance of the complaints made by customers, since, in time, this will help to improve the quality of products and/or services.

What is generally stated in this standard can be customized to any type of business, and therefore, also to translation companies. However, the UNI 10574 Standard describes in detail how a translation company must handle translation and interpreting projects to assure the quality of the supplied product and/or services. It can be seen as a sort of completion of the UNI EN ISO 9000:2000, to be applied exclusively in the field of language services. In fact, it specifies how one should handle translations and interpreting processes. It describes how, and according to which criteria, translators and interpreters must be evaluated and monitored. Particular attention is also paid to the constant development of the resources in use.

The standard also contains information on how to calculate rates, as well as on how a company must be organized. Since this standard has not been updated since it was established in 1996, it would require some modifications to better apply the changes that the translation and interpreting market have undergone in recent years.

### The European Standard

Beginning in 2003, under the guide of CEN, a European Standard for translation and interpreting services is going to be developed based on the European Union of Associations of Translation Companies (EUATC) Quality Standard Project (www.euatc.org). The EUATC project seeks to achieve a more specific quality control system for translation companies, and is the result of the work done by different EUATC member countries. It will combine the best of ISO 9000, DIN 2345, ATA Taalmerk, UNI 10574:1996, the EUATC Code of Conduct, and the Code of Good Practice in Translation. The representatives of many European associations operating in the field of translation and interpreting are going to form a committee of experts charged with the development of this new standard. The FEDERCENTRI will also take part in this project as a representative of the Italian translation and interpreting industry.

### Conclusions

Having noticed that the relation between quality and translation is unquestionable and that this relationship is going to become more and more tight, it is certain that Italian businesses operating in the field of translations and interpreting already have some good guidelines based on the standards mentioned above. Worldwide, there are many attempts to establish a definition for quality. For example, take the quality standards quoted above, as well as SAE J2450, the ASTM Standard for Language Translation, and LISA’s QA Model. An interesting goal would be to consolidate all these approaches into one international standard.
Accreditation Forum:  
A $40 Investment

There was a time, just a few years ago, when ATA required all candidates to take a practice test before registering for the examination. Our intentions were good. We really wanted candidates to have an opportunity to sample the exam material, receive grader feedback, and preview their examination performance. But many candidates resented the prerequisite and complained that we were only extracting an additional fee. Some candidates ordered the practice test but never submitted it for grading, or sent it in so late that the response arrived only after the exam sitting. Others evidently ignored scores that clearly indicated they needed more experience or training before attempting the examination. After a time, the requirement was dropped.

However, we still strongly recommend a practice test to candidates who are considering their first exam or who have taken one previously and failed. Our examination is rigorous. We expect candidates to have translation experience, possess the appropriate reference materials, and use them quickly, accurately, and minimally. But our examination is currently open to everyone. Some candidates have advanced degrees and years of experience, while others have no experience or specialized training. The overall pass rate is consistently below 20%. A $40 investment provides a good indication of whether you should invest $130 in the main event.

One of the chief reasons given for not taking this preliminary step is immediacy. Some candidates who have just learned about ATA and our testing program insist that they have to take the exam and get accredited now. They may have the impression that people cannot work as translators without accreditation. ATA accreditation is widely known and respected in the translation field, and some employers or jobs require it, but that requirement is not the norm. About two-thirds of ATA members are not accredited, and their ranks include many successful full-time translators. Thus, this sense of urgency is generally unfounded.

Because our graders are active translators living around the country and overseas with competing responsibilities to earn a living, it can take at least six to eight weeks (from the time we receive your completed practice test in our offices) to get your graded results. Before our annual conference and during the months of April, May, and September, when the majority of our exam sittings are scheduled, it may take even longer. Candidates who want to make the most of this learning tool must plan ahead. But when balanced against the cost of the exam and any additional travel expenses, allowing time for the practice test makes good practical and fiscal sense. We encourage chapters to schedule exam sittings at least three to four months in advance so that potential candidates can join ATA, take a practice test, and get the results back in good time.

Some chapters sponsor informational presentations before their exam sittings. Others offer workshops with some sort of practice test and interactive feedback on individual performance. The chapter is providing a valuable experience, but you should be aware that it is difficult to give adequate language-specific feedback at these sessions and that the facilitators, whatever their qualifications, may not be the graders who score the exams.

A practice test is a single passage from the previous year’s examination. Since the exam presents three passages, each in a different category, three practice tests are available in each language combination. During the actual examination, a candidate must complete and receive passing grades on two passages: passage A (the mandatory general passage) and either passage B (Science/Technology/Medicine) or passage C (Law/Business/Finance). Candidates ordering practice tests will automatically receive passage A unless they specify B or C.

For each practice test passage, the grader identifies errors with error codes, tabulates the error points, and indicates whether the work meets ATA standards in the areas of comprehension of the source-language text, translation techniques, and writing skills in the target language. Experience has shown that errors made on the practice tests are consistent with errors found on the exam: omissions, mistranslations, and incorrect target-language grammar and usage.

Please go to www.atanet.org for additional comprehensive information on practice tests and the accreditation examination, as well as forms to order tests and register for the examination.

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Towels Take a Tangled Tumble

U.S. Customs requires all garments sold in the U.S. to carry a country-of-origin marking. Labels also feature safety warnings and care instructions, which the Federal Trade Commission requires to be accurate, legible for the life of the garment, permanently attached—and in English.

There is, however, no legal requirement to include such information in any other language, which means that manufacturers who do so are either targeting authorities and buyers in export markets (Canada requires French and English, for example) or reaching out to non-English-speaking consumers at home. An industry representative confirmed as much when we called: “Many retailers ask their suppliers for multilingual labels to accommodate their customer demographics.”

Yet in either case—export regulations or marketing—it seems a pity to neglect the language itself.

A reader recently supplied a label snipped from a terrycloth towel indicating “Made in the U.S. for Linens ‘n Things of Clifton, New Jersey” that provides a striking example. On the label, standard care symbols are followed by succinct instructions that make perfect sense in the original English: “Machine wash separately in warm water/Tumble dry on low heat.”

Slippage begins with the Spanish version, which is sprinkled with spelling errors, e.g., Lavado por separado instead of lavar por separado. (Macheen waush, anyone?).

The culprit is probably a Spanish-speaker “in the process of forgetting vowel representation, who has phonetically transcribed Spanish vowels as they might sound in English,” suggests one South American contact. “A Spanish-speaker who is no longer using the language much in written form” is another informant’s guess, or perhaps simply hasty transcription from a scribbled note by a nonnative speaker.

The French text stumbles for a different reason altogether. Presumably no “bilinguals” were around, so the intrepid supplier reached instead for a handy translation software package. The result? Lavage séparément de machine dans chaude l’eau, which backtranslates roughly as “Washing [separately] of machine in hot the water.”

French consumers shown the label were first perplexed, then in stitches. Drying instructions are an instant MT (machine translation) classic: Degrin-golade sèche sur la basse chaleur or “Arid drop on the low heat.”

Linens ‘n Things, Inc., which describes itself as one of the leading, large-format retailers of home textiles and housewares in the U.S., was unable to explain how these rough ‘n tumble translations got onto its labels; company representatives were still “researching your query” as this column went to press.

Our guess? “Maintaining low operating costs”—a key part of the company’s business strategy as expounded on its website—takes precedence over “providing superior guest service” (another key component) when guests are not English speakers. That said, would commissioning accurate, understandable translations of 18 words have saved the bank?

Another contact insists that the problem is simply ignorance and poor organization, citing comprehensive Care Instruction Translation Guides for both Spanish and French that can be downloaded for free from the website of Textile Industry Affairs (www.textileaffairs.com). TIA is a unit of the Clorox Company dedicated to assisting apparel/textile professionals in understanding and implementing the FTC Care Label Rule. Alas, while the well-designed TIA site is full of useful information, its translations are also marred by spelling errors.

The bottom line? Proofreading by a professional translator—or at the very least a language-sensitive native speaker—is absolutely essential before going live with foreign-language texts, even lowly labels.

Talking Tough in Brussels

At a press conference in Brussels on November 11, some “robust” language by Russian president Vladimir Putin put interpreting squarely in the spotlight.

“If you want to go all the way and become a Muslim radical and are ready to get circumcised, I invite you to Moscow,” the St. Petersburg Times reports Mr. Putin saying in Russian. “We are a multi-confessional country, we have experts in this field, too. I will recommend that they carry out the operation in such a way that nothing grows back.”

The interpreting team softened that phrase to “If you want to become an Islamic radical [pause], come to Moscow [pause; second interpreter steps in] and if you’d like to get your circumcision, please come to Moscow. We are a multi-confessional, multi-ethnic nation. Please come. You are welcome and everything and everyone is tolerated in Moscow.”

As is often the case in international affairs, only the multilinguals present...
were able to savor developments in real time. But the Russian press quickly jumped on the incident, and footage was soon replayed on many European and U.S. channels amidst criticism of “poor translation.”

Insiders say that Russian diplomat Alexis Gromov had sought to pre-select questions for the conference, only to run into firm opposition from the Danish prime minister, who nonetheless agreed that only interpreters brought in from Moscow be authorized to interpret from Russian to English. This is contrary to normal practice, in which European bodies rely on experts from SCIC, the official interpreting service of the European Commission. The Russians’ idea was apparently to ensure that Mr. Putin’s remarks were accurately rendered to the Western press. “Mission accomplished,” noted French daily Le Monde, tongue in cheek.

In such instances, the interpreter is in the hottest of hot seats. This is especially true with live television coverage and replay facilities, which make it far easier to highlight any slip.

So what do the experts say?

“You run a risk no matter what you do,” sighs Harry Obst, who in his career with the U.S. Department of State interpreted for seven American presidents.

Obst’s advice: “All the interpreter can do is defer the problem and save the day for now. Others will detect the embarrassing remarks later anyhow, and communicate them via the media.”

The interpreter is caught between a rock and a hard place, says Mr. Obst: “He can be accused of leaving out something for subjective reasons, because he did not like the remark. Or he can be accused of failing to rescue his leader from immediate embarrassment when it was in his power to do so.” Capital, in this veteran’s opinion, is the need for good judgment, and weighing potential damage against the risk being taken.

Some cases are fairly straightforward. At one press conference, recalls Harry Obst, the U.S. president stated, “The Prime Minister and I already reached agreement on this at our meeting in London last year.”

“I knew for sure that the meeting had taken place in Paris,” Mr. Obst told The Onionskin. “So I substituted Paris for London, even though I knew 90% of the audience would clearly have understood the word to be ‘London’.” He calls such modifications low-risk, saving newspapers from printing corrections or reporters from having to ask follow-up questions.

Off-color language and anecdotes are trickier. In far more formal times, Lyndon B. Johnson went on the record with the comment that he would not fire a troublesome individual because, “I’d rather have him in my tent pissing out than outside pissing in.”

In such cases, the interpreter’s rendering should also take into account the audience, says Mr. Obst. Ideally, he or she will tone it down, using terms that, while still vulgar, are a little less so, or less insulting than the original.

Ian Andersen, editor of a newsletter for the European Commission’s Joint Interpreting and Conference Service, confirms that interpreters are taught to tone down 25% of the anger and insults that surface in such debates. He notes that in this latest incident the interpreter—who appears to have been the youngest member of the Russian team—was caught off guard by President Putin’s sudden outburst. “His colleague stepped in and wrapped the hanging sentence as best as he could before carrying on,” writes Mr. Andersen in SCICNews.

So, what would Mr. Obst have done if he had been on President Putin’s home team in Brussels? “Realizing that this remark undermined the tone and credibility of what Putin had said earlier, I would have pretended that I had not heard it or understood it properly and would have left it out. Because it was of no substantive consequence to the rest of the Q&A and could only engender embarrassment for the leader of my country, I would have tried to bail him out, given that very few people in attendance could understand Russian.”

And if a bilingual reporter had tried to pin him down?

“I would have replied with a straight face, ‘I believe Mr. Putin said something like, “All of us need to be circumspect because all of us are in danger, not just the Americans and the Russians.”’” says Harry Obst. Circumnavigating the problem for the moment, as it were.

With thanks to Ramiro Arango, Bob Blake, Carmelo Cancio, Ian Hincheliffe, Ciaran Manning, Oswaldo Mesias, and Sophie Sauvat.

For complete membership information, be sure to visit atanet.org on the web!
Dictionary Reviews  Compiled by Boris Silversteyn

Silversteyn is chair of the ATA Dictionary Review Committee.

General Review of Online Dictionaries and Glossaries

Reviewed by:
John F. Bukacek

The Internet has greatly changed the way translators do their work and conduct their business. In particular, the Internet has enhanced the translator’s ability to do market research, subject-area study, and terminological research. Much has already been written about translation websites and online discussion groups for translators. The dictionary reviews that have appeared in this column thus far have focused on print and CD-ROM dictionaries. I would like to take the first steps toward broadening the scope of this column to include online dictionaries and glossaries.

Let me start by saying that, although I find online dictionaries and glossaries to be useful at times, experience shows that print dictionaries tend to be more reliable. The psychology of the Internet is one of immediacy and instant access. Unfortunately, electronic and online dictionaries and glossaries are often thrown together quickly, and information is often copied from unidentified sources without verification of accuracy. The truth of the matter is that it takes a great deal of time to do thorough terminological research. Of course, errors can also appear in print dictionaries, but electronic media have a way of encouraging and perpetuating errors. Haste makes waste.

Nonetheless, the busy translator is constantly faced with deadlines, and the Internet can provide a convenient tool for speedy access to information on terminology and subject-specific data. The key to the whole thing is the skilful use of search engines. It is convenient to utilize search engines for research in both the source language and the target language. You can use Boolean search techniques with your search engines to narrow or broaden the scope of your research, as required by the subject matter, the context, and the particular terms in question. To learn more, go to http://library.albany.edu/internet/boolean.html.

This does not mean that a search engine is equivalent to a dictionary or a glossary. However, skilful searching on the web can help you find online dictionaries and glossaries, as well as sources showing proper usage of terminology in subject-specific contexts. The latter is often more useful than the former, since standard terminology is sometimes used in nonstandard ways, and nonstandard terminology is sometimes used as if it were standard. Dictionaries and terminology banks assume a kind of standardization, but that does not necessarily reflect the real world. This is particularly true in state-of-the-art and cutting-edge technologies, where new terms are constantly being coined. In this sense, the Internet is a source of terminology that is always ahead of the print dictionaries.

Many translators are familiar with TERMIUM, the Canadian government terminology bank for French and English, existing in both online and CD-ROM formats (www.termium.com). It is the granddaddy of electronic terminology banks, and is probably the largest and most faithfully maintained terminology bank in the world. Another easy-to-access online terminology bank is the European Union’s EURODICAUTOM, which contains terms in all of the languages of the EU (http://europa.eu.int/eurodicautom/login.jsp). Colleagues who do European languages have told me that these are two very reliable and authoritative sources for terminology research, but they often have to be supplemented with other sources. Other terminology banks can be found on the web for a variety of languages and fields, but they vary in quality and reliability. A very interesting compilation of links to a vast number of online dictionaries and glossaries is to be found in “Peter’s Translation Links” (http://home8.inet.tele.dk/p-spitz/index.html). This site provides a “shortcut” entry into sites covering terminology in an incredibly large array of fields. Though its main focus is on English, German, and Danish, other language sources are to be found there as well.

At one time or other, most Japanese translators have used the interactive online Japanese dictionary maintained by Jim Breen and accessed under the Monash University Japanese Language Archives (http://www.csse.monash.edu.au/~jwb/japanese.html). This “dictionary” is actually a collection of glossaries that cover a broad range of subject areas. This resource is constantly being updated, since it is interactive. I think it can be useful in cases where a translator gets “stuck” after exhausting other resources. Another online glossary for Japanese translators is “Eijiro” (www.alc.co.jp/eijiro/). I do not consider this glossary to be authoritative, and when I tested it, I found a lot of instances in which no matches were found.

I would like to mention examples of a few monolingual (English) online glossaries that are organized in a very useful manner. “Whatis.com”

Continued on p.67
Please don’t freak out if you carefully crafted a query or reply in October or November and it is not to be found below. An e-mail program, the net mail part of Earthlink, deleted many messages which the Translation Inquirer did not want to get rid of, in its eagerness to carry out his wishes in deleting unwanted e-mails. It was reminiscent of the brooms from the Sorcerer’s Apprentice. Techies have reassured him that the problem will not recur, since he switched to Outlook Express to obtain his messages. If you did make comments prior to November 20th on items submitted in the September or October issues of this column, and if you saved them or can recollect them, send them again. The Translation Inquirer is heartbroken at what was lost, but hopes the loss will not be total.

[Abbreviations used with this column: D—Dutch; E—English; F—French; G—German; H—Hindi; Pt—Portuguese; R—Russian; Sp—Spanish; Sw—Swedish.]

New Queries

(D-E 1-03/1) A Lantran encountered a text that made mention of a barn for floor coverings that has its “lagere inzetgewicht” (with no mention of what it was lower than) advertised as a selling advantage. An Internet search did not help very much. What is being talked about?

(E-H 1-03/2) Welcome to the Hindi language, a newcomer to this column on my watch, despite having hundreds of millions of speakers. The question asked by a ProZ member was, how to render think tanks into that language. With that many speakers, think tanks must already exist in the area where it is spoken.

(E-Pt 1-03/3) Insulated tarps posed a problem for a ProZ correspondent in this civil-engineering snippet of a text: …insulated tarps between the bays on the bridge, and use of heaters to warm up small areas of steel to the proper temperature to apply the paint. How to put it into proper Portuguese?

(E-Sp 1-03/4) The word phorbol tripped up a ProZ correspondent working on a medical text: “…phorbol esters, which are tumor promoters.” What are they? Is it as simple a thing as creating a cognate equivalent in Spanish, or is there more to it?

(E-Sw 1-02/5) Data have been processed, reduced, smoothed, transferred—seemingly everything, but what about captured? This ProZ questioner was dealing with electronic invoicing, with a description of various invoicing sequences from supplier to client. It is described in the original document with two other sub-captions, finance system and FP Client, under the main caption ERP. The question is, what can or what is data capture, and how can something perhaps a little more finely tuned than “datafångst” be used?

(F-E 1-03/6) In the context of tennis shoes, a Lantra-L correspondent had trouble with “Semelle sculpture mixte chevron-pneu.” What was being referred to?

(F-E 1-03/7) A member of Lantra-L wanted to know what “fichiers de police” are. They appeared to be something like font files or style sheets that would be an aid to a translation job. Exactly what is involved here?

Replies to Old Queries

(E-F 10-02/2) (Can do, sir!): Robert Shillenn took the thorough approach to this one, though realizing that slogans present a host of difficulties. The phrase in question is simply a variation on “Yes, sir!”; the difference being an overlay of ability and competence. “Toujours partant” fails to be a proper equivalent because it is most often used affirmatively to express a willingness to participate in a pleasurable activity: “Je suis toujours partant pour un bon repas” (You can always count me in for a good meal).

The most obvious solution, he says, is “À vos orders!” Though lacking in the nuance of ability and competence, it is equivalent to “Yes, sir!” It loses the sexist overtone of sir, though the U.S. military is quite prepared at all times for Yes, ma’am! Like the English original, it is concise and snappy. Less concise equivalents might be “À votre service—vite en bien!” or “Service compétent—dans les délais!”

Jacques Benbassat considers the possibility that this query might stem from a truly American company wanting to get its image across. If so, “Impossible n’est pas français.” The ultimate in chutzpah for such a firm would be “Impossible n’est pas américain.”

(E-G 9-02/2) (sole bill of exchange): Helmut Froboese feels that “Solwechsel” is the closest term available for this. But, he notes, in bank-speak, “Eigenechsel” is a promissory note, and “Solwechsel” is a negotiable promissory note.

(E-R 10-02/3) (bring or recover in an action): Alexander Aron suggests возбудить судебное дело или получить возмещение ущерба in a judicial context. Vadim Bourenin proposes Принести or получить возмещение но иску. For the whole sentence (see page 69, October 2002 ATA Chronicle), Vadim’s rendering is Поскольку права минетарных агентов в России малопризнаны. Ваше возможно по примеру: ——
The Translation Inquirer Continued

Concerning Renato Calderón’s query, the English set the table does perfectly translate into Spanish as “poner la mesa,” says Alvaro Villegas Fontela. For instance, a Spanish-speaking mom will ask her kids to help her to “poner la mesa” when setting the table for dinner, and no one would expect this to mean that the kids will help her physically move the table! “Poner la mesa” means placing all plates, dishes, napkins, etc., over the table and leaving it ready for a meal: in other words, set the table. Fontela is from Spain, but currently lives in Mexico, and can confirm that the meaning is the same in both countries.

Eugene Wirkus, having lived in Mexico, states that Spanish-speaking restaurant professionals, both in the U.S. and Mexico, use “montar la mesa.” He regards this to be the correct term.

Emma Sleator notes that this instance proves you can’t translate everything literally. If she chooses to think of to set only as to put something in a particular place or place something in a particular position or posture, then the English to set the table sounds very strange. She believes that the Spanish carries the implication of “poner en alla el servicio (cubiertos) necesario para comer.” In fact, one might reasonably ask for a better English rendering of the idea. Stretching the usual Spanish meaning of “poner” is no worse than the corresponding stretch involved in using set to describe what is done with the table. Jamie G. Vargas agrees, adding that if it ain’t broke, don’t fix it.

At least half a dozen more responses came, but they will be carefully saved for the February 2003 edition.

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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.

Of Presidents and Pox

n ancient times, only professional scribes were literate. Political leaders couldn’t be bothered to learn to read and write, being too busy with the task of running the world. Perhaps things haven’t changed all that much. Our own president, though presumably literate, often speaks in ways that make it seem as if all languages are foreign to him. Jeanne Zang sent me this particular Bushism: “The problem with the French is that they don’t have a word for entrepreneur.” Such statements make one nostalgic for Dan Quayle, who once said he didn’t want to go to Latin America because he didn’t speak Latin. It’s nice to know that our country, probably on the principle that the president should be representative of the people, no longer denies that particular office to linguistic incompetents.

Nor to geographic incompetents, of whom there are many. Recent studies show that most American high school students cannot find Florida on a map of the United States. But some geography is hard. For example, it’s easy to remember that Ecuador is located at the equator, but who can remember whether Poland is at the north pole or the south pole? Why is Central America part of North America and not South America? Why, in New Jersey, where there is no Brunswick, are both North Brunswick and East Brunswick south of New Brunswick? Why does Mt. Pleasant, Michigan, have a Broadway Street?

Speaking of Ecuador, one is reminded that geographical inaccuracies can become stuck in a language. Panama hats are made in Ecuador. Most New Yorkers have never heard of a New York steak. New England pizza, to the best of my knowledge, is sold only in Delaware. Dutchmen are Netherlanders, not Germans. And, until recently, certain venereal diseases were the French pox in England, and, of course, the English pox in France.

I wonder if American high school students also believe that country names are descriptive of the people living in them. After all, in France, the people are reputed to be frank to the point of rudeness. Germany, says one translation of Alfred Jarry’s Ubu roi, is inhabited entirely by germs. Will admitting Slovenia, or even Slovakia, make NATO more slovenly? Will admitting the Baltic states make it racier? — it was Cole Porter who said, “Letts do it!” Perhaps the final word in this column should be Marx’s (Groucho): “Yugo Uruguay and I’ll go mine!”

Dictionary Reviews Continued from p.64

includes a large number of IT and telecom terms, and provides fairly complete definitions together with internal links. The terms are listed under a variety of categories, and can be accessed by clicking on the desired term. “Webopedia.com” also contains a large number of IT and computer-related terms. In this case, the term is typed into a box and searched, and a very brief definition is provided with internal links. I give these as examples of the two main methods for searching for terms once one has entered an online glossary. Industry associations and private companies sometimes post glossaries on their websites. Many are monolingual, but some are bilingual. I have found that some Japanese companies like to post glossaries of JIS (Japanese Industrial Standards; see www.jisc.go.jp/) terminology pertaining to their particular field on their sites. These glossaries typically contain both the Japanese and English terms, along with definitions in Japanese. In addition, many companies now post their catalogues on the web, which makes it easier to track down a particular product or part. Catalogues, particularly those with pictures, are often far more useful than mere word lists.

In this review, I have not delved deeply into language-specific or subject-specific online glossaries and dictionaries. I believe that online dictionaries and glossaries have to be tested by each translator according to specific individual needs. My purpose here has been to give a very general overview of some of the types of terminological research tools available on the web that can be found through the use of search engines.

John F. Bukacek is a Japanese—English technical translator and interpreter, with concentrations in biology and medicine. He was the founding administrator of ATA’s Japanese Language Division, and is the founding and current president of the Chicago Area Translators and Interpreters Association. Contact: jbukacek@japanesetranslations.com.
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Washington, DC 20035-5200
Tel: (202) 255-9290 • Fax (202) 234-5656
johnvazquez@msn.com • www.ncata.org

- The Professional Services Directory of the National Capital Area Chapter of the American Translators Association (NCATA) has gone online. It lists NCATA members and the services they offer, together with additional information that enables translation and interpretation users to find just the right language specialist for their projects. Bookmark www.ncata.org and check out the NCATA directory. If you maintain language-related webpages, you may want to include a link to the directory. NCATA is always interested in comments and suggestions.

**Affiliated Groups**

Michigan Translators/Interpreters Network (Mtin)
P.O. Box 852
Novi, MI 48376
Tel: (248) 344-0909 • Fax: (248) 344-0092
izumi.suzuki@suzukimyers.com
www.mitinweb.org

Utah Translators and Interpreters Association (UTIA)
P.O. Box 433
Salt Lake City, UT 84110
Tel: (801) 359-7811 • Fax: (801) 359-9304
jcallemen@aol.com • www.utia.org

**Other Groups**

This list gives contact information for translation and interpretation groups as a service to ATA members. Inclusion does not imply affiliation with or endorsement by ATA.

American Literary Translators Association (ALTA)
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MC35, P.O. Box 830688
Richardson, TX 75083-0688
Tel: (972) 883-2093 • Fax: (972) 883-6303
erl@utdallas.edu
www.literarytranslators.org

Austin Area Translators and Interpreters Association (AATIA)
P.O. Box 13331
Austin, TX 78711-3331
Tel: (512) 707-3900
president@aatia.org • www.aatia.org

The California Court Interpreters Association (CCIA)
345 S Hwy 101, Suite D
Encinitas, CA 92024
Tel: (760) 635-0273 • Fax: (760) 635-0276
ccia345@earthlink.net • www.ccia.org

Chicago Area Translators and Interpreters Association (CHICATA)
P.O. Box 804595
Chicago, IL 60680-4107
Tel: (312) 836-0961
webmaster@chicata.org • www.chicata.org
Colorado Translators Association (CTA)
3054 S Xanthia Street
Denver, CO 80025
Tel: (303) 743-7719
presidentcta@cs.com
• For more information about the online directory, newsletter, accreditation exams, and professional seminars, please visit www.cta-web.org.

Delaware Translators Network (DTN)
2401 Pennsylvania Ave. #912
Wilmington, DE 19806
Tel: (302) 655-5368
levinx@cs.com

Delaware Valley Translators Association (DVTA)
606 John Anthony Drive
West Chester, PA 19382-7191
Tel: (215) 222-0955
cytran@compuserve.com

El Paso Interpreters and Translators Association (EPITA)
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El Paso, TX 79902
Tel: (915) 532-8566 • Fax: (915) 544-8354
grdelgado@aol.com

Houston Interpreters and Translators Association (HITA)
P.O. Box 421343
Houston, TX 77242-1343
Tel: (713) 202-6169
www.hitagroup.org

The Kentucky Translators and Interpreters Association (KTIA)
P.O. Box 7468
Louisville, KY 40257-0468
Tel: (502) 449-4499
E-mail: ktiapresident@yahoo.com

Metroplex Interpreters and Translators Association (MITA)
712 Cornfield Drive
Arlington, TX 76017
Tel: (817) 417-4747
www.dfw-mita.com

National Association of Judiciary Interpreters and Translators (NAJIT)
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Seattle, WA 98133-8704
Tel: (206) 367-8704 • Fax: (206) 367-8777
headquarters@najit.org • www.najit.org

New England Translators Association (NETA)
27 Wachusett Avenue
Arlington, MA 02476
Tel: (781) 648-1731 • neta@coetrans.com • www.netaweb.org

New Mexico Translators and Interpreters Association (NMTIA)
P.O. Box 36263
Albuquerque, NM 87176
Tel: (505) 352-9258 • Fax: (505) 352-9372
uweschroeter@prodigy.net
www.cybermesa.com/~nmtia
• Membership Directory available for $5. Please make check payable to NMTIA and mail your request to the address listed here, or contact us by e-mail.

The Translators and Interpreters Guild (TTIG)
962 Wayne Avenue, Suite 500
Silver Spring, MD 20910
Tel: (301) 563-6450 • (800) 992-0367
Fax: (301) 563-6020
info@ttig.org • www.ttig.org

Washington State Court Interpreters and Translators Society (WITS)
P.O. Box 1012
Seattle, WA 98111-1012
Tel: (206) 382-5690
www.witsnet.org

International Groups
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Fédération Internationale des Traducteurs/International Federation of Translators (FIT)
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Australian Institute of Interpreters and Translators, Inc. (AUSIT)
P.O. Box A202
Sydney South, NSW 1235 Australia
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Toll-free: 1-800-234-5030
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