STEPPING OUT ON CAPITOL HILL:
ATA’S FIRST ADVOCACY DAY
IN WASHINGTON, DC
Priorities!

I often tell people that my main problem in life is wanting to do everything. During my term as ATA president, it will surely be impossible to do everything I’d like to do, so I’ve set some priorities—the most important projects that I’d like us to accomplish between now and 2019. I’d like to share some of these priorities with you so that you know what’s on the horizon for our Association.

My first priority, and one that we’re already working on, is a new website. Our website is ATA’s public presence, and it’s a key resource for current members, prospective members, and translation clients. Over the years we’ve added (and added!) to our website, so much so that it can be difficult to find the information you’re looking for. Additionally, our website is becoming outdated in terms of design/usability and mobile-friendliness, both of which are critical in the online age. Fortunately, our website redesign task force, chaired by Board member Karen Tkaczyk, is already at work determining what we want in a new site. Stay tuned for updates!

Next, I’d like to see us expand our professional development opportunities, adding at least one new offering to our current slate of options. We have a thriving conference and an extensive webinar series and webinar library. To this, I’d like to add in-person seminars and/or online courses. By the time you read this, we’ll have tested this model with an in-person certification exam prep session in Boston, with the morning focused on the English>Spanish exam and the afternoon for all languages into English. The success of our pre-conference Advanced Skills and Training Day has shown us that ATA members want hands-on, advanced level training, and we’re excited to expand our offerings in that area.

During David Rumsey’s term as president, ATA became much more involved in lobbying and advocacy efforts, creating our Government Relations Committee and holding our first (sold-out!) Advocacy Day at the 2017 Annual Conference. For more on Advocacy Day, see page 8. I’d like us to continue and even expand those efforts so that the voice of the language professions is heard by government agencies and lawmakers.

In some areas, we simply need to keep doing what we’re doing. Our Public Relations program has been revitalized in recent years, and I will support the continuation and expansion of our PR efforts during my term. We’ve also made great strides in terms of parity between interpreters and translators in ATA, with our Credentialed Interpreter designation being rolled out in 2017. I look forward to exploring ways to further support and include interpreters within ATA.

What’s on the horizon for our Association? Here are some priorities that I’d like us to accomplish between now and 2019.

Finally, I look forward to working with President-elect Ted Wozniak and the rest of the ATA Board on ways to bring the next generation of translators and interpreters into the fold. ATA needs to target new graduates—those from translation and interpreting programs, and those wondering what to do with their foreign language degrees. We need to reach out to the many translators and interpreters in the U.S. who don’t yet know about ATA or haven’t yet joined our Association. We need to show them that ATA membership is the route to becoming a true language professional.

I thank all 10,500+ ATA members for your support, and I look forward to serving you during my time as president!
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A Native American ‘Sesame Street’ could help save dying languages

“Focusing on children is crucial to saving the Diné language. While there are 7,600 traditional Diné-only speakers and about 169,000 Navajo-English fluent speakers still in the United States, the language will not survive if children are not learning it. Just as we help children learn English and Spanish through educational programs like ‘Sesame Street,’ shouldn’t we do the same with Native American languages?”

Learn more: http://wapo.st/2BLSmV1

Language of Sustainable Development | Natalie Pavey

I was so pleased to read that Natalie Pavey had adapted her ATA57 presentation on sustainable development into an article in the November/December issue (“You’re Not Fluent Yet! Speaking the Language of Sustainable Development”).

Our planet is at a crossroads. Continuing down our current path will likely not end well. While many in the U.S. deny that climate change is real, the world has agreed that humans are responsible for an alarming rise in global temperatures that is causing a host of issues for people around the globe. These issues disproportionately affect those in poverty (i.e., the people who most need assistance through the sustainable development initiatives Natalie describes).

As the article points out, sustainable development initiatives are accelerating around the world. We, as translators, can be part of the solution by doing what we do best: facilitating communication. Natalie’s list of resources is comprehensive and helpful, and I look forward to exploring it more.

Finally, this article is full of pearls of translation wisdom: use plain language, focus on good writing, trust your intuition, integrate your passions into your work, and use your skills as a force for good and change. We could all stand to be reminded of these a bit more often.

Ben Karl | Reno, Nevada

“How Long Will It Take You to Type This in English?” | Ros Schwartz

I love this! Translation is no different than writing from this point of view. Every book, in my experience as a writer and translator, dictates its own timing and intensity. Unfortunately, when I work in more corporate settings, such as advertising and subtitles, the schedule is set by the boss at the expense of quality.

Orlando Ferrand | Bronx, New York
The ATA Board of Directors met October 28–29, 2017 in conjunction with the Annual Conference in Washington, DC. Here are some highlights from the meeting.

Welcome: President Corinne McKay welcomed the new Board of Directors, including President-elect Ted Wozniak, Secretary Karen Tkaczyk, Treasurer John Milan, and Directors Madalena Sánchez Zampaulo (re-elected), Geoff Koby (re-elected), and Elena Langdon. In addition, Tony Guerra was appointed to fill the director vacancy created with Karen Tkaczyk’s election to secretary. (Tony will serve until the October 2018 election.) They join Evelyn Yang Garland, Melinda González-Hibner, Cristina Helmerichs, Frieda Ruppaner-Lind, and Faiza Sultan.

New Certification Exams: The Board approved the Certification Committee’s request to add English into Arabic and Chinese [simplified and traditional] into English to the program. The addition of these language pairs is the result of the efforts of two groups of dedicated volunteers. The English into Arabic work group was led by Elias Shakkour and the Chinese into English group was led by Jim Jones and Doug McNeal. The Certification Program now offers testing in 30 language combinations.

Appointments: The Board approved the following committee appointments:

- Ethics Committee: Jill Sommer (chair) and members Jennifer Guernsey and Tricia Perry
- Finance and Audit Committee: John Milan (chair), Corinne McKay, Ted Wozniak, Karen Tkaczyk, Evelyn Yang Garland, and Geoff Koby

The Board meeting summary is posted online. The minutes will be posted once they are approved at the next Board meeting. Fast meeting summaries and minutes are also posted online at www.atanet.org/membership/minutes.php. The next Board meeting will take place in Miami, Florida, January 20–21, 2018. As always, the meeting is open to all members, and members are encouraged to attend.

Be Sure to Renew
Membership renewals have been mailed. It’s easy to renew online, if you prefer. Just go to www.atanet.org/renew.php. (Renew your Active, Corresponding, or Associate membership for three years for $510 and save $75!) Thank you for your support and membership in 2017. We look forward to serving you in 2018!
Call for Nominations: ATA Directors

The 2018 Nominating and Leadership Development Committee is pleased to announce the call for nominations from ATA’s membership to fill three directors’ positions (each a three-year term). Elections will be held at the Annual Meeting of Voting Members on Thursday, October 25, 2018, in New Orleans, Louisiana.

Under ATA’s Bylaws, all Active members of ATA are eligible to run for elected office. Active members are those who have passed an ATA certification exam or who are established as having achieved professional status through Active Membership Review (see the box below for more information on this process). Active members must be citizens or permanent residents of the U.S. Other member categories are not eligible to serve as officers or directors. However, any member may submit a nomination. Members of the Nominating and Leadership Development Committee are not eligible to run for elected office.

2018 NOMINATING FORM ONLINE
Members may make a nomination using the relevant forms online (www.atanet.org/elections.php). Nominations should be submitted as early as possible so that the Nominating and Leadership Development Committee can fully consider proposed candidates. The deadline is March 1, 2018. Submit the form at the elections page referenced above, or email, mail, or fax the completed form to:

David C. Rumsey
Chair, ATA Nominating and Leadership Development Committee
American Translators Association
225 Reinekers Lane, Suite 590
Alexandria, VA 22314 USA
Fax: +1-703-683-6122
E-mail: Walter@atanet.org

If you plan to put names forward for nomination, please contact the potential nominees first, explaining your intention and the fact that a nomination does not guarantee a formal invitation to run for office. If a nomination is not put forward by the Nominating and Leadership Development Committee to ATA’s Board of Directors, an individual may still petition to be added to the slate of candidates by submitting the nomination in writing along with the signatures of at least 60 voting members endorsing the nomination. The petitions must be received by the Nominating and Leadership Development Committee no later than 30 calendar days after first publication by the Board of Directors of the names of the candidates proposed by the committee.

All ATA officers and directors serve on a volunteer basis: please do not nominate colleagues who express serious concerns about service or who have conflicting priorities.

Become an ATA Voting Member!
Apply for Active Membership Review

Who is eligible to become a Voting member? ATA Associate members who can demonstrate that they are professionally engaged in translation, interpreting, or closely related fields may be eligible for Voting membership. The qualification process, called Active Membership Review, is free and online!

Why should I become a Voting member? Voting membership opens doors to your participation in the Association—take part in ATA elections, volunteer for Division and Committee roles, and increase your professional networking possibilities.

Check it out at www.atanet.org/membership/memb_review_online.php.
Stephanie Tramdack Cash


Stephanie Tramdack Cash, 66, of Cape May Court House, New Jersey, died December 14, 2017.

Stephanie began her professional career as a financial analyst with Delaware Investment Advisers in Philadelphia. She worked as a program manager with the Scherman Foundation and as a portfolio manager with Scudder, Stevens & Clark, both in New York. She then moved to Montreal, Canada, where she worked as a portfolio manager with Bolton Tremblay, Inc., and then as an institutional portfolio strategist for McNeil, Mantha Inc. and Lévesque, Beaubien, and Geoffrion. She was certified as a Chartered Financial Analyst. Since 2004, Stephanie worked as a freelance French>English translator of financial, energy, and maritime documents for international clients.

Stephanie’s contributions to ATA were numerous. She served as chair of ATA’s Business Practices Education Committee and as co-moderator of ATA’s Business Practices Listserve. She also helped develop The ATA Guide to a Translation Services Agreement. As a member of ATA’s Public Relations Committee, she worked on its Writers Group, contributing articles to trade publications to educate the general public and business community about who translators and interpreters are and what they do. She also helped develop ATA’s Client Outreach Kit. She led the “Stretch, Breathe, and Move” session at ATA Annual Conferences for many years. She was also an active member of ATA’s French Language Division and the Delaware Valley Translators Association.

Lee Chadeayne

Lee Chadeayne, 83, a freelance translator and editor, former university professor, and business owner, died in Boston on March 25, 2017. Lee had been a member of ATA since 1970. An ATA-certified translator (German<>English, French>English), he served as editor of The ATA Chronicle in 1993.

Born in White Plains, New York, December 22, 1933, Lee was the son of Leander F. and Marie E. (Jessen) Chadeayne. He earned a BS in German from Columbia University in 1959 and an MA in foreign languages from Ohio State University in 1966. He was a professor of German and French at Ohio State University, Boston University, and Northeastern University. After his retirement from teaching, he founded Wordnet, Inc. in 1975. Lee was a charter member of the American Literary Translators Association (ALTA), where he was the editor of ALTA News (2006–2008). In recent years, Lee worked as a freelance editor and translator for Amazon Publishing. His translation credits for Amazon include The Hangman’s Daughter and The Dark Monk, both by Oliver Pötzsch. In addition to his translation work for Amazon, Lee was a copyeditor for the American Arthritis Society newsletter.

His daughter, Marie E. Chafe, shared the following story concerning the photo above. “While we were on vacation, we stepped into a bookstore and found one of his translated books (The Dark Monk) on the shelves. It was the first time we came across one of his works—and far from home, too. He was delighted!” ☑️
ATA’s 58th Annual Conference in Washington, DC was an opportunity too good to pass up! It was the right time and place for ATA’s first Translation and Interpreting (T&I) Advocacy Day. On October 25, nearly 50 translators and interpreters participated in a morning advocacy training workshop before traveling to Capitol Hill, where they met with staffers in 68 Congressional offices.

Why advocate? Above all else, advocacy is about educating Congress on issues and policies affecting the T&I industry. But even more important is proposing a solution. Explaining the problem is not enough. Advocacy Day participants focused on three T&I issues during their Congressional office meetings, summarized in the Statements on Advocacy Issues and Recommendations for Action (links to the statements are provided at http://bit.ly/ATA-Advocacy-Day):

1. Inaccuracies in Prevailing Wages Rate Determinations for Translators and Interpreters
2. Machine Translation versus Human Translation
3. Language Services Procurement: The Need for the Best Value Approach

T&I Advocacy Day 2017 was hosted by ATA in partnership with the Joint National Committee for Languages (JNCL). JNCL, along with the National Council for Languages and International Studies (NCLIS), lobbies Congress and the Executive Branch on behalf of the language community.

So, what was it like to have the opportunity to meet with their Congressional representatives and be a voice for our industry? The organizers and participants share their thoughts on Advocacy Day below.

MARIA PULCINI (MANAGING POLICY ANALYST AT JNCL-NCLIS)

The JNCL-NCLIS was pleased to help plan and execute ATA’s first T&I Advocacy Day. We hold an annual conference, Language Advocacy Day, in February each year, where representatives from the language professions—both education and industry—meet with their Congressional delegations to voice priorities and issues concerning the language enterprise. Since ATA’s Annual Conference was being held in Washington, DC, we saw this as an opportunity not only to maintain our presence as a collective voice and resource for Capitol Hill on all things language, but also to put the spotlight on the industry side of our work.

We understood that participants would come from a variety of backgrounds and experience in the language industry, so we worked closely with ATA leadership to choose issues that attendees would feel comfortable discussing in their meetings with representatives. We also developed solid briefing materials for a Congressional audience based on the Statements on Advocacy Issues and Recommendations for Action mentioned earlier. The focus of the materials, as well as the overall messaging of the event, was improving working conditions for the language
industry, particularly in relation to how the industry works with the federal government. We realized that many of the offices we would be visiting might not be aware of how vital the language industry is to economic growth, national security, and social justice. Having representatives from the industry workforce present to tell this story was an added benefit because it placed a constituent voice behind this powerful message.

In the coming months, JNCL will be working with Congress to act on the recommendations that were made during the meetings. We look forward to continued advocacy endeavors with ATA to help elevate working and contracting conditions for the language industry.

DAVID RUMSEY
(ATA PAST PRESIDENT)

Why did ATA decide to do an Advocacy Day? First, it was a question of convenience. It would have been an incredible missed opportunity not to take advantage of having ATA’s Annual Conference in DC without reaching out to public officials regarding translation and interpreting. There had been several government-related issues over the past two years where ATA spoke out on behalf of the T&I industry, including the Special Visa Program for Iraqi and Afghan interpreters, the situation for interpreters working in immigration courts, and use of machine translation by local governments.

Why turn to JNCL-NCLIS? JNCL-NCLIS is the key lobbying organization for the language industry, and ATA is a member. They have organized lobbying events with Congress in the past that included the American Council on the Teaching of Foreign Languages, Modern Language Association, as well as ATA, and which stressed the commercial benefit to the country of support for foreign language education in the nation’s schools. JNCL-NCLIS had extensive experience in organizing these types of events.

Why did we pick the topics we did? We wanted to find topics that would be relevant to both translators and interpreters and others at ATA. We also wanted to find topics where we could provide members of Congress with very specific recommendations that they could take action on. We settled on the issues of 1) how the Bureau of Labor Statistics is calculating our average wages, 2) the model the government uses for creating some of its language services contracts that focuses on cheapest price versus quality, and 3) encouraging the government to preemptively create guidelines around the use of machine translation within the government.

How did ATA members respond to the event? Judging by the number of members signing up to participate, we think it was very well received. We quickly met the maximum number of registrants. We’re hoping that this will not only inspire attendees to maintain contact with the officials they met, but perhaps inspire other members to reach out to their representatives.

Nearly 50 translators and interpreters traveled to Capitol Hill, where they met with staffers in 68 Congressional offices.

ANDIE HO (TEXAS)

Why did you want to do this? I love learning new things and decided that by attending the Advocacy Day training provided prior to traveling to Capitol Hill, I could not only aid our industry, but learn a useful life skill. The training provided us an opportunity to prepare before our meetings by learning about the federal issues that impact language services professionals, the challenges and opportunities for growth of the profession, and best practices for advocacy. All I had to do was arrive at the conference a little earlier than usual.

Did you go off script? I attended two of my three meetings (those with my senators’ offices) with a colleague who is an interpreter, and she had anecdotes that starkly illustrated what can happen if translation and interpreting are treated like commodities. Her experiences went above and beyond our prepared speeches and really made the staffers sit up and take notice.

Can’t make it to Capitol Hill? Here are a few tips on how to approach representatives at the local level.

There are many ways to get involved in advocacy locally!

- Get to know the staffers at your local representatives’ offices.
- Make excuses to visit your representatives from time to time and email regular updates on issues you care about from the state or district (breaking news, bills in Congress that concern your topic, etc.). The important thing is to keep T&I on their radar screens!
- Hold meetings with district offices to discuss both local and national issues related to T&I.

All of this starts with having a clear vision of policy priorities for the field, as well as a cohesive strategy to achieve them.

When I attended my third meeting with my representative, alone, I stuck to the information provided in the Statements on Advocacy Issues and Recommendations for Action that were given in our training session. I rehearsed the material in my head (in the bathroom!) beforehand and made the words my own.

Do you feel empowered by this kind of advocacy? Absolutely. Visiting Capitol Hill and meeting with staffers expanded my horizons, both personally and professionally. The experience took me outside my comfort zone, but being able to communicate confidently face-to-face with my representatives is a useful skill, not only to champion our profession, but to advocate for my personal beliefs as well.

What are your thoughts about the effectiveness of advocacy? Advocacy in this form—that is, constituents contacting their representatives individually—requires large numbers to make a splash.
Many people, including members of Congress, don’t even know our industry exists, and we’re not as flashy an industry as some others. So, we have a lot of work to do to 1) inform clients that we’re a formal, professional industry, 2) educate our representatives about issues concerning our profession, and 3) compete with endless other groups to make our voices heard. Advocacy Day was a great start, but if more of our colleagues did the same, it would boost our signal that much more.

What happened that you didn’t expect? The staffers were extremely courteous and professional. It wasn’t that I expected them to be rude, but politics is so fraught these days that perhaps I was prepared for the worst. But without fail, everyone we met greeted us warmly, offered us beverages (always Dr. Pepper, the state soft drink of Texas!), and listened attentively to what we had to say. They took notes and asked questions. It helped that we weren’t discussing hot button issues.

The focus of the materials, as well as the overall messaging of the event, was improving working conditions for the language industry, particularly in relation to how the industry works with the federal government.

KAREN TKACZYK (COLORADO)
Why did you want to do this? Advocacy Day was an opportunity to receive training on something completely new and to stretch myself outside my comfort zone by visiting Capitol Hill.

What did you think about the issue statements and recommendations prepared by JNCL-NCLIS? The position statements impressed me when I received them, and I tried to absorb the material as I prepared for the day. As well as the statement printouts we were to hand off to staffers, we received several pages of helpful tips on what to expect and information on navigating Capitol Hill. (There are tunnels—who knew?) After the fact, I can also say that having these preparation materials also meant we neophyte lobbyists had something solid on which to base our discussions—and a fallback when we were nervous.

How were you received by staff? The receptions varied from dry to warm and friendly. We had been warned in the training to expect a range of responses and to avoid using any keywords that might trigger partisan hackles. (For example, it’s probably best not to mention the Affordable Care Act in my Freedom Caucus Representative’s office!)

Did you feel you made a difference? Yes. None of the three staffers we met appeared to know anything much about language issues and how our industry works. A few seemed to think that using machine translation was not a wise option for anything that mattered, so that led to some light humor. I felt that we had raised awareness of how our industry operates with many self-employed small business owners. One of the staffers in particular seemed especially intrigued by the ideas we shared with him from the Statements on Advocacy Issues and Recommendations for Action and appeared to be convinced that they had value.

Did you follow up in some way? If so, how? The three Coloradans in my group visited both senators together and then split up to meet two of our representatives. We emailed those four staffers after the fact. Two responded immediately, and one had already forwarded the material and our names to a committee that he thought was the best place to get more information or further our efforts. He encouraged us to contact them directly.

Will you continue lobbying at a local level? Yes, I hope to. I would not feel intimidated to arrange a meeting with my representatives’ offices now. This was a wonderful experience that I am thankful for.

Andie Ho is a French>English translator with more than 20 years of experience translating for the food industry. She is an alumnna of Kent State’s graduate translation program and began her career as a project manager before moving into translation full-time. Her background includes a bachelor’s degree in French, a minor in mathematics, a performance at Carnegie Hall, and a stint at a criminal forensics laboratory—all of which influenced her translation work today. Contact: andie@andiehotranslations.com.

Maria Pulcini is managing policy analyst at the Joint National Committee for Languages-National Council for Languages and International Studies (JNCL-NCLIS). In addition to managing the JNCL-NCLIS office and membership, she is responsible for external communications and liaises with Congressional offices to execute policy priorities. Prior to joining JNCL-NCLIS, she was living in Rome, Italy, working in various capacities for her undergraduate university, the American University of Rome, where she completed her undergraduate degree in international relations with a minor in Italian studies. Contact: mpulcini@languagepolicy.org.

David Rumsey is the immediate past president of ATA. A long-time veteran of the language industry since 1990, he has been a project manager, localization engineer, and a freelance translator and editor focusing on Scandinavian and German technical documentation. Contact: nordictranslator@gmail.com.

Karen Tkaczyk is the secretary of ATA. She works as a French>English freelance translator. Her translation work is highly specialized, being entirely focused on chemistry and its industrial applications. She has an MChem in chemistry with French from the University of Manchester, as a well as a diploma in French and a PhD in organic chemistry from the University of Cambridge. She worked in the pharmaceutical industry in Europe. After relocating to the U.S. in 1999, she worked in pharmaceuticals and cosmetics. She established her translation practice in 2005. Contact: karen@mcmillantranslation.com.
Before delving any further into modern economic theory, though, it’s important to mention what this has to do with the language services industry. The astute freelancer may realize that these concepts can be readily applied to our reality. How are our services valued? What is their marginal utility? Are we offering something that has value in use, value in exchange, or perhaps both? This article explores these concepts to provide a framework aimed at helping language services professionals understand the market better, where they stand in it, and what they can do to improve their current position.

To answer the titular question regarding rates, we first need to establish a few premises. For starters, our analysis will be limited to the translation market, although this same analysis could easily be applied to the interpreting market. More specifically, we shall examine the situation of professional freelance translators currently working in this market, who understandably would like to earn more, but don’t have a lot of options to improve their income. In general, they can: 1) work more hours, 2) increase their output of words per hour, or 3) increase the money they earn per word. For now, let’s assume that said freelancers are already working as many hours as possible and producing as many words per hour as they can. That leaves one option: raising their rates.

Is that even possible? If so, how? And what are the constraints? To answer these questions, we need to define a few economic concepts, starting with value.

Value:
Value, in our case, comes from offering a service that someone wants and is both willing and able to pay for. There are many language pairs out there that aren’t commercially “valuable” because there isn’t enough demand or enough consumers willing and able to pay for them. For instance, Navajo>Hungarian is a language pair unlikely to offer a feasible career path. French>Spanish, on the other hand, is a different story.

Scottish philosopher Adam Smith, in his seminal work, Wealth of Nations, formalized this thought exercise, which has come to be known as the diamond-water paradox. No one needs a diamond to live, he wrote, yet its scarcity seems to lend it value. On the other hand, everyone needs water to survive, but its relative abundance makes it cheap.

As such, Smith concluded, there must be more than one type of value. He differentiated between value in use and value in exchange. Water is very useful, but it won’t buy you much, whereas diamonds are relatively useless, but in exchange, they buy quite a bit. Thus, value in exchange must depend on both scarcity and a concept that has come to be known as marginal utility, which shall be discussed in more detail later.

For millennia, humans have struggled with the concept of value. Why are some things more valuable than others? Who decides? Why, Plato pondered, are rare things so valuable, when others, like water, are not?

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the skills needed to be a professional translator or the experience required to translate in a specific field. The upshot is that the more scarcity there is in a “valuable market,” the greater the relative value of those scarce professionals.

Marginal Utility: Likewise, we need to have a basic understanding of marginal utility, which in our case refers to the relative usefulness of a service being offered. For instance, if there aren’t any qualified translators available in a language pair, then the first translator to offer these services is going to have very high marginal utility. In other words, she will be “valuable.” But as more and more translators begin offering that same language pair, the less valuable each of their individual services will be to the market as it becomes saturated. This leads to a more general concept in economics called the law of diminishing marginal utility. In short, the more of a given service there is on offer, the less valuable one more “unit” of that service is going to be.

Supply and Demand: Our market, like any other, consists of supply and demand. Normally, we think of ourselves as consumers, on the demand side, while businesses provide the supply. But to understand the language services market, we need to flip this model so that we, as language professionals, are the supply. We supply words, and our supply is limited by both our productivity and time.

On the other side, demand comes from those who need translation services, such as agencies, businesses, the government, hospitals, or even individuals. The important thing on the demand side is to bear in mind that anyone who wants our services is also going to face a budget constraint, which means they have a certain amount of money they’re “willing and able” to spend on our services.

Consumer Perception: Consumer perception is another factor affecting market rates, which, for language services, means how businesses, agencies, or the government view them. When consumers perceive value, they are more willing to pay for it, which raises a series of questions for our market. Do buyers of language services understand the services being offered? What value do they place on them? What are their budget constraints? And can any other competing services (for instance, machine translation) be used instead? All these variables will have an impact on final market rates.

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Marginal Utility: Likewise, we need to have a basic understanding of marginal utility, which in our case refers to the relative usefulness of a service being offered. For instance, if there aren’t any qualified translators available in a language pair, then the first translator to offer these services is going to have very high marginal utility. In other words, she will be “valuable.” But as more and more translators begin offering that same language pair, the less valuable each of their individual services will be to the market as it becomes saturated. This leads to a more general concept in economics called the law of diminishing marginal utility. In short, the more of a given service there is on offer, the less valuable one more “unit” of that service is going to be.

Supply and Demand: Our market, like any other, consists of supply and demand. Normally, we think of ourselves as consumers, on the demand side, while businesses provide the supply. But to understand the language services market, we need to flip this model so that we, as language professionals, are the supply. We supply words, and our supply is limited by both our productivity and time.

On the other side, demand comes from those who need translation services, such as agencies, businesses, the government, hospitals, or even individuals. The important thing on the demand side is to bear in mind that anyone who wants our services is also going to face a budget constraint, which means they have a certain amount of money they are “willing and able” to spend on our services.

Consumer Perception: Consumer perception is another factor affecting market rates, which, for language services, means how businesses, agencies, or the government view them. When consumers perceive value, they are more willing to pay for it, which raises a series of questions for our market. Do buyers of language services understand the services being offered? What value do they place on them? What are their budget constraints? And can any other competing services (for instance, machine translation) be used instead? All these variables will have an impact on final market rates.

Anyone who wants our services is also going to face a budget constraint, which means they have a certain amount of money they’re “willing and able” to spend on our services.

THE INTERPLAY OF SUPPLY AND DEMAND

Both supply and demand are subject to economic “laws.” When discussing these laws, economists employ a Latin term, ceteris paribus, generally translated as “all else being equal.” In other words, to simplify our analysis, we start by examining just supply or demand, without any other variables coming into play.

The law of supply is fairly simple. As the market price increases for a service, suppliers, or in our case, translators, will offer more of their services because they can make more money doing so. Hence, there is a direct relationship. Price goes up, supply goes up—ceteris paribus.

The law of demand is the opposite. As the market price increases, consumers will demand fewer services because more expensive services eat up more of their budget. This is an indirect relationship, which depends upon both marginal utility and budget constraints. Price goes up, demand goes down—ceteris paribus.

The interaction of supply and demand results in a market. Conflicting forces push one another toward equilibrium. The rub is that they won’t ever achieve it. Prices are always changing. Equilibrium is a moving target. But it’s these forces of supply and demand that help determine prices, or, in our case, the rates available for language pairs.

Why are supply and demand always shifting? Scarcity tends to be the key. In general, when supply exceeds demand, prices fall. And when demand exceeds supply, prices rise. Why? To answer that question, we need to examine the market supply of translations in more detail.

There are lots of variables that determine supply. First, as already stated, is the existing price on the market, which is sometimes referred to as the going rate. As the going rate rises or falls, supply will change accordingly. The next variable is the labor required to offer it. In our case, this means the number of translators on the market and how much, on average, they get paid for their services. We also have to take into account available technology, taxes, and subsidies, plus the prices of related services, such as machine translation. Clearly, this analysis is not simple. But isolating these factors is the first step to being able to explain the market’s machinations.

On the demand side, we also start with the going rate. Then we look at variables such as consumer budgets, the price of complements and substitutes, consumer tastes and preferences, the total number of consumers out there for a given language pair, and expectations about current and future pricing, as well as advertising and marketing. As each of these factors change, the demand itself for translation services will change in response.

COMPETITIVE MARKETS

Of course, not all markets are the same. They range from what economists call a monopoly—where one provider or translator completely dominates the market—to pure competition, where there are so many translators and buyers of their services that no individual has any market power over any other. As you are probably aware, most markets fall somewhere in between these two extremes.

The language services market, for most language pairs, is one in which there are lots of translators on the supply side and lots of consumers on the demand side. Hence, our market is relatively competitive. What is the implication? People sometimes (erroneously) talk about language services as being commodities. That is, a situation where everyone is offering the same thing. But for an economist, commodities have a specific definition: a commodity is a standard, interchangeable product. It’s a good, like corn or gold, where there
is no differentiation. Commodities are absolutely identical. Thus, from an economic standpoint, it’s pretty clear that language services are not commodities. Why? Because they can be differentiated. And differentiation, it turns out, is a freelancer’s best friend.

DIFFERENTIATION

Differentiation is one of the key aspects of a competitive market with seemingly similar products or services, which must meet minimum requirements. But translations, as we all know, are all different. And when these differences add value for the consumer, they provide an avenue for language professionals to affect their price.

As language professionals, we need to ask ourselves what makes our services different. I have proposed a pyramid of differentiation to help us understand this concept better. (See Figure 1 at right.) At the bottom of the pyramid are the basic requirements to work in our field: knowledge of two or more languages. Everybody needs this skill to work as a translator. Moving up higher, in terms of differentiation, one may have a degree in a language or a specialization in certain fields, such as legal, medical, technical, or finance. Differentiating even further, we move up a step higher to adding specific skills, like desktop publishing or expertise in computer-assisted translation tools, or experience in another country or another field. And finally, at the top, is a question mark, regarding what ultimately differentiates one qualified language professional from another. Only that individual can make that determination.

SO, WHAT CAN ONE DO?

Having introduced the economics concepts above, we can now take a stab at answering our initial question: Why can’t I raise my rates?

The answer comes in multiple parts. First, language services are offered on relatively competitive markets, where individuals have limited economic power. Our services are difficult to differentiate. Consumers may not be capable of valuing a good translation over a bad one. Scarcity of qualified translators varies considerably among language pairs. The cost of “alternative services,” like machine translation, is low and attractive, even if quality isn’t commensurate. And technology, in general, is constantly changing expectations and cost structures.

While this analysis may sound disheartening, it should not be misconstrued as hopeless. We do have a range of possible prices in every commercial language pair, which tends to vary with quality, experience, skills, reliability, etc.

So, what, specifically, can an individual freelancer do? The short answer is: differentiate, differentiate, differentiate.

By definition, differentiation is going to be different for everyone. The important thing for individual freelancers is to determine how their services add value to their customers. By differentiating from the competition, they create the opportunity to charge more.

A few of the ways differentiation can succeed is through improved quality, expertise, consistency, productivity, business development, and unity. Unity, in this case, refers to individuals joining forces through professional associations, such as ATA. Since each of us, on our own, has relatively limited power to help the industry understand quality and differentiate one translation from another, a professional association is one way in which, together, we can educate the public and ensure that our consumers value us more like diamonds and less like water.

John M. Milan is the treasurer of ATA. An ATA-certified translator (Portuguese>English), economist, writer, and lecturer, he has over 20 years of experience in language services. He has an MS in microeconomics from Ohio State University, where he was a Foreign Language and Area Studies fellow, concomitantly specializing in Portuguese translation during his graduate studies. He also has degrees in international political economy and Spanish from Indiana University and studied abroad in Madrid, Spain, as an undergraduate. He has been involved in the Carolina Association of Translators and Interpreters, an ATA chapter, for over 10 years, serving on its board of directors for eight years and as president from 2013–2016. From 1996 to 2005, he was based in São Paulo, Brazil, lecturing as an adjunct professor of economics at a local university, while also working as a freelance translator and consultant. Contact: john@milanlanguageservices.com.

Figure 1: Language Professional Differentiation Pyramid
The evidentiary translator should observe like a detective, be faithful like a court interpreter, and decide like a judge.

Many translators make evidentiary translation their specialization, but others reading this article will be freelancers whose translations are used in the courts without their knowledge because their agency clients don’t tell them. In both cases, the end user will evaluate the work based on its suitability as legal evidence. Beyond customer satisfaction, if your translations are going to be used in the justice system, you naturally want them to be well suited to the administration of justice. This is no minor consideration. To produce a translation that’s suitable for use as evidence, we must take a specific approach that differs greatly from best translation practice in other fields.

Fortunately, there are some role models we can turn to for guidance. The evidentiary translator should observe like a detective, be faithful like a court interpreter, and decide like a judge.

SPOTTING DOCUMENTS THAT MAY BE USED AS EVIDENCE

Our first job as a detective is spotting those documents that may be used as evidence. This is easy if you see that each page is stamped with “Confidential—Attorney’s Eyes Only” or bears a Bates number (a page identifier that starts with a trial name or letter code followed by a long serial number), which is used as a method of indexing legal documents for easy identification and retrieval.¹ (See Figure 1 on page 15 for an example.) There are also some documents that are evidentiary by nature, such as birth certificates, diplomas, and licences. Published patents also fall into this class, unless you’re specifically told that they are being translated for another purpose. But even when something lands in your inbox with no context, there may be clues pointing to its potential use as evidence that a good detective can spot.

The first is the file format. It’s exceedingly rare for legal evidence to be in the form of an editable text file, such as Microsoft Word, HTML, or a file formatted for use by a computer-assisted translation tool. Documents for court submission are overwhelmingly in PDF format. This characteristic is particularly telling in the case of documents that you would otherwise expect to receive in editable format. Scanned journal and newspaper articles, PDF copies of emails and letters, screen grabs of websites, hard copies of financial reports, and printed advertising are all more likely to be used to prove what happened in the past than to serve some new purpose in the future. Another giveaway is the document’s age. If you’re asked to work on medical records, contracts, or expense reports that date back several years, ask yourself why they are being translated now.

For an evidentiary translator, the document is the witness.

Once you’ve done your preliminary detective work, it makes sense to confirm your suspicions with the client. While agencies don’t always know how the translations they broker will be used, if you think it’s likely that a document is being used for evidence, try asking the agency if the client is a law firm. Even when dealing with direct clients, a common answer to questions about these sorts of documents is that they “just want to know what it says.” While that may be true for the moment, there’s good reason to take a longer view. Now is the time to step into your role as a judge.

PREPARING EVIDENTIARY TRANSLATIONS

It’s routine for people to review documents, including translations, well before deciding whether to begin civil litigation. Once the wheels of justice start turning, however, they will invariably
submit the documents they reviewed for information, including any translations, as evidence. A tiny subset of super-smart attorneys will go back to the translator at this point and ask if there are any changes that need to be made before it's submitted to the court. Most, however, will just file it, either as-is or with a certification provided by the agency. To be on the safe side, if you decide that the translation is likely to be used as a basis for legal determinations at any point, you'll serve your client best by preparing it as an evidentiary translation.

An evidentiary translation is defendable by one feature above all: fidelity. In the fields of literature, advertising copywriting, company reports, and user manuals, good translations are adapted to the reader with the goal of producing the same reading experience that a reader of the source text would have had. In this context, best practice calls for us to be more faithful to what the author meant than to the specific words they used. For example, a translation of a user manual might say “two feet” back from the screen, rather than “a half a meter.” A localizer might replace the phrase “a cup of coffee” with “a glass of tea,” depending on the country. But you can imagine the problems these translations would cause if they were presented as evidence in a product liability lawsuit or a trial for murder by poisoning.

**Follow the Court Interpreter’s Code:**
This is where we turn to the role model of the court interpreter. The Code of Conduct for Court Interpreters in Washington State Courts, for example, tells interpreters to interpret “thoroughly and precisely; adding or omitting nothing, and stating as nearly as possible what has been stated in the language of the speaker, giving consideration to variations in grammar and syntax for both languages involved.” It reminds us that it’s not appropriate to interject “personal moods or attitudes.” Similarly, the U.S. Federal Court Interpreter Orientation Manual states: “The principal aim of interpreters is to give as exact a rendition as possible, using direct speech. This is true whether the language is nonsensical, fragmented and contradictory; or whether it is erudite, philosophical, and highly technical discourse. Interpreters are tasked with remaining unobtrusive so that the fact finders can concentrate on the witness rather than the interpreters.”

For an evidentiary translator, the document is the witness. It’s easy to understand that a court interpreter should not fix the errors or smooth out the rough patches in what a witness says. Equally clearly, they should not add extra information to make it easier for the jury to understand, or recast what is said to match the culture of court. These principles apply equally well to written translation.

**Maintain One-to-One Correspondence Between the Source and Target:** A translation that’s faithful to the approach followed by court interpreters is generally referred to as a “literal translation,” which can be defined as: *an exact and accurate reproduction of the entire content of the source text without embellishment or modification.* Working with the goal of literal translation doesn’t mean that word-for-word calques are acceptable. A reasonable set of rules would be to reproduce the meaning, respect sentence breaks, use consistent vocabulary and phrasing, and maintain one-to-one correspondence between the source and target.

The first four rules are self-explanatory, but there are many ways to approach one-to-one correspondence. The key idea is not to leave anything out and not to add information that was not found in the source text. If you’re not sure, imagine yourself in court with a diagram showing the source text sentence and, below that, your translation, with arrows drawn to show how the various parts of your translated sentence all came from corresponding places in the source. The arrows might not be straight since, for example, a verb at the end of the source text might appear at the beginning of the translated sentence. In many diagrams there would be some arrows going between individual words and others between entire phrases. And some arrows might go from one word in the source to a four-word phrase in the target, or the other way around. What matters is that the arrows in your imaginary diagram account for everything. If you can’t do this, or if you’re not sure that the judge would accept the explanation you give for one of the arrows, rework your translation until you feel confident.

**Check Everything—Small Details Matter:** Before submitting your faithful and exact translation, it’s important to read it through again, but this time returning to the role of the detective. Specifically, imagine the detective on TV who notices the details that everyone else misses. Think of the scene in which the cops are gathered around the corpse, taking pictures and looking for clues,
EVIDENTIARY TRANSLATION FOR U.S. COURTS continued

If you decide that the translation is likely to be used as a basis for legal determinations at any point, you’ll serve your client best by preparing it as an evidentiary translation.

but our detective is off in a corner eying a discarded gum wrapper, or over by the door staring at a pair of neatly lined-up shoes. Sometimes it’s the little details that tell the most important story.

If we struggle diligently to find the best way to accurately reproduce the colloquial jargon in the minutes from a meeting but rush over the list of attendees at the end, we may find we’ve missed the only piece of information our client cared about. Likewise, no matter how precisely we translate complex legal provisions in a letter of intent, if we fail to include the fax header at the top, we may have left out the proof that the entire case could have rested upon. Handwritten annotations, stamps, and even page numbers can all constitute vital evidence. We must never be so consumed by the corpse in the middle of the floor that we let the details slip by unnoticed.

WHAT IF YOU’RE ASKED TO CERTIFY THE TRANSLATION?

After exercising your newfound detective skills you may be asked to certify your translation. It might also happen that you deliver your translation without a certification and are asked to sign one at a later date. In both cases, you will be back to playing the role of the judge in deciding what, if any, certification is appropriate.

While it’s common for translators to certify that their translations are faithful, unless you have agreed otherwise in advance, there’s no obligation for you to do so. For example, if an agency asks for a “quick and dirty” same-day translation and then comes back six months later asking for certification, it’s reasonable to decline or suggest that you first perform a separately billed review of your own work.

In the U.S., there’s no single agreed-upon format for certifying translations. Statements can range from a simple, “I certify that this translation is true and accurate to the best of my knowledge and belief,” to multi-page declarations prepared by lawyers listing all your qualifications and employing words like “solemn” and “perjury.” It’s up to you to decide if the statement is reasonable and true. For example, unless you happen to be infallible, it’s best not to certify that a translation is accurate without including qualifying language that mentions “knowledge and belief.” If you don’t like the way the statement is worded, have it rewritten or don’t sign it. It’s your statement, and that makes you the judge.

BE PREPARED, BE CONFIDENT

By following the examples of detectives, judges, and court interpreters, you’ll be confident in providing a translation that’s suited to its purpose and reflects well on both you and your client.

NOTES


Martin Cross began his career as an in-house editor of Japanese patent translations in Tokyo more than 30 years ago. He lived in Italy and France for many years, where he translated from Italian and French into English. He has served as an expert witness on translation in patent litigation on multiple occasions. Currently, he is president of Patent Translations Inc., where he continues to translate and edit translations and train translators and editors about the ins and outs of patent translation. Contact: cross@patenttranslations.com.
Copyediting for Stand-Out Style in Any Translation

“Style”—what a vague term! But don’t despair. Just answer a few simple questions at the start of every project to define your copyediting goals and provide consistent, quality work every time.

Style is the sum of all your drafting decisions, from choosing whether to be playful or serious or whether to use semicolons versus full stops. You don’t often have to make most of these decisions from scratch when translating—instead, you’re recording what the original author preferred. But to copy an author’s unique style, you first need to understand what decisions had to be made in the initial draft that resulted in the copy you’re rewriting.

**STEP 1: GETTING BROAD-STROKE GUIDELINES**

First, make sure you understand the goal of the text. Read the source through once, then ask yourself: Is the author trying to convince someone to buy a new financial product? Explain a safe at-home soap-making technique? Describe the location of a prime stargazing site? You should be able to define the specific purpose of the text in one short sentence, no exceptions. For instance, the article you’re reading now aims to explain how to define an author’s style in terms of copyediting decisions to improve the quality of your translation services. If the goal of the source text isn’t obvious, consult your client immediately—you may have bigger editing issues than simple misplaced commas.

**STEP 2: DEFINING CLIENT PREFERENCES**

Now, read through your source text one more time and write down any patterns you see. How does the author play with sentence length? Are there lists, section headings, or other structural features? Is the text humorous or serious; formal or casual? What word choice and punctuation preferences stand out or stray from the norm? I use a two-column table to organize my answers. (See Table 1 on page 18.)

If time is limited (and it often is), you can always print a blank table to fill in as you begin to translate or revise. Take notes as you dig into your substantive work. By the time you’re about halfway through the project, you’ll have a complete style sheet without having eaten into your deadline too much.

Both the advance prep method and the ad hoc method provide the same

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To copy an author’s unique style, you first need to understand what decisions had to be made in the initial draft that resulted in the copy you’re rewriting.
COPYEDITING FOR STAND-OUT STYLE IN ANY TRANSLATION continued

Table 1: Sample Table for Organizing Client Preferences

<table>
<thead>
<tr>
<th>Spelling</th>
<th>Use American standards (color, humor, gray)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Punctuation</td>
<td>Client prefers to omit extra “s” in plurals with “s” plus apostrophe (the IRS’ decision, not the IRS’s decision)</td>
</tr>
<tr>
<td>Word Choice</td>
<td>Use “undocumented” rather than “illegal” to describe immigrants.</td>
</tr>
<tr>
<td>Numbers</td>
<td>Round up to nearest dollar ($498.95 -&gt; $499)</td>
</tr>
<tr>
<td>Hyphenation/Compound Words</td>
<td>Healthcare = single word, decision-making = hyphenated</td>
</tr>
<tr>
<td>Acceptable Foreign Words</td>
<td>Don’t translate person’s title (use Mme. Pernaud, not Mrs. Pernaud)</td>
</tr>
<tr>
<td>Unacceptable Words</td>
<td>Client dislikes nationality “English” — use “British” instead.</td>
</tr>
<tr>
<td>Formatting (Lists, Abbreviations, etc.)</td>
<td>Section headers are boldface, subheads are italicized</td>
</tr>
<tr>
<td>Other</td>
<td>Shorter sentences, lots of puns, don’t use bullet points</td>
</tr>
</tbody>
</table>

Table 2: Examples of Into-English Translation Issues

<table>
<thead>
<tr>
<th>Source Issue:</th>
<th>Common Error:</th>
<th>Revise To:</th>
</tr>
</thead>
<tbody>
<tr>
<td>French run-on sentences</td>
<td>Keeping target same length</td>
<td>Use semicolons at natural breaking points.</td>
</tr>
<tr>
<td>Hungarian instructions state “We do this, then we do that”</td>
<td>Literal translation</td>
<td>Use command form for verbs.</td>
</tr>
<tr>
<td>French use of the ellipsis…</td>
<td>Keeping the ellipsis…</td>
<td>Full stop or switch to “etc.”</td>
</tr>
</tbody>
</table>

Make sure you understand the goal of the text.

result: a solid basis for consistency from the first paragraph of the text to the last, and from your first project with your client to the next. If you choose the latter method, just remember to go back to the beginning and re-edit the parts you looked at before your style sheet was complete. You have to apply your style rules consistently to the whole text for your efforts to show.³

STEP 3: IDENTIFYING ADDITIONAL NEEDS

Defining the source author’s style is not the end of constructing the copyediting roadmap for translation. Authors often make the decisions you notice in Steps 1 and 2 consciously, but few actively mull over the more subtle aspects of language that translators should.

Cultural references are an obvious example. Even Americans who have never watched a baseball game in their life use phrases like “She hit a real home run with that idea” or “Just give me a ballpark figure.” Baseball is often not a key theme to the documents that use these expressions. Just how literal should you be in your translation, then? Look at the goal of the text and the target audience description you wrote down in Step 1 to decide how to handle idioms. (A note of caution: you may want to discuss your decision with your client. Despite my attempts to dissuade him, a news website owner insisted that I translate idioms literally, every time, as a “window into the source culture.” The resulting expressions often sounded odd in English, but the client was happy!)

Idioms aren’t the only text feature that should absolutely change your word choice, sentence length, and argument structure.

Education level, age, and ability should absolutely change your

These copyediting issues are far easier to track over time, rather than with each project. Reading the examples here probably made you think of recurrent issues in your own language pair—if so, write them down now! You can use a table here as well to organize the style preferences of your target language. Table 2 at left contains a few into-English translation examples.

FINAL THOUGHTS

A bit of organization at the beginning of a project can save you a lot of time and energy during the review stage of your translation project, and customizing your review to each client’s preferences will certainly increase the quality of your language services. Remember, the goal of any translation is to successfully convey an author’s information and personality regarding these more nuanced text features truly demonstrate your value as a translator or reviser.

French sentences, for example, often go on for dozens of lines longer than English readers like. However, the length of the “wordy” French sentence often has a rhetorical purpose; enter the strategic use of semicolons. They are a tidy compromise between the author’s desire to use longer sentences and the target language’s need for pauses to allow readers to process information.

Or consider this. In Hungarian, instructions are often given in the present tense, first-person plural (e.g., “First we open flap A, then we attach part B”). The author doesn’t really care what verb tense is used to provide directions. The goal is to provide instructions in the culturally accepted standard format for the target audience. In an English translation, then, we can switch to command form without straying from the original style intent (e.g., “Open flap A, then attach part B”).

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Defining the source author’s style is not the end of constructing the copyediting roadmap for translation.

NOTES

1 For even more detail than can be included here on the concept of style, try The Sense of Style, by Steven Pinker (Penguin Group, 2014), http://bit.ly/Sense-of-Style.


Carolyn Yohn is a professionally trained copyeditor who provides revision services to law firms, education consultants, and nonprofit organizations. She translates French and Hungarian legal and academic texts into American English under the name Untangled Translations. She was officially approved (agréeé) by the Consulate General of France in San Francisco for translation in 2015. She is the Sacramento-area ambassador for the Northern California Translators Association, an ATA chapter. Contact: carolyn@untangledtranslations.com.

NEW CERTIFIED MEMBERS

Congratulations!

The following people have successfully passed ATAs certification exam:

**English into Chinese**
Lenny Yang
Woodhaven, NY

**English into Japanese**
Rika McKenna
Mead, WA
Hajime Sato
Tustin, CA

**English into Russian**
Alexander Tinnikov
Dunmore, PA
Olga Vidrenko
East Windsor, NJ

**English into Spanish**
Diana Arbiser
Boise, ID
Eric Ayala
North Chesterfield, VA
Mariana Benson-Larkin
Los Angeles, CA
Anna Martorell Fuste
Studio City, CA
Marissa Aguayo Gavilano
Rochdale, United Kingdom
Eliana Rey
Seattle, WA
Susana Sherman
Monroe Township, NJ

**French into English**
Christopher Allen
Indianapolis, IN
Felicity Bézard
Santa Clara, CA
Christine Clay
Seattle, WA
Arwen Dewey
Seattle, WI
Natalie B. Higgins
Sterling, IL
Ben Karl
Reno, NV

**German into English**
Matt Baird
Niederkassel, Germany
Kristina Cosumano
Hořetín, Germany
Laura E. Freeburn
Burlington, WI
Eva Weissman
New York, NY

**Japanese into English**
Hajime Sato
Tustin, CA

**Portuguese into English**
Linda A. Burns
Sunnyside, NY
Elias Shakkour
Chicago, IL

**Spanish into English**
Laura Bailey
Atlanta, GA
Melissa M. González
Austin, TX
Jessica Hartstein
Houston, TX
Rachel Thorson Hernandez
Arlington, VA
Omkar S. Kalaskar
Washington, DC
Cynthia Yordán Ramírez
Toa Baja, PR
Emily Safrin
Portland, OR
Claire Ziamandanis
Chestertown, NY
Pro/f ile of ATA 2016–2017 School Outreach Contest

Winner: Marybeth Timmermann

This year’s ATA School Outreach Contest winner impressed her audience with real-life localization examples!

Marybeth Timmermann, an ATA-certified French>English translator, is the winner of the 2016–2017 School Outreach Contest. She won a free registration to ATA’s 58th Annual Conference in Washington, DC for an all-smiles photo taken during her presentation at Greenville High School in Greenville, Illinois, where she spoke to students in the school’s advanced Spanish class about translation.

RAISING AWARENESS ABOUT TRANSLATION IN SMALL-TOWN ILLINOIS

Marybeth had been reading about the School Outreach Program and contest in The ATA Chronicle for many years and had always been interested in participating.

In March 2017 she gave her first School Outreach presentation about translation to her son’s Spanish class at Greenville High School. “I just called his teacher and asked if I could present,” Marybeth says. “He was very excited to have me.”

“Greenville is a small town and we don’t have much contact with people who speak foreign languages,” Marybeth explains when asked about her motivations for giving a presentation. “Other languages just aren’t a part of our lives, so I wanted to stress the idea that translating is something people do, not just something that phones and Google Translate do.”

Marybeth decided to speak to the school’s advanced class because they were juniors and seniors in high school who had chosen to study Spanish as an elective. Since studying languages is considered impractical in her small town, she wanted to challenge that way of thinking before the students went off to college. “I wanted to show them that you don’t just have to be a teacher if you study language. You can do translation or interpreting too.”

Marybeth did a lot of research before starting to prepare her outreach material. “I read through all the presentations that are available on the School Outreach website and listened to one of ATA’s free webinars about the program.” She found that none of the presentations available online quite fit what she wanted to do, so she decided to create her presentation from scratch. She then spent a lot of time researching Spanish
translation examples she could include in her talk. “I don’t speak Spanish, so that was a real challenge.”

When Marybeth started her presentation by speaking French, it came as a big surprise for the students. “This is a small town and I know all the kids. To them, I’m just Matt’s mom,” she says. “They were so shocked to hear me speaking French.”

Having gotten the presentation off to a great start with this attention-grabber, Marybeth moved on to the basics. Topics included the differences between translation and interpreting, common specializations, and places where you can work (e.g., freelance and the private and public sectors).

Her next step was to explain that translation is more than word-for-word substitution by providing a few simple examples from the Spanish translations she had collected during her research. One of the examples she used pointed out that although three words are used to say “I am fine” in English, only two words are needed to say the same thing in Spanish (estoy bien). Marybeth then explained how false friends can lead to serious misunderstandings and got a laugh from students by pointing out that embarazada in Spanish means “pregnant” in English, not its false friend “embarrassed.”

She then moved on to more complex examples using metaphors and idioms from the Dominican Republic, where the class teacher is originally from. Her final example came from a real-life translation her son pointed out to her earlier in the year. They were at a McDonald’s where there was an advertisement for breakfast sandwiches playing on a screen in both English and Spanish. In the English version, the ad ended with text across the screen that said “More Breakfast, More Amazing,” while the Spanish version ended with Más y más y más rico (or “More and more and more delicious”). Her son was surprised to see that the ad used all the same images, but the phrases at the end didn’t say the same thing. Marybeth used this example in class and the teacher helped explain why a literal translation of the English version wouldn’t sound appealing to a Spanish-speaking audience.

Marybeth also spent time talking about the role of technology in translation, including computer-assisted translation tools and machine translation. She wrapped up by discussing how translation is a growing profession by including statistics from the U.S. Bureau of Labor Statistics. She concluded by explaining what the students could do to become a translator or interpreter and mentioned ATA as a great resource for aspiring linguists.

THE WINNING PHOTO
The winning photo of this year’s School Outreach Contest is of Marybeth and the students posing with the result of a translation activity. She gave the students an index card and asked them to write down an example translation that showed one of these:

- Differences in number of words
- Structural differences in the language
- False friends
- Idioms/metaphors
- Cultural differences (used in advertisements, for example)

The students wrote down their answers and then posed with their index cards after finishing the activity. “We had so much fun,” Marybeth says.

A LIFE-LONG ADVENTURE WITH THE FRENCH LANGUAGE
Marybeth also grew up in a small town in Illinois with limited exposure to foreign languages and cultures, but immediately fell in love with French when she started studying it in high school. When attending Illinois Wesleyan University in Bloomington, Illinois, Marybeth decided to double major in mathematics and French. Math was the “smart” choice—something that would get her a good-paying job after college—and French was the major she really loved. She spent her junior year studying in Nantes, France, and quickly realized she wanted to go back one day. She returned to Illinois to finish her degree and then returned to France immediately after graduation to work for a year as an au pair in Rouen.
Profile of ATA 2016–2017 School Outreach Contest Winner: Marybeth Timmermann

It was during a social situation in France that she had what she calls her “aha” moment—when she decided she wanted to work as a translator. “I was in a group social situation where there was a man who only spoke French and many others who only spoke English.” Marybeth says that when an English speaker told a joke that made everyone laugh, the French man was totally lost and afraid the group was making fun of him. “And all the English speakers looked to me, the only bilingual person, to clarify the situation so he would know we weren’t making fun of him. When I bridged the gap was the moment I knew I wanted to work in translation.”

When Marybeth got back from her year working in France, she dove headfirst into a master’s degree at the University of Illinois at Urbana-Champaign. At the time, her university didn’t offer a master’s in translation, so she studied second language acquisition and took as many electives and independent studies in translation as she could. She also worked with a professor there doing research on translation. “I was his assistant and helped him analyze his research.”

Marybeth also taught translation at the University of Illinois at Urbana-Champaign from 2004–2009. “I helped the university develop their first online translation class before their Center for Translation Studies existed,” she says. “I learned a lot while teaching. When I graded students’ translations, it helped me as a translator. I was always improving my own skills, even while teaching.”

Working Part-Time on the Beauvoir Series
After finishing her master’s degree in 1996, Marybeth joined ATA, passed the French>English certification exam, and started working as a part-time freelance translator. She has been working mainly as a contributing translator and editor for The Beauvoir Series, edited by Margaret A. Simons and Sylvie Le Bon de Beauvoir and published by the University of Illinois Press, ever since. Simone de Beauvoir was a French writer and feminist, most widely known for her essay “The Second Sex.” The collaborative project has consisted of translating six volumes of Beauvoir’s collected works, including two volumes of diaries and four volumes containing her philosophical, political, literary, and feminist writings. Three more volumes are forthcoming in the series. Marybeth says the most challenging part of working on this project has been editing. “There have been up to eight translators working on one volume. My job is to review and edit the translations to prepare the volumes for publication. We check it with the source and try to keep the style and voice consistent throughout all the volumes,” she explains.

I Wanted to Show Students That You Don’t Just Have to Be a Teacher If You Study Language.

Getting Involved in the School Outreach Effort
Marybeth says she was thrilled to have received free registration to ATA’s Annual Conference for winning the School Outreach Contest, since initially she had not planned on attending. Although Marybeth is currently working as a part-time translator, she says that “going to the conference this year was a big step to start moving into full-time translation.”

Now it’s your turn to join the efforts of ATA’s School Outreach Program! The 2017–2018 School Outreach Contest is now open and the winner will receive free registration to ATA’s 59th Annual Conference in New Orleans, Louisiana, from October 24–27, 2018. The deadline for submissions is July 18, 2018. The winner will be contacted no later than August 20, 2018. (Please note that you must be a member of ATA or an ATA-affiliated organization to enter.) For more information, visit www.atanet.org/ata_school/school_outreach_contest.php.

Tell Us Your Story!
If you visit schools to speak to students about translation and interpreting, we would love to hear from you—whether or not you decide to submit a photo to the contest. E-mail School Outreach Coordinator Meghan McCallum at meghanraymccallum@gmail.com with a description of when and where you presented and let us know about your memorable experience.

Molly Yurick is a Spanish>English translator specialized in the tourism, hospitality, and airline industries. She has worked as a medical interpreter in Minnesota and as a cultural ambassador for the Ministry of Education in Spain. She has a BA in Spanish and global studies and a certificate in medical interpreting from the University of Minnesota. She is currently living in northern Spain. Contact: molly@yuricktranslations.com.
ALEXANDER GODE MEDAL

Georganne Weller

The American Translators Association is honored to recognize Georganne Weller as the recipient of the 2017 Alexander Gode Medal. ATA’s most prestigious award is named for one of ATA’s founders and its first president, and is presented to an individual or institution in recognition of outstanding service to the translating and interpreting professions.

Georganne has been a conference and legal interpreter (Spanish/Portuguese>English), educator, author, researcher (sociolinguistics and Amerindian linguistics), and staunch advocate for the translating and interpreting professions for more than 30 years. She has worked as a certified federal court interpreter, a contract interpreter for the U.S. Department of State, and a conference interpreter for the Canadian government. She has interpreted for international organizations such as the Organization of American States and the United Nations Educational, Scientific and Cultural Organization (UNESCO). She is a member of the International Association of Conference Interpreters.

Through her interests in translator and interpreter education, she has been instrumental in the development of numerous training programs, including the design of a master’s degree program in interpreting and translation at the Universidad Anáhuac in Mexico. She has also lectured and published extensively in the fields of sociolinguistics, language politics, bilingualism, and indigenous languages at regional, national, and international levels. As a legal interpreter, she has created a professional network linking interpreters of foreign, indigenous, and sign languages to organizations and government authorities, such as the National Institute of Criminal Sciences and the Mexican judiciary.

Over the course of her career, Georganne has championed the preservation of Mexico’s indigenous languages. As the director of linguistic policies at the Mexican National Institute for Indigenous Languages from 2006–2009, she promoted professionalization, training, and the certification of interpreters in these languages—work she continues to this day. She is also a founding member of Mexico’s Civil Association for Public Service and Community Interpreters and Translators. “Indigenous languages are part of the intangible heritage of Mexico, the intangible heritage of the country,” she says. “They carry history, customs, traditions—everything.”

Georganne’s accomplishments have had a tremendous impact on the translating and interpreting professions. ATA is honored to have her as a Gode Medal recipient.

The Alexander Gode Medal is named for ATA’s founder and guiding spirit, who was the first recipient. The medalists represent a record of achievement in a variety of venues, including not only translators and interpreters, but lexicographers, theorists, association leaders, and institutions. This award may be given annually.
Alex Levine

Alex Levine is the recipient of the Ungar German Translation Award for his translation from German into English of *Exploratory Experiments: Ampère, Faraday, and the Origins of Electrodynamics*, by Freidrich Steinle (The University of Pittsburgh Press, 2016).

The 19th century was a formative period for electromagnetism and electrodynamics. Hans Christian Ørsted’s groundbreaking discovery of the interaction between electricity and magnetism in 1820 inspired a wave of research, led to the science of electrodynamics, and resulted in the development of electromagnetic theory. In response, André-Marie Ampère and Michael Faraday developed two competing theories. Although their approaches and conceptual frameworks were fundamentally different, together their work launched a technological revolution that laid the foundation for our modern scientific understanding of electricity.

In this foundational study, Friedrich Steinle compares the work of Ampère and Faraday to reveal the prominent role of exploratory experimentation in the development of science. Focusing on the research practices of Ampère and Faraday, reconstructed from previously unknown archival material, *Exploratory Experiments* considers both the historic and epistemological basis of exploratory experimentation and its importance to scientific development.

Friedrich Steinle is a professor of the history of science at the Technical University of Berlin and president of the German Society for History of Science, Medicine, and Technology.

Alex Levine is a professor of philosophy at the University of South Florida. His earliest years were spent in the U.S., Germany, and Poland. Fully bilingual in English and German, he has a PhD in philosophy from the University of California, San Diego. His first academic position was at the University of Puerto Rico, Mayagüez, followed by 10 years at Lehigh University in Bethlehem, Pennsylvania. He joined the Department of Philosophy at the University of South Florida in 2005. He is coauthor of *From Man to Ape and Darwinistas!* He has published translations from German, French, and Spanish, including Paul Hoyningen-Huene’s *Reconstructing Scientific Revolutions and Formal Logic: A Philosophical Approach*. He is the editor of *Perspectives on Science* (Massachusetts Institute of Technology Press), a journal publishing contributions to scientific studies that integrate historical, philosophical, and sociological perspectives.

The Ungar German Translation Award may be bestowed biennially in odd-numbered years for a distinguished literary translation from German into English that has been published in the U.S.

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**MARIAN S. GREENFIELD FINANCIAL TRANSLATION PRESENTATION AWARD**

Judith Lyons and Mary Lou Bradley

Judith Lyons and Mary Lou Bradley are the recipients of the 2017 Marian S. Greenfield Financial Translation Presentation Award. Judith and Mary Lou presented one advanced session (Financial Technology—Fintech) at this year’s Annual Conference in Washington, DC. They discussed how financial technology (or Fintech) is a rapidly growing disruptive force in the financial sector. New technology, like blockchain (the protocol underlying Bitcoin and other cryptocurrencies), is expected to create long-term systemic changes to the global financial system. Keeping abreast of developments in Fintech and its potential impact on financial products and services, payment delivery and settlement processes, financial regulation, reporting and compliance, etc., will be important for financial translators, who will need to understand how Fintech is affecting the financial sector. The presentation provided attendees with a broad overview of some existing and potential use cases for Fintech, including an introduction to Fintech terminology.

Judith has been a freelance (ATA-certiﬁed: French>English) translator since 2002, specializing in financial and legal texts. Her clients include multinational banks, investment companies, legal ﬁrms, and various direct and agency clients. Prior to translation, she worked for many years in commercial and retail banking in the U.S. and France and in the ﬁnancial units of multinational corporations. She has
a bachelor’s degree in languages and a translation certificate from Georgetown University, as well as a master’s degree in French from New York University.

Mary Lou is a financial translator (ATA-certified: French>English) with seven years of experience. She has been a freelance translator for the past three years. She has 17 years of commercial banking experience, during which she spent 10 years focusing on the electric power generation sector. She has an MS in translation from New York University. She lived in Paris and Milan from 1997–2014, and now shares her time between western Massachusetts and Paris.

Marian S. Greenfield is a past president of ATA (2005–2007) and the New York Circle of Translators. Currently, she is the president of the American Foundation for Translation and Interpretation. She has worked in the translation industry for over 30 years. A translator in New York’s Financial District for 20 years, she is the former manager of translation services at JP Morgan.

The Marian S. Greenfield Financial Translation Presentation Award is offered by the ATA and the American Foundation for Translation and Interpretation to recognize an outstanding presenter of a financial translation session during ATA’s Annual Conference.


Jules Henri Poincaré wrote Sur le problème des trois corps et les équations de dynamique in 1890 for professional mathematicians and astronomers interested in celestial mechanics and differential equations. Poincaré started work on this monograph to answer a question about the stability of the solar system. He sought to prove whether the positions and velocities of planets in the solar system could be represented mathematically (as time-series expansions) for all time. He proved the state of the solar system cannot be predicted arbitrarily far in the future.

In his approach to the problem in this monograph, Poincaré took a very general approach to understanding solutions to the equations of dynamics (Newton's laws of motion expressed as differential equations) for deterministic systems (meaning that there is no friction, heating, or other dissipation of energy). Without trying to solve the differential equations, he studied properties of the solutions with theorems (e.g., recurrence theorem) and geometrical representation (e.g., state space and Poincaré maps). The methods he developed are the foundations for the mathematical theory of dynamical systems, popularly called Chaos Theory.

While the importance of this work has been widely understood, the fact that the original work was written in French has meant that the full scope and brilliance of what Henri Poincaré did has been inaccessible to contemporary English-speaking readers. Bruce's translation of The Three-Body Problem and the Equations of Dynamics provides readers access to Poincaré’s seminal monograph, recognized as a classic in the study of dynamical systems.

Bruce is an ATA-certified French>English translator with a BA in physics from Cornell University and a PhD in astrophysics from Harvard University. He is also a U.S. Patent and Trademark Office registered patent agent. As a professional translator, he performs translations of scientific and technical documents, especially patent applications. As an independent scholar, he applies his love of astrophysics, mathematics, and French to understanding the work of Henri Poincaré.

The S. Edmund Berger Prize for Excellence in Scientific and Technical Translation is offered by the ATA and the American Foundation for Translation and Interpretation to recognize excellence in scientific and technical translation by an ATA member. The award may be given annually.
2018 Honors and Awards Now Open!

ATA and the American Foundation for Translation and Interpretation (AFTI) present annual and biennial awards to encourage, reward, and publicize outstanding work done by both seasoned professionals and students. Awards and scholarships for 2018 include:

- The Alexander Gode Medal, ATA’s most prestigious award, is presented to an individual or institution for outstanding service to the translating and interpreting professions. This award may be given annually. Nominations are solicited from past recipients of the Gode Medal and the membership at large.

- The Alicia Gordon Award for Word Artistry in Translation is given for a translation (from French or Spanish into English, or from English into French or Spanish) in any subject that demonstrates the highest level of creativity in solving a particularly knotty translation problem. Open to ATA members in good standing.

- The S. Edmund Berger Prize is offered by AFTI to recognize excellence in scientific and technical translation by an ATA member. The award may be given annually.

- The Harvie Jordan Scholarship is awarded to an ATA Spanish Language Division member in good standing to promote, encourage, and support leadership and professional development within the division. The scholarship may be given annually.

- The Lewis Galantière Award is given for a distinguished book-length literary translation from any language, except German, into English published in the United States. The award may be given biennially in even-numbered years.

- The Marian S. Greenfield Financial Translation Presentation Award is offered by AFTI to recognize an outstanding presenter of a financial translation or translation-related project. The award may be given annually.

- The Student Translation Award is presented to any graduate or undergraduate student, or group of students, for a literary or sci-tech translation or translation-related project. The award may be given annually.

For complete entry information and deadlines, visit www.atanet.org/membership/honorsandawards.php.

STUDENT TRANSLATION AWARD

Delaney Swink

Delaney Swink is the recipient of the Student Translation Award for her translation project from Spanish into English of Maldito Paraíso (Damned Paradise), by feminist Chilean poet Rosa Alcayaga. Delaney recently earned her BA in international studies and Romance languages from the University of Oregon Robert D. Clark Honors College.

Rosa Alcayaga’s work combines literary and colloquial Spanish, and its cultural allusions range from Biblical-era patriarchs and resistant women heroes to Latin American history and current social-political issues, including gender violence. “Alcayaga incorporates Chilean linguistic features, including contemporary slang, that pose challenges for translation and push me to develop my poetic abilities and cultural knowledge while staying true to the character of the original text,” Delaney says.

The project began in the winter of 2017 at the University of Oregon, when Delaney enrolled in “Bodies Bilingual: Genders and Cultures in Translation,” a course taught by poet and translator Amanda Powell, which focused on theoretical and practical approaches to issues of gender and social justice in translation. It was in this course that she began translating Alcayaga. Since then, she has completed six of 43 poems in Maldito Paraíso.

Delaney’s project also received the Global Oregon Translation Studies Working Group Undergraduate Translation Award. The funding will help her travel to Chile for three weeks in January 2018, where she will meet and work directly with Alcayaga on the project-in-progress.

Delaney is currently an intern at MAPLE Microdevelopment, a U.S.-based international micro financing nonprofit organization. While at the University of Oregon, she was a student ambassador and served as vice president of the International Business and Economics Club. She spent a semester abroad in Rabat, Morocco, through the School for International Training at the Center for Cross-Cultural Learning, where she studied multiculturalism and human rights. She also spent a semester at Pontificia Universidad Católica de Valparaíso in Valparaiso, Chile. She wishes to work in the nonprofit sector in the area of advocacy for women and minority rights domestically and abroad.

The Student Translation Award is presented to any graduate or undergraduate student, or group of students, for a literary or sci-tech translation or translation-related project. The award may be given annually.
When the Unthinkable Happens and Giving Up Work Isn’t an Option

Sometimes life throws you a curveball and the unthinkable happens: a family member is stricken with a long-term illness and you suddenly have to take on the role of caregiver.

Caring for a loved one can be physically and emotionally draining and as time-consuming as looking after a baby, but often with none of the happy milestones marking a transition from one phase to another. Being a caregiver takes large chunks out of your available work time, plus it often doesn’t put you in the frame of mind to focus when you finally do manage to sit down at your desk.

Giving up work entirely is not always a financially viable option for the family. In my case, I’ve had no choice but to cut down on my hours and learn to work smarter. Although my earnings have dropped by about 20% during the past two years that I’ve been a caregiver, I estimate that the time I spend translating, on administration tasks, and other work-related matters is 50% less. I now very rarely work in the evenings or during weekends, and I certainly don’t always work a full day either during the week. My goal is to get back to the same level of earnings without increasing the number of working hours. In the following, I would like to share a few of the ways I’ve managed to ensure that the unthinkable didn’t turn into a financial disaster for my family.

Reduce unnecessary spending. As a family, we went through our standing orders and direct debits and were able to cut down quite a few expenses. We looked at our insurance policies and switched to cheaper options providing the same level of coverage. Next on the chopping block was our cable television package. We also took advantage of good deals at Christmas and changed our cell phone plans. We try to shop smarter in general by not going crazy in the supermarket, checking prices, and making better choices. Bringing your expenses down lessens the burden of having to earn, which helps reduce the pressure (and stress) on you.

Stop spending so much time on social media. I don’t blog/tweet/share quite as much as I used to. I don’t want to give up social media altogether, as it’s a way of staying in touch and staving off isolation when you’re mostly tied to the home. But not being online so much is definitely a good way of finding time you thought you didn’t have to work more. I now rarely comment on LinkedIn forums and I’ve removed myself from several Facebook groups.

Use a Smartphone. Now that cellphones are more like mini computers than phones, they’re essential for keeping in touch with clients when you’re out and about. Despite my efforts to cut down on the emails I receive, a considerable number still pour into my inbox daily. Using my phone to sort through them means I’ll have more time for work when I get to my desk. And despite what I said above about...
social media, having Twitter, LinkedIn, Facebook, and WordPress (for my blog) on my phone helps me stay in touch with friends, colleagues, and keep abreast of translation news.

Get a computer-assisted translation (CAT) tool. I used the same CAT tool for ages, but it became really slow once I updated to the latest Windows and Microsoft Office software, so I recently switched to memoQ. Unfortunately, this means I’ll have to spend time I really don’t have learning how to use this CAT properly, but I’m hoping future time gains will more than compensate. Another reason for changing my CAT is that I want to try Slate Desktop (again, in the hope that it will enable me to work more efficiently), which doesn’t work with my old tool. Recent results with memoQ have been promising so far.

Dictate your translations. I’ve been using Dragon NaturallySpeaking (DNS) for a while and it really does speed up the translation process once you get over that initial hurdle of feeling awkward saying everything aloud. DNS used in combination with Wordfast and the new Office software constantly made everything crash. I’ve not experienced any of these annoying problems with memoQ so far.

Choose your translation/revision jobs wisely. This is easy to say, and I don’t always get my analysis stage right. When you have limited time available to work and you need to maximize your earnings, you have to assess job offers carefully and reject any that might pose complications (e.g., formatting, terminology, difficulty level, clunky style, etc.), or you could miss your deadline.

Don’t get too booked up. Caregiving can be unpredictable and sometimes eats up substantial amounts of the time you were planning to allocate to work. If you leave some room in your schedule, you can catch up later. Being particular about the jobs you accept and rejecting anything with a tight deadline might mean you end up saying “no” far more often than you used to. Some days I reject everything I’m offered and then have no work at all, but this is preferable to letting a client down or putting myself in a pressurized situation when home life is stressful enough.

Inform your client when things go wrong. If you find that you cannot make the deadline, you need to tell your client as soon as possible. I’ve been working with some of my clients for well over a decade and I told them about my situation when circumstances beyond my control ate into my buffer and I knew it was impossible to complete the assignment on time. Obviously, not everyone is going to be so understanding, which is why it’s important to let your clients know as soon as possible.

Being a caregiver takes large chunks out of your available work time, plus it often doesn’t put you in the frame of mind to focus when you finally do manage to sit down at your desk.

Work for the right clients. I’m not actively seeking any direct clients at the moment as I know I don’t have time to take care of all their requirements. I also steer clear of agencies with tight turnarounds, strict deadlines, and a tendency to dock your pay if you deliver late.

Maximize concentration when working. I often listen to music especially put together to improve brain power when I need to free my mind and knuckle down. I’m currently paying for Focus@Will, although you’ll find lots of playlists to aid concentration on Spotify for free.

Learn to work in smaller chunks. I’ve always preferred to translate for long stretches at a time and felt it wasn’t worthwhile to settle down to work unless I had at least an hour available. Now I’m having to change that mindset to make use of any chunk of time, even 15 minutes, just to power on and get things done. This works for translating, but is no good for revising/editing my own and others’ translations when I need a much longer uninterrupted period to concentrate properly.

Have a shorter to-do list. I got the idea of a three-item to-do list from Elisabeth Hippe-Heisler’s Translation and Minimalist blog. Just trying to achieve things per day rather than writing a long list of tasks that I would find impossible to achieve is far more calming and satisfying when I manage to tick them off.

Build a support network. Combining caregiving with earning a living can make it difficult to meet up with friends and colleagues, as social and translation events often clash with caring duties or work. I’m always grateful when a family member or friend offers to help because I need breaks to recharge my batteries. As freelancers, it’s especially important to take advantage of any opportunities to stave off isolation. If I can’t get out to see people, I can always invite them to visit me instead.

Look after yourself. This is probably the tip I’m worst at, but I’ve been putting in more of an effort recently. I dress in clothes that make me feel good about myself and always wear some jewelry and perfume. I’m also trying to spend more time exercising, relaxing, and eating more healthily. I won’t be any good to anyone if I get sick and am unable to look after my family or do any work.

Notes

Nikki Graham is a proof-editor and Spanish>English translator and reviser specializing in leisure, tourism, hospitality, journal articles, education, and localization. She is a qualified member of the Institute of Translation and Interpreting (MITI), having passed the ITI exam in the subject of leisure and tourism. She is also a member of Mediterranean Editors and Translators, an association of language professionals who work mainly into or with English. You can find her blog, My Words for a Change, at https://nikkigrahamtranix.com/blog. Contact: nikkigraham@cantab.net.
Microwavable Notebooks and Other Contraptions

As a conference interpreter and university instructor, I’m always on the lookout for technological developments that can benefit the interpreting profession. This includes devices that will allow the user to transfer handwritten notes and illustrations into a digital format.

What’s the significance of such technology for me? In my professional life, I prepare assignments, teach, attend professional development events, and write articles for professional publications. Over the years I’ve amassed a considerable amount of information that is scattered in digital and analog formats. It’s quite frustrating to know that I have a useful tidbit somewhere but can’t find it. It would be much easier to find what I’m looking for if my notes were accessible in digital format. Here is some information on a few products that will help create a digitalized archive for your notes.

ROCKETBOOK WAVE NOTEBOOK

For many of us, the combination of pen and paper is still the ideal way to take notes. The Rocketbook Wave Notebook provides the freedom of a traditional pen and paper notebook while allowing the user to transfer notes into a digital format. The notebook is available in two sizes and comes with a Pilot FriXion pen. Each page in the Rocketbook features a Quick Response barcode and seven symbols that can be used to link to cloud destinations like Dropbox, Google Drive, iCloud, or your inbox. Here’s how it works:

- Download the Rocketbook app to your smartphone.
- Using the Pilot FriXion pen, write or draw whatever you like.
- When you’re done, open the app and point the phone at the page. It automatically takes a picture of the notes, which can then be transferred immediately as jpegs or PDFs to whichever digital destination you indicated by marking the appropriate symbol on the page.

- Once the pages you scanned have reached their destination, you’ll be able to share, print, or archive the files.

What if you run out of pages? The big advantage here is that the paper is reusable. When the Rocketbook Wave is full, simply place it in the microwave (yes, you read that right!) with a mug of water on top of it and microwave until the logo on the cover turns white. The pages are now wiped clean and can be reused up to five times. If you have the Rocketbook Everlast, you can simply wipe the page with a moist towel and reuse it endlessly. (The folks at Rocketbook even provide instructions and a video detailing how you can erase pages safely: http://bit.ly/erasing-pages.)

LIVESCRIBE 3 SMARTPEN
www.livescribe.com/en-us/smartpen/ls3

The Livescribe 3 Smartpen has a transcription feature that was unavailable in older versions. This pen is also paired with an app, the Livescribe+, which transfers notes into a digital format instantly. This is an improvement from older versions of Livescribe, where you had to connect the pen to your computer to transfer notes. The pages in the Livescribe notebooks feature an innovative dot pattern that tells the smartpen precisely what you’ve written or drawn. Livescribe paper is available at competitive prices in a variety of sizes and styles, and can even be printed for free from the developer’s website with a laser printer.

EQUIL SMARTPEN
www.myequil.com/home

If you still prefer regular paper and your ink tips of choice, you could try the Equil Smartpen. It works on any paper using your preferred ink tip. This is because the pen comes with a Bluetooth sensor that you can attach to any notebook. This connects the pen to the app: the Equil Note. Again, this pen can be used without a smartphone or tablet because its sensor is capable of storing up to 10,000 pages that can be transferred to a digital format when you connect to the app.

In the field of technology, there is always something new to explore. Granted, what works for someone may not work for someone else, but it’s always exciting to explore new gadgets.

INTERPRETERS FORUM | BY MAHA EL-METWALLY

Maha El-Metwally is a conference interpreter for Arabic, Dutch, English, and French. She works for a wide range of international organizations, including the European institutions and the United Nations. She also teaches conference interpreting at the University of Surrey. In addition to ATA, she is a member of the International Association of Conference Interpreters and the Chartered Institute of Linguists. She also serves on the board of the Institute of Translation and Interpreting. She has an MA in interpreter training from the University of Geneva. Contact: maha@culturalbridges.co.uk.
Interview with Abdelhafid Missouri, Arabic Interpreter

My guest today is Abdelhafid Missouri, a U.S. citizen who was born in Morocco. He has been an Arabic<>English conference interpreter with the U.S. Department of State since 2010.

One of his most high-profile assignments was in May 2017, when he accompanied President Donald Trump's team to the summit between the U.S. and the Cooperation Council for the Arab States of the Gulf (GCC) in Riyadh, the capital of Saudi Arabia. Abdelhafid was also on the White House interpreting team at the U.S.-Africa Leaders Summit in 2014. He has interpreted for various American secretaries and undersecretaries, and has worked in military settings as well.

Abdelhafid studied at the King Fahd School of Translation in Tangier, Morocco, in 1993. In 1994, he earned a BA in English language and literature from Sidi Mohamed Ben Abdellah University in Fes, the central Moroccan city often referred to as the country's cultural capital. He then earned an MA in foreign language teaching at L’Ecole Normale Superieure in Rabat, Morocco, in 1997. He moved to the U.S. and settled in Philadelphia in 2004. He earned a certificate in politics from the Fels Institute of Government at the University of Pennsylvania in 2010.

Abdelhafid was a professor of Arabic at the University of Pennsylvania's Asian and Middle-Eastern Studies Department and College of General Studies from 2004 to 2005. More recently, he was a professor of Arabic at Temple University (Center City Institute) in Philadelphia from 2005 to 2010.

Thank you, Abdelhafid, for joining us today. Let's start with a little background. You were born in Morocco?

I was born in Berkane, which is in northeastern Morocco, a 30-minute drive from the beautiful beaches of the Mediterranean Sea. But when I was five, my father moved us to his birthplace, Missour, the capital of the province of Boulemane, about 125 miles east of Fes.

Where and how did you learn English? Did you speak English at home? What other languages do you speak?

I began studying English in the tenth grade in 1987. My teacher, a Peace Corps volunteer, told me, "You’re doing very well. You should continue to study English." That did it. From that point forward I spoke only English, even at home. I also watched shows on the Dish Network incessantly, the BBC constantly, and insanely sought out anyone with whom I could practice my English. It turns out that my decision to speak English was not such a crazy one after all. Now, all over Morocco, everyone, especially the younger generation, wants to learn English. I also speak French, to which I was formally exposed in the third grade.

How did you become interested in languages?

Morocco is multicultural and multilingual by nature. Moroccans don’t necessarily expect a foreigner to speak to them in their native language. They accept foreign languages so readily that they enjoy meeting people from other countries and are always pleased to engage others in their languages. As a Morroccan, I started learning formal Arabic in first grade, French in third grade, and, as I mentioned earlier, English in tenth grade.

What prompted you to study translation? Was it a popular field of study at that time and place? Did you specialize in any particular kind of translation?

By ninth grade I was good at French and started wondering why the English I would soon be learning in tenth grade uses the same alphabet, and even more or less the same sounds, but is a different language. This curiosity made me think about the structural and semantic similarities and differences between languages. So, in 1992, I decided to apply to the King Fahd School of Translation in Tangier, Morocco. I passed the exams and was admitted.

As to whether translation was a popular field of study at that time, I can say that it was seen as a way to attain a good position and status. After all, Morocco is only about 10 miles from Spain. Translation has always been a promising field in North Africa, but the King Fahd School of Translation in Tangier is the only well-established school in the country.

As for specialization, students at the King Fahd School are given a wide range of material with which to work, including legal terminology and reports on world affairs. The school boasts of having Moroccan, Sudanese, British, and Iraqi teachers who provide a wide range of perspectives and methodologies.

Did the King Fahd School of Translation also teach interpreting? Was their curriculum based on Modern Standard Arabic?

The King Fahd School of Translation is an ideal place to learn the secrets of our profession. The curriculum is taught in Modern Standard Arabic (MSA), so there are no dialects involved. While I’m sure the school has made numerous changes to their curriculum since I was there in 1992–1993, I remember that even though we mainly worked on translation, we had many opportunities to practice interpreting.
that a United Nations interpreter would come from time to time to teach us about working for international organizations, which made me think of interpreting as an introduction to elite discourse and world affairs. The school offers many programs, including an MA in simultaneous interpreting.

What was your first interpreting assignment?
In the 1990s, I spent a lot of time as an amateur interpreter with Peace Corps volunteers in Missouri, but my first professional assignment was at the Criminal Justice Center in Philadelphia, Pennsylvania. After that, I worked as a contract judiciary interpreter in civil, criminal, and family divisions for the court systems of Pennsylvania, New York, Delaware, and New Jersey. For me, this was an essential and gradual progression toward becoming a professional interpreter. Once I got a good grip on my working languages (Arabic and English), the courts introduced me to a world of legal systems, processes, and terminology unlike anything I had ever experienced.

What brought you to the U.S.?
My Peace Corps volunteer English teacher planted the promise of the American dream in my head in 1987. Having been raised in a poor village, of which I’m very proud, I felt I needed to learn more about the place known as the most powerful country in the world, the country that supposedly addresses injustices, redresses grievances, welcomes immigrants and refugees, and gives everyone a chance.

The Middle East is a large, diverse region. Arabic is one of the most widely spoken languages, but there are other important languages and dialects there as well: Farsi, Hebrew, and so on. Arabic is an ancient language and I understand that it’s fairly similar to Hebrew, but not so close to Farsi. Would a speaker of MSA be able to interpret in most of the countries in the region?
The Middle East is indeed a very diverse region where you’ll meet Arabs, Iranians (Persians), Jews, Kurds, Turks, Armenians, Nubians, Greeks, and Azeris. There are 22 Arabic-speaking countries in the Arab World, located in the Middle East, North Africa, and the Gulf region. In each of these countries, you’ll find three levels of Arabic. Classical Arabic, as found in the Qur’an or the conversation and writings of learned men, is the domain of religious scholars and students. Muslims—both elites and commoners—often quote from the Qur’an in their everyday conversations. That’s why those who lack a good command of Classical Arabic or who are unfamiliar with the Qur’an risk committing atrocious blunders when interpreting.

The second level of Arabic you’ll find in the Arab world is Fusha, or Modern Standard Arabic, which is the language of the media, whether state-owned or independent. Even on social media, educated people post in MSA, given that millions of Arabic speakers around the world will understand it. MSA is also one of the six official languages of the United Nations.

The third level, the colloquial version of the language, is the local dialect. Every Arabic-speaking country has at least one dialect.

It’s true that Arabic has much in common with Hebrew and with other languages of the region. But you have to learn Hebrew to communicate in Hebrew, and you have to learn Arabic to communicate in Arabic. These languages are not mutually comprehensible. To answer your question, there is only one language common to all 22 Arabic-speaking countries. An educated interpreter can interpret at regional events as long as the speakers stick to MSA.

A little more than 400 million people around the world speak Arabic, and it’s the sixth most-spoken language on the planet. How widely spoken is it in the U.S.?
A recent study by the Pew Research Center concluded that the number of Arabic speakers in the U.S. rose from 615,000 in 2000 to 1.1 million in 2014. Of course, Arabs are not all concentrated in one area. Just like any other immigrant group, they are spread across the country. But since many of them seek to better their economic status, they tend to settle in major urban centers.

Do you interpret at events here where Arabic is a dominant language? If so, what kind of events?
I don’t think there are events where Arabic is the dominant language requiring interpreters. There are cases where a non-English-speaking person needs an interpreter, and emergency situations (e.g., the mobilization to repatriate people stranded in Lebanon as a result of the 2006 war). But other than these temporary
emergencies, I've worked mainly for the courts and hospitals in Philadelphia.

Arabic is written from right to left, in a cursive style, and its alphabet has 28 letters, two more than English. What can you tell us about translating Arabic into English and vice versa? Are there the usual grammatical, stylistic, and syntactical challenges that translators face in any language, or are there difficulties specific to this combination?

Translators from the Middle East and North Africa region can write in cursive from left to right, as in English, French, Spanish, and so on, and from right to left, as in Arabic, Hebrew, Pashru, Dari, etc. This process requires the translator or interpreter to make numerous mental adjustments to understand items correctly and put semantic equivalents in the right place. For example, Arabic is very derivational and inflectional, which means that translators and interpreters have to deal with multiple shades of meaning. As in some other languages, words in Arabic agree in number and gender, and the noun comes before the adjective. No less important is that Arabic relies heavily on quoted speech. Arabic speakers and presenters usually draw from their own cultural, historical, and religious background, which can be a challenge for the interpreter.

Do the differences between the three levels of Arabic mean that register is a particular concern? How about regional influences?

No reasonable translator or interpreter will deny that register is of great importance in our profession. I believe those who have mastered MSA must have also been exposed to the dialects of many of the countries in this region, and will therefore do a good job even when the register drops from the Classical or MSA level to a dialectal colloquial one. It should also be noted that when North Africans (Moroccans, Algerians, Tunisians, Libyans, or Mauritians) switch to their local dialect, Middle Easterners (from Egypt, Syria, Lebanon, Palestine, and Jordan) will probably find them difficult to understand. However, given that North Africans have long been exposed to those Middle Eastern dialects on television, most of them can switch easily to Egyptian or Levantine when talking to someone from those regions.

What about machine translation? Can you tell us what's happening in the Middle East in the area of computational linguistics? Is translation software as widely used there as in the West?

Like every other profession, translation has gone global. Technology has made it easy for companies to outsource or subcontract their products. If you check any directory of translators or interpreters, you'll see that foreign membership represents a significant portion of the subscribers. There is now an abundance of translators in the Middle East. They have at their disposal modern translation technology such as Trados, Déjà Vu, and other software tools. For example, at an International Association of Conference Interpreters event in Casablanca, Morocco, in January 2017, most of the interpreters I met asked me the same question one is asked in the U.S. (“What software do you use?”). These days, translation software is used in the remotest corners of the world.

How would you say that digital communications are affecting the Arabic language? Is Arabic being infiltrated by the same sort of shorthand (abbreviations and acronyms) that is used in texting and email in English? In what way?

As the Arab Spring political movement demonstrated in 2010, Arab youth has gone digital. In fact, everyone is communicating digitally: the older generations are surrounded by their grandchildren, who cannot be pried away from their electronic devices. There are millions of Twitter and Facebook accounts that communicate in Arabic with audiences beyond their traditional geographical boundaries. Losing their followers to digital platforms, conventional print media have turned to the internet to keep their audiences. Digital communication has revolutionized the Arab world and there is no stopping it.

As to your second point, we don’t use that kind of shorthand in Arabic just yet. There is no abbreviation system in place. I can think of only a few abbreviations that are used in Arabic, such as NATO, FAO, and Da’ish. This is because words in Arabic are never written in partial form. They simply wouldn’t mean anything if expressed in that way. That may partly explain why Arabic sentences tend to be longer. In Arabic, common Western abbreviations such as WHO, UN, NATO, and EU simply don’t exist because we use complete words.

Can you tell us something about your work? Do you do any interpreting or translating for agencies or the court system?

I’m an independent contractor. I’m nobody’s employee, even though I work mostly for the Department of State. My work involves a lot of reading. One thing that prospective, amateur, and professional interpreters should be aware of is that language is but a container of culture and knowledge. Words are tins filled with meaning. If you know a word but are unaware of its cultural baggage, then you only know words in a vacuum. This is no good at all. Words carry much cultural, social, and political significance. Good interpreters have been to places and have come into direct contact with the physical, emotional, and affective meaning of words. Therefore, like a psychic, they see things, or parts of them, before they happen. Because of their thorough background knowledge, professional interpreters know the landscape and, like tour guides, can maneuver across the terrain of meanings attached to words and produce an accurate replica of the landscape in another language. Yes, I interpret and translate for many agencies and also for television. As long as one is a
When you interpreted at the U.S.-GCC Summit in Riyadh in May 2017, were you working as part of a team or with a colleague? I interpreted President Donald Trump’s speech in simultaneous mode to the delegations gathered in Riyadh, Saudi Arabia. It was also broadcast live on many channels around the world. Unlike conference programs that last for hours, the president only spoke for about 35 minutes, so I worked alone.

Do the leaders of the Gulf States have their own interpreters? When leaders are being interpreted in consecutive mode, they each have their own interpreters. You can see this on television during a press conference, for example, where interpreters sit very close behind the dignitaries. A press conference is one of the rare occasions when the interpreter can be seen.

Interpreters must always be conscious of cultural differences wherever they work. There are different levels of formality and subtleties in interpersonal dealings. What can you tell us about the cultural differences or difficulties you had to deal with on the trip to Saudi Arabia?

This question relates to two things: the professional ethics code interpreters follow, and cultural differences. The code of ethics applies wherever an interpreter goes. Of course, the level of formality is extremely important. There is a discourse or style of speech that’s appropriate to every setting. It all starts with a good understanding of how to address people according to their titles and positions (e.g., Excellency, Your Majesty, Honorable, and Your Honor).

As for cultural differences, like any country, Saudi Arabia has rules and regulations by which foreigners must abide. Everyone is expected to respect the Islamic customs and traditions of its people. Alcoholic beverages, narcotics, illegal drugs, and material or publications that violate social norms of decency or disrespect religious beliefs or political orientations are prohibited. Smuggling narcotics or other illegal drugs into the kingdom is punishable by death.

How about the Africa Summit in 2014? What languages were interpreted during that event? The United States–Africa Leaders Summit was held in Washington, DC in August 2014. It was hosted by President Barack Obama and attended by leaders from 50 African nations. The summit’s focus was primarily trade, investment, and African security. I was one of the interpreters at that event. The primary languages were Arabic and French, since, at an international level (other than English), Africa speaks Arabic, French, and Portuguese.

What can you tell us about the interpreting you’ve done in military settings? The U.S. military has six regional commands around the world: United States Africa Command (AFRICOM), U.S. Central Command (CENTCOM), U.S. European Command (EUCOM), U.S. Northern Command (NORTHCOM), U.S. Pacific Command (USPACOM), and U.S. Southern Command (SOUTHCOM). There is a wealth of opportunity for professionals who have the will and the ability to promote understanding through language skills around the world. While I’ve interpreted for the National Defense University at events such as the Young African Leaders’ Initiative and the Next Generation of African Security Sector Senior Leaders Seminar, I’ve mainly worked at U.S. Central Command events.

Finally, do you have any advice for those who may be considering a career as an Arabic interpreter? My advice to them is to always seek to be the best in their field. They should study and work hard to improve themselves and better their abilities. They should read constantly in their languages. They should travel and try doing things “the other” way. They should immerse themselves in the culture of the languages they speak and develop native or native-like fluency. They should master their craft and become professionals who are worthy of being hired.

Thank you, Abdelhaifid, for your insights and your excellent advice. ☀️

NOTES


2 The Arab Spring, also referred to as the Arab revolutions, was a revolutionary wave of both violent and nonviolent demonstrations, protests, riots, coups, and civil wars in North Africa and the Middle East that began in December 2010 in Tunisia with the Tunisian Revolution. For more information, see: http://bit.ly/Arab-Spring.

Tony Beckwith was born in Buenos Aires, Argentina, spent his formative years in Montevideo, Uruguay, then set off to see the world. He moved to Texas in 1980 and currently lives in Austin, Texas, where he works as a writer, translator, poet, and cartoonist. Contact: tony@tonybeckwith.com.
Okapi Tools: How Translators Can Take Advantage of Them

The Okapi Framework is a free open-source and cross-platform project offering a variety of tools that can be quite helpful for translators. However, there’s a caveat. The project was developed initially as a toolset for localization engineers, not translators, which can make things a bit more difficult.

At its core, the framework is a set of components that are meant to be put together to create processes for doing various translation-related tasks. Think of Okapi as a Lego set with which developers or technical-minded users can build very powerful utilities. But this isn’t very practical for most translators, since they would rather have something more concrete with which to work.

Fortunately, among the different things Okapi offers, there are a few high-level applications ready to use “out-of-the-box” that anyone can take advantage of without any programming skills.

**RAINBOW**
Simply put, Rainbow is a desktop application that allows you to run a wide range of functions on sets of files. There are many predefined utilities, but you can also construct your own pipelines for tasks easily. Here are some of the predefined utilities:

- **Translation Kit Creation**: This utility takes a set of source files in various formats (e.g., DOCX, IDML, and HTML) and extracts the translatable text into a translation kit you can use in computer-assisted translation (CAT) tools. Rainbow has access to all the Okapi filters, so you can process a wide range of file formats. The pipeline includes steps to segment the source text and leverage translation resources such as translation memory (TM) and machine translation (MT) engines against the text to translate. (See Figure 1 below.)

- **Translation Kit Post-Processing**: This utility merges back the files prepared by the Translation Kit Creation utility and then translates them. It creates the translated files in their original source formats.

- **File Format Conversion**: This utility allows you, for example, to create a TMX file from a set of translated XLIFF documents, Portable Object files, or other bilingual files. Other output formats are also supported.

- **Translations Comparison**: This utility will compare your final translation with the MT candidates offered by two different MT engines. It will also provide you with some metrics indicating how bad the MT candidates are compared to your flawless translation.

For more information on the many tasks you can perform with Rainbow, please see the Rainbow’s Wiki page at the link above.

**TIKAL**
Tikal is a command-line tool that offers several functions similar to Rainbow, but it also has a few extra features. For example, you can query various TM
engines directly. One TM that’s available for free is Amagama, which is the one set up by default for the Translation Toolkit TM connector. The following command line, C:\tikal -q “Open file” -tt -sl en -tl fr, will provide you with the matches shown in Figure 2 at right.

You can also query MT engines to machine-translate files in any format supported by the Okapi filter. This provides you with the MTed version in the original format by using a single command line (handy for pseudo-translation tasks). You can also export a file to XLIFF and merge back the translation. For more information see, Tikal’s Wiki page at the link above (or just type “tikal –h” on the command line).

CHECKMATE
http://bit.ly/CheckMate-info

CheckMate is an application that allows you to run most of Okapi’s verification and quality check steps on different types of bilingual files and handle the report interactively. It features verifications for inline codes, segment length, missing or extra special characters, comparison of patterns between the source and target (e.g.,
if there’s a URL in the source, there should be one in the target), and much more. (See Figure 3 on page 35.) You can spell-check, verify the translation against lists of terms, and even run the verifications offered by the Language Tool library.3

One handy feature of CheckMate is that it can check for changes in the input file automatically. This means that when you make changes in any translation tool and save the target file, the list of issues displayed in CheckMate is updated at the same time.

**Ratel**


While it’s unlikely that many users will need Ratel very often, it can be very handy on occasions. Ratel is a simple desktop application that can be used to create, test, and maintain Segmentation Rules eXchange (SRX) rules. (SRX is a file standard format to represent segmentation rules.) The goal of the tool is to make it easier to create rules without having to learn the syntax of SRX. You can also test your rules directly on a portion of text or on text files. (See Figure 4 below.) The rules you create with Ratel can be used with Okapi’s segmentation component, but also with any translation system that implements the SRX standard.

**Olifant**


Olifant is a program that can be very useful when you have to work on TMX files. It’s a bit different from the other Okapi tools because it comes from the pre-2008 Okapi Framework that was developed in C# and runs only on Windows. That application has not been ported to the new Java-based framework. As a TMX editor, Olifant lets you do many things on TMX files (e.g., open, group, split, prune, and clean-up TMX entries). Search and replace, code

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3. Spell-checking and translation verification are performed using the Language Tool library.
4. SRX stands for Segmentation Rules eXchange.
removal, joining entries, and many more functions are also available. For example, Olifant includes a powerful way to flag entries corresponding to a set of given conditions (e.g., duplicated sources or targets, empty targets, source equals to the target, or entries matching a specified regular expression). The function can be applied to existing flagged entries and you can reverse the flags. (See Figure 5 on page 36.) Overall, this allows you to select a set of entries and then delete or export them in a separate TMX.

**OCELOT**


Ocelot is an XLIFF editor with strong support for quality metadata through the Internationalization Tag Set (ITS) standard. It allows you to gather and manipulate information about quality and track changes and who did the changes. (See Figure 6 on page 38.) Several other types of properties defined in the ITS standard are also supported, such as text analysis and terminology. Ocelot supports both XLIFF 1.2 and XLIFF 2.
Another interesting aspect of Ocelot is that it can use plugins, allowing it to be customized to specific needs.

FILTERS PLUGIN FOR OMEGAT
In addition to Okapi’s standalone tools, there is also the Okapi Filters Plugin for OmegaT. As its name indicates, it’s a plugin for OmegaT that allows you to use some of the Okapi filters directly from OmegaT. (See Figure 7 at left.) This seamless integration adds support in OmegaT for quite a few formats, including SDLXLIFF, Markdown, TTX, YAML, JSON, ITS-driven XML, XLIFF 2, and InDesign.

CLOSING THOUGHTS
Overall, while some of the components of the Okapi Framework may be a bit technically challenging, there are a few tools that are relatively easy to use. Many of the end users in the Okapi Tools user group on Yahoo are translators, so you should not hesitate to ask any questions you may have there. (See the sidebar on page 37 for this link, as well as other useful resources.)

Remember, if you have any ideas and/or suggestions regarding helpful resources or tools you would like to see featured, please e-mail Jost Zetzsche at jzetzsche@internationalwriters.com.

NOTES

Yves Savourel has been involved in internationalization and localization for 27 years. He has worked on various localization standards, including TMX, SRX, XLIFF, and ITS. He is the author of XML Internationalization and Localization. He is part of the Okapi Framework open source project and currently works for Argos Multilingual. Contact: ysavourel@enlaso.com.
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