THE GOTHAM TRANSLATOR

FROM INDIRECT TO DIRECT CLIENTS

A Comparative Analysis of Three Modes of Collaboration

by **Leonard Morin**

In this essay, I compare three projects that involve collaboration: 1) what for me is a typical project for a translation agency that deals with legal subject matter; 2) a project that until recently was very atypical for me, i.e. the translation of academic articles on historical cartography for a direct client; and 3) a translation of the synopsis of a dissertation on a legal subject, directly for its author. By analyzing and contrasting these collaborative frameworks, I am able to glean criteria for a successful and desirable translation project, which I describe in the conclusion. I hope that, by illustrating these three projects, despite their problems, I am helping the reader better envision what an ideal translation project could look like and how to pursue it.

1. Legal translation for an agency

Among the projects I have most often undertaken in my nine years as a full-time freelance translator are large legal translations that are typically divided among several translators on a tight deadline. The routine is probably familiar to most readers: I am contacted by a client agency, usually solely by e-mail, with the request to take on a segment of a larger text, which could be a contract, legal brief, judgment, or documentary evidence, among other things.

If it appears that I may be available to take on the workload, I quickly review the document to gauge my comfort level with the material and report back to the agency. If the deadline and/or price are negotiable, they will be part of the ensuing e-mail or telephone exchange. If the remuneration is too low and seems to be set in stone from the outset, I will typically ignore the e-mail, unless the offer comes from an otherwise valuable client.

A common form of collaboration with colleagues on

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The Gotham Translator accepts and welcomes contributions of articles about all aspects of translation and translator-related issues. These may include, but are not limited to:

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- dictionary and hardware/software reviews
- reviews of books, conferences and workshops.

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the text itself would be a glossary and some back and forth by e-mail, with or without intermediation by the project manager. The responsiveness of the other translators regarding the glossary and consultation on word choice varies, but, given the tight deadlines, tends not to be extensive, because the other translators usually do not respond to all the queries and suggestions from their colleagues. In my experience, project managers seem to prefer to stay out of such linguistic discussions.

There are always new words in any given project, so I will have to do research. This will involve dictionaries—mostly online or on my hard drive—and other internet research. I do my utmost to corroborate any word I choose if I am not already intimately familiar with it. Although this process is not absolutely foolproof, I generally receive no other feedback or consultation from other subject-matter experts. At the deadline, the project ends for me unless I am the unifying editor. Assuming I am not, I generally relinquish the text forever at that moment. On fairly rare occasions, there will be a question on a term or ambiguity in the text from the editor, usually via the project manager.

2. The History of Cartography Project

The second project, which is ongoing for me, involves translating articles on the history of cartography from Dutch, German, or Spanish into English. This project, under the auspices of multiple universities, is an encyclopedic survey of global cartography through the ages and involves maps and their development from every corner of the planet.

The History of Cartography Project contacted me via a family member. So far, the project managers have had very positive experiences with the translators with whom they have worked on this significant opus of foreign-language articles. Familiar with the industry, then, they understood the importance and costs of procuring reliable translations. As several languages are involved in their current volume, they are always challenged to find and fund seasoned professionals available in the field.

I have been involved in the venture for nearly a year now. The installments come sporadically but form a helpful supplement to my court interpreting work, which currently takes up most of my working hours. The articles are typically around 1,000 words, but sometimes as long as 5,000 or more. The deadlines are very flexible. I recently worked on a 4,800-word document for which I was able to negotiate a seven-week deadline. This was extremely helpful to me since I was going to be interpreting in court almost all of that period.

Although I have expertise in legal terminology and extensive resources for legal translation—including online, desktop, and paper dictionaries—and know well how to find answers to my queries via the internet, my legal knowledge does not help when translating texts about maps. Even so, the latter terminology is less esoteric than what I encounter in the average legal project.

The History of Cartography Project involves a network of experts in that field as well as linguistic experts, but they do not consult with me on terminology and word choice. I just research and write the best I can and offer comments about any linguistic conundrums I encounter. Even though they do not consult me on terms, it seems fairly obvious to me that their end product will be technically, linguistically, and stylistically superior, since they

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have the experts and take the time to root out any flaws.

3. The dissertation synopsis

An acquaintance who is a PhD candidate in the Netherlands recently contacted me about translating the 4,000-word synopsis of his dissertation from Dutch into English. The dissertation deals with the annulment of contracts under Dutch, German, and Austrian law. I let him know when I would be available and bid a price. I suggested that the best way would be to involve another translator as editor in order to avoid any stylistic and lexical imperfections in my translation. He replied that that was probably unnecessary for his purposes. We agreed that I would prepare a draft, send it to him for his feedback, and he would then return it to me corrected for my final edit.

There were terms in the text that were new to me, but my research proceeded without a hitch. I also had no problem with the initial deadline, which was also much more flexible than the typical agency deadline. He was very happy with the first draft, which he returned to me two days later with numerous comments and corrections. I in turn was happy with his feedback since it enabled me to polish my work to a degree to which I was unaccustomed.

We went back and forth a few more times with edits, suggestions, and other consultations. Since the intense correspondence and assimilation of his feedback was time-consuming, I was able to negotiate an additional hourly rate with him for it. I did feel slightly uneasy about the lack of an editor other than the author with linguistic and subject-specific expertise to review my work with another pair of eyes. Nonetheless, the author's dissertation advisor responded a few days later with effusive praise of the translation.

The three modes compared

The agency project example has the obvious advantage that such clients are often able to offer a semi-continuous workflow—although nothing is ever guaranteed—and this type of project tends to be sizable. The agency of course takes on responsibility for marketing, charging the end client, and quality control. The pay through a translation company will almost always be lower than through direct clients. It is not viable in my experience to survive in New York City off of translation agency clients alone. The lack of contact with the end client and very limited contact with the colleague linguists involved in the project, as well as the brutal deadlines that occur with few exceptions, may lead to flaws in the end product. Although editors and proofreaders are involved, the lack of feedback and exchange among all the parties to the project may cause a kink in the process. As a translator I would also learn more from more discussions of the subject matter and the text. Fortunately, I have found that on occasion agencies are willing to return my translations with edits so I can see where my work could be improved.

Of these three case studies, the History of Cartography Project seems to have the soundest editing process. The experts who produce the source texts are in contact with the editing staff at the academic institutions involved. This staff comprises cartography experts, linguists, and other highly skilled editors. The end product is a superior, expert published text. One disadvantage for me is that, although this client has expressed plenty of satisfaction with my work, I am not involved in the editing process once I have sent in my translation; consequently I have not learned from any

mistakes I may have made. Recently, this client has agreed to send me back the marked-up versions of my translations, which promises to be helpful for the client as well as for me. Since no intermediary is involved, the pay is of course higher than via an agency. In addition to the fact that longer deadlines entail more time to eradicate defects, they mean less stress for me and more ease in combining this translation work with my interpreting. The topic was new to me when I started working on it less than a year ago, but not insurmountable in view of the relatively general nature of the material and my previous general knowledge and translation skill.

The dissertation synopsis was more in line with the topics I usually handle. Some of it involved terminology and concepts I had dealt with in law school in the Netherlands. Inevitably, there were terms and concepts that were new to me, but researching them was straightforward. Furthermore, the author reviewed everything I did more than once and we were able to discuss the gamut of possible word choices when doubt arose. On the other hand, ideally I would have had the aid of another native English speaker with Dutch fluency and legal expertise. The author had initially indicated that he thought an additional editor would have been overkill. It turned out afterwards, however, that my translation of the synopsis was to be included in the self-publication in Dutch of his dissertation and that the translation would not receive the same editorial scrutiny that the rest of the work would. Once again, a direct client, therefore higher pay. I was also fortunate that both of these direct clients came with good references and proved to be reliable payers, which is known to be an issue that is more common with direct clients than with agencies.

I am aware that by citing these two direct projects, I am not offering much insight into where to seek such engagements, since they pretty much fell into my lap. Yet this does not detract from the fact that being active in the profession for an extended period and establishing a good reputation will tend to lead to better and better opportunities.

Conclusion

All of these modes of collaboration are valuable to my business model, but none of them is perfect. This comparative exercise nonetheless enabled me to distil the factors I value most highly in a translation project: a high-quality final product, fair remuneration, a manageable stress level, flexibility, educational value, and customer satisfaction. I would not want to give up any of these clients as each one compensates in certain ways for what the others cannot give me. Not only does this variety make my business model sounder, it makes my life more interesting. One advantage of the cited clients is that the flexibility of our working relationships allows continuous collaboration. It can of course be tricky to stay busy all the time and still work for all of one's clients enough to keep them coming back. But that's a topic for another article. ■

ABOUT THE AUTHOR

Leonard Morin has practiced full-time as a translator since 2004. He began his work as an interpreter not long thereafter. He currently works as a per-diem Spanish interpreter certified by the New York State Courts. He also translates chiefly legal documents from Dutch, Spanish, and German into English. He earned a propedeuse degree in law in the Netherlands and graduated magna cum laude from Columbia University with a B.A. in Latin American Studies. Leonard has earned translation and interpreting certificates and won academic prizes for his Spanish and German. He currently serves as president of the New York Circle of Translators.

November Meeting Recap

November's meeting was on medical and technical translation. Our speaker was Christina Márquez Arroyo whose career has spanned over 20 years in the medical and technical fields.

Among the points discussed were:

1. **Getting started** - Cristina discussed her start in the industry and also emphasized that to work in the field you need an interest in the subject as well as training. In this field subject training is critical. Editing assignments from other translators is NOT the way to learn the terminology or technicalities of this field. Taking assignments beyond your capabilities are a big no-no.

2. **Types of material** - Materials include clinical studies and protocols, informed consent forms for hospitals, pharmaceutical press releases, medical news and journal articles, white papers, software, technical manuals and educational materials. The different materials can be found in the fields of IT, websites, databases, biotechnology, bioengineering, cancer research, epidemiology, genetics and molecular biology to name a few.

3. **CAT tools and Machine translation** - CAT tools are indispensible for this type of work. Machine translation is here to stay and according to Christina work is veering in that direction, albeit not completely. More people with good editing skills are needed currently and this trend will continue in future.

   Several members asked questions about MT and how certain agencies use it to exploit translators. Unfortunately the best defensive against this is to work with agencies that treat their translators as team players and not cogs in the wheel that can be interchanged on a whim. This is something each translator must determine and work out for him or herself. Direct clients are also a solution.

   The quality of MT was also discussed amongst members, however, Christina pointed out that many large corporations had their own MT that was specific to their industry, products or specialty. Translations produced from these were originally produced by human translators and then incorporated into their MT. As a result these MT translations are of much higher caliber than what is found on the internet on a free basis. But the trend will continue and translators must learn to work with and adapt to it.

4. **Terminology research** - There is

much on the web but all sources should be validated. Check several sources not just one. For medical terms hospital libraries are a good source of information.

Christina also discussed certain trends that are on the horizon such as the vast quantities of work coming in the field of medicine. Healthcare is a field of such vast scope. Research is happening all the time. There are also new medical devices being invented and tested. This is definitely an area that an aspiring medical or technical translator should look into. In her opinion, specializing and sub-specialties are the way to become known and obtain more steady work. Members questioned if this was so because not all members have seen it play out this way, however, in her personal experience it has worked well. A member asked if this equals higher rates and the answer is yes, but in depends on the language and sub-specialty. ■

September Meeting Recap

After a well deserved summer break the NYCT September meeting concentrated on CAT tools with a panel discussion. The panel consisted of Tom Alwood, Consultant, Operations and Technology, Barbara Jungwirth, Owner/Manager, reliable translations llc and Eleonore Speckens, President, Euronet Language Services. It was moderated by NYCT President Leonard Morin.

It was quite well received and there were many new and potential members amongst the regular members. Different CAT tools were discussed. CAT tools were not discussed in minute details. The major technical aspects were not touched upon rather each panelist discussed their personal experience with their tool of choice. Questions were taken from the audience regarding the plus and minus of a tool, how to work with agencies in regards to tools and why some tools seem to dominate the market in certain areas. ■

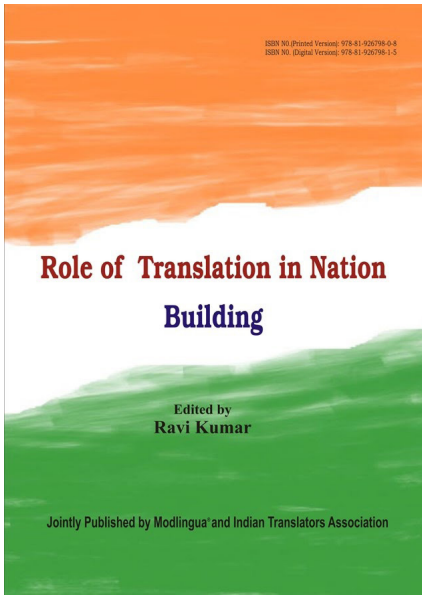
Book Review

Role of Translation in Nation Building

Jointly published by modlingua and the Indian Translators Association

The book talks about how translators have always played a pivotal role in social and cultural change in society and how they continue to play a major role in dissemination of the ever expanding knowledge and information available today. In this globalized world the demand for translation and language related services has increased many times and that translation is not only needed for the creation of national identity but it has also become an essential tool for keeping pace with the processes of globalization and localization. Many times we take for granted the translator's crucial role at the (intra) national level and we are less aware of their equally pivotal place as mediators at the international level and, potentially, in the creation of the even larger and comprehensive global supra national identities which seem destined to follow in the future.

It also covers "how translation has played crucial role in shaping up nations



not only in Indian/Asian context but also in the context of Europe, Canada, Africa, Australia and Arab world". Hence, in a way, the extent/range of thoughts/issues discussed in the book, encompass the entire globe. The book is also an attempt to find answers to issues like:

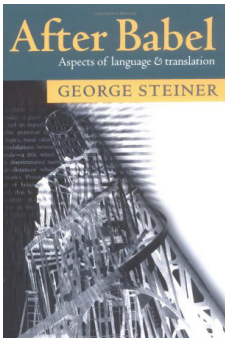
- What role has translation played in Nation Building in the Indian as well as global context?
- How easy or difficult is it to view Translation and Nation Building as a well-gelling couple?
- Did translation play a role in Turkish modernism movements and its accession to European Union?
- What about Translation and Nation Building in the African, Arabian and Australian contexts?
- Do national conflicts and language politics actually impact literary works and translations?
- How can media play an effective part in bringing social changes by means of translations?
- How has translation impacted the discourse on nationalism and globalization in the Arab World?

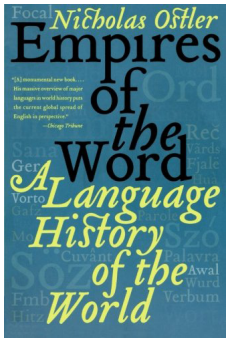
Digital as well as print version available at Modlingua, India SMS: +91-8287636881 E-mail: sales@modlingua.com ISBN Printed Version: 978-81-926798-0-8; ISBN Digital Version: 978-81-926798-1-5. Price outside India US $ 24.95 + Postal Charges. ■

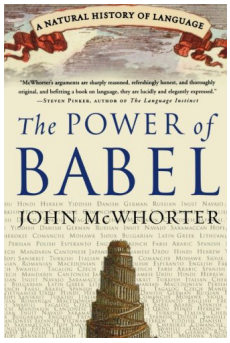
Book News

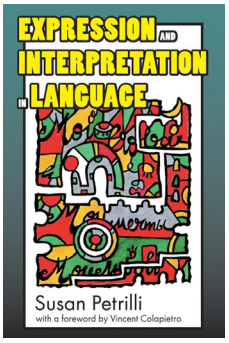
Fellow members following are some books that were recommended by our associates. Please let us at the NYCT Gotham know if you wish to write a review for any of these listed below or some other books that you would like to share with your fellow members. Happy Reading!

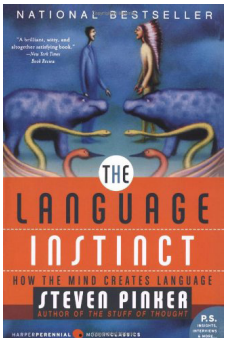
After Babel (George Steiner), Empires of the Word: A Language History of the World (Nicholas Ostler), The Power of Babel (John McWhorter), Expression and Interpretation in Language (Susan Petrilli), The Language Instinct: How the Mind Creates Language (Steven Pinker)











Translation Prize 2013

Call for Submissions

The French-American Foundation and the Florence Gould Foundation are pleased to invite you to participate in the 27th year of our annual Translation Prize. The Foundations will present a $10,000 cash award for the best English translation of French in both fiction and nonfiction.

We will be accepting submissions through January 15, 2014.

Translations for consideration must have been published for the first time in the United States between January 1 and December 31, 2013. All categories of work are eligible in fiction and nonfiction, with the exception of poetry, children's literature, technical, scientific, and reference works.

You can find full instructions and submit a title on our website.

If you have any questions concerning the program, please feel free to contact Eugénie Briet for more information at ebriet@frenchamerican.org or (646) 588-6791. ■

2013 NYCT Elections Candidate Statements

Diana Méndez
Program Director

My name is Diana Méndez. I'm really excited about being asked to run for the position of Program Director of the New York Circle. Although I am a relatively new full-time freelance translator, I have 5 years of Project Management experience in the Language Services industry. I think that my insights from that side of the desk will be a useful asset to my role as Program Director.

In my short time as a member of Circle I have participated in our outreach committee speaking to students at NYU and Hunter College with NYCT President Leonard Morin about the profession as a whole and about the Circle. I want to continue taking an active role in building our membership and making it a useful place for those of us in the language services industry to come together and really learn from each other. I look forward to the chance of building our student membership as well as facilitating useful workshops and events.

Chunwen Wang
President-Elect

My name is Chunwen Wang. I am extremely honored and grateful to receive nomination to be the next president-elect for New York Circle of Translators. Being a free-lance translator or even an interpreter can be a lonely career. Those of my profession work alone most of the time, and ethically are not supposed to establish a close rapport with our clients. I am very thankful for the existence of NYCT, for the training classes it offers every month, for collegial fellowship, and for the articles on our newsletters. This is a group where no explanation is needed for what exactly a translator or interpreter does, and offers mutual support and guidance.

I do have a dream for NYCT – that there would be more interactions among colleagues from the same language pair. As we heard from the ATA annual meeting this year, mentorship is crucial and very helpful, both for the mentors and mentees. Besides, colleagues of the same language pair can participate in outreach together, create language specific training, and exchange experiences. Eventually, different language groups can share with the rest of NYCT what they have done or even offer simply language and culture exposure opportunities.

Let me briefly introduce myself. I have a BA from Taiwan's Tsing Hua University in Chinese linguistics and literature, and an MA from UCSD in linguistics. I've worked as a journalist in San Francisco for the most circulated Chinese newspaper in N. America (World Journal), as a Chinese lecturer at UC Berkeley and Univ. of Bath in England before becoming a full time Chinese translator and interpreter. I started my interpreting career in bilingual churches both in Taiwan and in the US and have always enjoyed serving as a communication and culture bridge. I am certified by ATA as an English-Chinese translator and by CCHI as a Chinese medical interpreter. I am honored to serve you in the capacity of the next president-elect. However, we need each member's deeper involvement and participation, to make NYCT an even better place for all of us.

Valeriya Yermishova
President-Elect

When I joined the New York Circle of Translators in early 2010 as a translation student, it was as if a portal opened onto the translation industry. Thanks to mentoring from Lana Rachkovskaya, I began doing project management and linguistic work soon after receiving a French-to-English translation certificate from NYU. I made valuable professional contacts and continue to receive guidance on Russian-to-English translation studies from linguists whom I never would have met otherwise.

I've enjoyed the subject-specific events we have had in the past year and would like to support the board in organizing interesting and relevant programming and growing our membership. I am happy about our relationships with the NYU and Hunter College translation programs and always enjoy getting to know both new and old members. Every year, translation students intern at local agencies and graduates of translation programs relocate to the tri-state area to start their careers. I would like to reach out to them and continue the tradition of welcoming them to the Circle.

2013 NYCT Elections Proposals

PROPOSAL 1 *To amend Article V and VII of the current bylaws of the New York Circle of Translators in order to transition from a President/President-Elect system to a President/Vice-President system. The Board proposes this amendment to eliminate the obligation to elect a new president-elect every year and instead elect a Vice-President and President together once every two years. This will likely smoothen operations and entail less work for the Board and the Nomination Committee. The amendment, which would obviously not enter into force until the 2014 elections, would be as follows.*

ARTICLE V - Board of Directors

1. The property, affairs, business, and concerns of the Circle are vested in a Board of Directors consisting of a President, a Vice-President, a Treasurer, a Secretary, and a Program Director who shall be the Officers of the Corporation. The President and the Vice-President must be voting members of the ATA. Directors shall serve two-year terms. The term begins on January 1 following the election and ends December 31 of the second year.

2. The Directors shall be elected by sealed ballot by all members of the Circle, and they shall be eligible for re-election. Elections shall be held every year, alternating between an election for the President and Vice President one year and Treasurer, Secretary, and Program Director the next.

5. A director may hold more than one office, with the exception of the offices of President, Vice-President, and Treasurer, which must be held by separate individuals. If there is an even number of directors, the President shall not have a vote except in the event of a tie.

ARTICLE VII - Officers

2. Vice-President: the Vice-President shall assist the President as required by the latter and shall furthermore perform the duties of President in the event of the latter's absence or incapacity, resignation, removal from office, or other vacancy in such office.

PROPOSAL 2 *To introduce a new article concerning the remuneration of an administrator. This administrator would supplement the work of the Board and ensure smooth operations and continuity. This would also allow the Board to focus more on vision and the mission as set forth in the bylaws. As compensation for his or her work, the administrator would be paid a reasonable amount as determined by the Board. By codifying this position in the bylaws, every future Board would be obliged to employ an administrator, thus avoiding a situation where this vital role would be left vacant. The inserted article would read as follows and would require renumbering of the subsequent articles.*

ARTICLE XII - Administrative Remuneration

Expenses shall include the remuneration of an Administrator who shall see to maintenance of the daily business of the Circle and work to ensure its continuity.

PROPOSAL 3 *To change the format of the New York Circle of Translator newsletter, the Gotham Translator, from print on paper to electronic. The Board expects that this change will save the Circle $6,000-$7,500 per year. The savings can be applied to other costs and projects such as employing our new administrator, hopefully as of January 1, 2014. This format change of the Gotham does not require an amendment to the bylaws.*

– BALLOT –

PROPOSALS (see above)

Proposal 1. Change from a President-Elect and President to a Vice-President and President system (see explanation above). Bylaw amendment.

❑ Yes ❑ No

Proposal 2. Institution of a permanent Administrator position (see explanation above). Bylaw amendment.

❑ Yes ❑ No

Proposal 3. Change the format of the Gotham Translator to electronic only. (see explanation above). This does not require an amendment to the bylaws.

❑ Yes ❑ No

OFFICER POSITIONS

Program Director

❑ Diana Méndez

President-Elect

❑ Chunwen Wang

❑ Valeriya Yermishova

Mail ballot to:
EURONET INC,
ATTN: Eleonore Speckens
152 Madison Avenue, Ste. 1904
NYC, NY 10016

THE GOTHAM TRANSLATOR

The New York Circle of Translators (NYCT) is a New York State not-for-profit corporation grouping independent translators and interpreters as well as companies and organizations. It is a chapter of the American Translators Association (ATA) which is, in turn, an affiliate of the International Federation of Translators (FIT).

NYCT members work in a variety of languages and specialties. Our members are committed to the exchange of ideas and mutual support. One of our goals is to educate the general public about the professional nature of interpreting and translating.

NYCT members enjoy the following benefits:

- Free monthly meetings featuring speakers on all aspects of the translation profession
- Networking opportunities at monthly meetings, summer picnic and holiday party
- Professional development workshops and seminars
- Subscription to our newsletter, The Gotham Translator
- Listings in the NYCT Online Membership Directory
- Referrals (if you indicate that you accept them, existing members may direct work requests to you or clients may contact you directly)

Visit us at www.nyctranslators.org and join online!

THE GOTHAM TRANSLATOR

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