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# ITIA BULLETIN

September 2005

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**Irish Translators' & Interpreters' Association**  
*Cumann Aistritheoirí agus Teangairí na hÉireann*

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## ■ Editorial

Dear Readers,

The year is hurtling onwards and another issue of the bulletin makes its way to you.

ITIA members will have received Translation Ireland and the Translation Ireland yearbook 2004 by post recently. There are plenty of quality articles for your perusal. As you read these publications, spare a thought for the editors and contributors who have devoted their time and energy to these publications on a voluntary basis.

The ITIA is looking for new committee members at the moment. If you want to get involved, make yourself known at the AGM. The committee meets one Saturday morning per month.

October will be an eventful month for us with the ITIA AGM and celebrations for International Translation Day (see notices below). If they are not marked in your diary by now, they should be!

As ever, contact me with any suggestions, ideas etc.

**Elizabeth Hayes**

Editor ITIA Bulletin

elizabeth.hayes7(a)mail.dcu.ie

## ■ International Translation Day 2005

*SATURDAY, 1<sup>st</sup> OCTOBER, 6.30PM AT THE IRISH WRITERS' CENTRE, 19 PARNELL SQUARE, DUBLIN 1*

### TRANSLATORS AND HUMAN RIGHTS

Panel Discussion (with audience intervention).

Speakers will include:

- Michael Friel, Chair of the FIT Committee on Human Rights and guest editor of Translation Ireland's Human Rights Issue
- Mary Phelan, SALIS/DCU and Honorary Secretary of the ITIA
- John Kearns, Translator education researcher, ITIA and IATIS
- Tara Madden, Front Line - The International Foundation for the Protection of Human Rights Defenders
- Cormac Ó Cuilleaináin, TCD and ITIA

At the recent FIT Congress in Finland, everyone complained that the erosion of the status of the translator/interpreter is bad not only for translators themselves but also for those relying on their services: asylum seekers, defendants, patients etc.

Translators can be bullied by the authorities. Interpreters can find themselves targeted by those requiring their services.

What is to be done?

ALL WELCOME. WINE RECEPTION.

## ■ ITIA AGM: Final Reminder!

*IRISH TRANSLATORS' AND INTERPRETERS' ASSOCIATION  
NOTICE OF THE 19TH ITIA ANNUAL GENERAL MEETING  
15 OCTOBER 2005*

Irish Writers' Centre, 19 Parnell Square, Dublin 1

- Morning session: Lecture, speakers TBA  
10.30 am - 12.30 pm all welcome
- Break  
12.30 - 2.30 pm
- Afternoon session: Annual General Meeting  
2.30 pm members only

All members of the ITIA and others interested are invited to attend the morning session which will include talks/lectures/discussions on translation topics.

ITIA members and those intending to become members on the day are invited to attend the Annual General Meeting at 2.30 pm in the Irish Writers' Centre, 19 Parnell Square, Dublin 1.

## ■ New Members of the ITIA

The ITIA welcomes the following ordinary members...

**GERALDINE BRODKORB B.A.**

26 Meadowland

Broomfield Village

Midleton

Co Cork

Tel: (021) 4630420 or (087) 7837589

Email: gbradkorb(a)hotmail.com

English from French and German

Scientific, technical, medicine

MELANIE CIGLER B.A.

22 Belvedere Place, Flat 7

Dublin 1

Tel: (085) 7483428

Email: melanie.cigler(a)gmx.de

German from English

English from German and Danish

Danish from English

Literature, education, travel and tourism, theatre and general entertainment, history, journalism and politics.

### Joining the ITIA

The *Irish Translators' & Interpreters' Association* is always delighted to welcome new members to the Association.

There are five categories of membership:

- ◆ Ordinary
- ◆ Professional
- ◆ Corporate
- ◆ Concession (undergraduate & senior citizen)
- ◆ Honorary

*Ordinary membership* is open to anyone with an interest in translating or interpreting. *Professional membership* is for those who meet strict criteria set by the professional membership committee of the ITIA and which is part of the drive to raise the status of the profession in the European market.

*Corporate* membership is for firms and agencies associated with the profession while *concession* membership is for undergraduate students engaged in third level language and/or translation studies and senior citizens. Finally, *honorary* membership is intended for national and international persons who have distinguished themselves in our professional field.

For more information on how to join as well as for the relevant application forms, visit the ITIA website at: [www.translatorsassociation.ie](http://www.translatorsassociation.ie)

### ■ Translation Ireland Yearbook

ITIA members will recently have received their yearbook for 2004. It is a full year since the editorial was written and dated but it has finally reached us! An attractive publication with a nice, soft feel to the cover and plenty of interesting articles. Samantha Holman's article on copyright (p.64) is a short but worthy overview of copyright in Ireland. Also, the opening

article by Michael Cronin reminds us that European unity can and should be more than economic. Linguistic and cultural diversity should get a higher billing in the EU. There are plenty of tempting publications reviewed between pages 115 and 168.

It must be said that the lack of table of contents is a nuisance. While the book is highly readable, it appears less so without a table of contents to aid navigation. Nonetheless, the yearbook is an enjoyable, informative read that is a good omen for the future of the ITIA.

### ■ Profitability Guide for Interpreters

The article at hand tries to present the existing material as well as its use in a way that allows interpreters who are not trained in business management to use it as a rule of thumb for preparing professional decisions.

Regardless of your knowledge of economics, this article provides useful, practical facts about the necessity of perspective investment calculation, its procedures, conditions and limits, as well as considerations regarding the process of decision-making.

#### Hours of productive time

In order to come up with figures that can be compared with other professions, it is necessary to convert the usual rates per day into rates per hour. You will have to take into consideration, that the calculated rate per hour is a virtual one. No professional interpreter will normally agree to an exclusive rate per hour.

During one hour of productive time, Tom Cruise earns approx. €15.34 million, Bill Gates approx. €1.28 million, the senior consultant of a hospital earns approx. €2,046, a dentist approx. €12, an architect approx. €103, a computer specialist approx. €77, a translator approx. €67, a plumber approx. €46, a construction worker approx. €16, a labourer in China approx. €10. In contrast, an interpreter makes at least €28, based on a daily rate of €768 for 6 hours.

Tom Cruise might have to work a whole year at shooting the film, but only about 90 minutes run time will be sold. Bill Gates' productive time amounts to approximately 2,000 hours of marketable time. Figures extracted in part from the article by P. Oehmig ("Was darf es denn kosten?") [How much should it cost?]) in: *technische kommunikation* 3/00, ISSN 1436-1809, pages 15-18).

## Annual income and number of hours

The annual income of an employee ranges from 27,610 to €1,356 where s/he works 1,650 to 1,900 hours per year. An interpreter should not place him/herself below that. Thus the minimum figure would be €1,130 per year (a freelance interpreter has to pay social security etc. from his/her own pocket and thus needs more money) excluding project-related extra costs and general costs (based on Peter Oehmig *op. cit.*).

Costs and VAT will have to be added to the daily rate. Calculation will be different if the interpreter is not able to charge for preparation time.

## Conclusion

I recommend - particularly newcomers - not to deviate from the calculated price, since it may prove very difficult to raise rates with a particular client, once the first project is completed. It would mean that the interpreter would have to work longer hours and do more canvassing, thus endangering his/her family life and health.

I have noted with much satisfaction, that interpreters are generally very disciplined when it comes to establishing prices: those who serve already at least 60% of direct clients will not easily be fooled by the rigmarole some agencies offer: "Please state your most competitive prices as a service provider for an agency, in Euro" or "Please do not state sales prices for end customers, but rather purchase prices for agencies. We will pay the agreed price without deduction." Such concessions only serve to disrupt the pricing structure. Should the interpreter agree on special conditions, s/he must insist on a guaranteed minimum turnover per year, e.g. a retainer.

The average of 120 sold *per diem* rates amounts to at least €2,160/year keeps the interpreter busy and is highly desirable.

Figures unrelated to interpreting were taken in excerpt from the article by Peter Oehmig (*op. cit.*) and do correspond to my own findings as presented here.

Hourly rates of €30.90 to €61.50, charged by some, are not accepted by any professionally working interpreter and therefore have not been taken into consideration. In order to accurately evaluate the economic damage

## Next Issue of the ITIA Bulletin

The next issue of the ITIA Bulletin will be out towards the end of October 2005. If you have any contributions, suggestions or scandals that you would like to share with over 900 subscribers worldwide, send them to Elizabeth Hayes at [elizabeth.hayes7\(a\)mail.dcu.ie](mailto:elizabeth.hayes7(a)mail.dcu.ie).

## Subscribing to the ITIA Bulletin

To subscribe, simply send an Email to [itia-ezine-subscribe\(a\)yahogroups.com](mailto:itia-ezine-subscribe(a)yahogroups.com)

To unsubscribe, simply send an Email to [itia-ezine-unsubscribe\(a\)yahogroups.com](mailto:itia-ezine-unsubscribe(a)yahogroups.com)

## ...interpreters are generally very disciplined when it comes to establishing prices...

After an initial starting phase a freelancer should not work more than 2,000 hours, otherwise this will be at the expense of his/her family and health.

A gross working time of 2,000 hours per year includes time for project canvassing, professional training, organisation and maintaining one's work place. According to P. Oehmig (*op. cit.*), a freelancer should divide this time up as follows:

Percentage	Task	Hours
• 50%	Production	1,000
• 25%	Canvassing	500
• 15%	Organisation and work place maintenance	300
• 10%	Professional training	200

€1,130 divided by 1,000 production hours amounts to 51.13 Euro per production hour.

Amount of the annual performance to be sold  
Model of annual income depending on daily production

in days	in hours	Annual income
67 at €768	402 at €128	€51,456
167 at €768	1,002 at €128	€128,256

In order to be able to earn €1,130 per year, an interpreter will have to sell 67 days at €768/day. If s/he is able to sell all available hours, the interpreter will earn a maximum of €128,256 *ceteris paribus*.

caused by accepting such low rates, you find the amount of the resulting minimum income below:

- 400 hours at €0.90 amount to a mere €12,360.
- Whether clients can offer 400 hours/67 days per year, is another question. Such prices could only be considered by those, who have no background in the subject because the net value of services sold at this price reacts sensitively to the changes in the factors that determine the current income and expenditure, and because the resulting income is close to critical figures of business failure. Future market development in this sector will need to be examined with alarm.

Interpreters' price dumping and companies' greed are a bad mixture, causing much damage for the private sector. The costs for a professionally organized press conference are negligible when compared to the damage to a company's image when an international press conference is presented raggedly. More embarrassment will be the order of the day, if the interpreter (in charge) does not speak one of his working languages correctly (as seen during a state visit of the US-President to Poland).

*Interpreters' price dumping and companies' greed are a bad mixture, causing much damage for the private sector...*

For completeness' sake I would like to mention that some interpreters may ask for daily rates of €2,557 and above, provided their field of specialisation is accordingly marginalised.

In conclusion, I would like to emphasize that this calculation blue print based on economic aspects presents only a basic, however important component for comprehensive assessment of professional services in our freelance industry.

Luis R. Cerna

Translation into English by Korina Hansel

Proofreading by Bellinda Zabcic

This article was also published on [www.babelport.com](http://www.babelport.com)

## ■ ITIA Professional Membership

The *Professional Sub-Committee* of the *Irish Translators' and Interpreters' Association* (ITIA) is due to meet in November 2005 to consider applications for Professional Membership from our own Ordinary Members and from overseas translators not yet members of the ITIA.

NOW is the time to submit your application for Professional Membership for 2005.

Please visit the Association's website at [www.translatorsassociation.ie](http://www.translatorsassociation.ie) and click on *Leaflets* so as to download the following documents which refer to Professional Membership applications:

- 2.03 Professional member form
- 2.05 Membership fees 2004-2005
- 3.04 Professional admission criteria

Michael J. McCann PhB BA MA MITIA AFEPI  
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## ■ Membership of the ITIA is good for your health

The ITIA offers members a discount on health insurance through its group scheme.

If you have health insurance with either the VHI (CallSave 1 850 44 44 44) or BUPA (LoCall 1 890 70 08 90), advise them that you are a member of the ITIA and that you AND the family members on your policy wish to avail of the ITIA's group discount scheme.

You merely have to give your own insurance number, and the ITIA group scheme number, in the case of the VHI – 17084 and in the case of BUPA -9/8812.

You will immediately save in the region of 10% on future premiums.

## ■ Conferences, Calls & Courses

### LRC Call for Papers: RESEARCH.loc

*Localisation Focus-The International Journal for Localisation* now offers researchers the opportunity to publish research papers in the specially designated central section entitled *RESEARCH.loc*.

You are invited to submit an article that explores:

- ◆ Theory and Practice of Localisation
- ◆ Globalisation & Internationalisation
- ◆ Computer Science Education
- ◆ Best Practices
- ◆ Project Management
- ◆ Translation
- ◆ Standards
- ◆ Language & Cultural Issues

Your submission will be reviewed by leading localisation experts and you will receive detailed feedback, with recommendations where applicable.

*Localisation Focus* is published quarterly so the lead time between submission and publication is much shorter than for other less-frequently published journals.

Submissions for *RESEARCH.loc* should be emailed [LRC\(a\)ul.ie](mailto:LRC(a)ul.ie)

By submitting articles (which should not have been published previously) authors agree for their work to be published by *Localisation Focus-The International Journal for Localisation*, in both printed and electronic form.

### Translation & Censorship:

Trinity College Dublin. 15<sup>th</sup> October, 2005.

Maria Tymoczko, Professor of Comparative Literature, University of Massachusetts will be the keynote speaker at the "Translation & Censorship" conference at Trinity College Dublin on Saturday 15 October. The title of her lecture is "Censorship and self-censorship in translation: Resistance and Collusion". Twenty papers, presented by scholars from four continents, will explore various aspects of censorship as it has affected translation work in many languages, including English, French, Russian, Spanish, German, Italian, Polish and Portuguese. The public is very welcome to attend (conference fee €30, reductions €20). Full details are available at

[http://www.tcd.ie/Arts\\_Letters/translation/conference.php](http://www.tcd.ie/Arts_Letters/translation/conference.php)

**Translation Studies Seminar Series 2005/06****Centre for Translation & Intercultural Studies**

School of Languages, Linguistics and Cultures, University of Manchester, UK

Mondays 2-4 p.m., Humanities Lime Grove Building, Room A102

All lectures are open to the public

**Semester 1**

- ◆ 3 October 2005: *The Evolution of Accessibility Subtitling in the UK*. Andrew Lambourne, Chief Executive, Sysmedia, UK
- ◆ 10 October: *The Uses of Translation: The Role of Fixers and Interpreters in Western Journalism in Iraq*. Jerry Palmer, Sir John Cass Department of Art, Media and Design, London Metropolitan University & Visiting Professor of Sociology, City University, UK
- ◆ 17 October: *Videogame Localisation: When Translation Becomes Transcreation*. Carmen Mangirón, Dublin City University, Ireland
- ◆ 24 October: *Natural Interpreters: Young Children as Language Brokers*. Nigel Hall, Institute of Education, Manchester Metropolitan University
- ◆ 31 October: Reading week – no seminar.
- ◆ 7 November: *Translating Chinese Literature: The Realities*. David Pollard, Advisory Editor of Renditions (Journal of Chinese Literature and Culture), Hong Kong
- ◆ 14 November: *Translating Script: The Phonetic Issue and Western Epistemology*. Gordon Brotherston, Professor, Division of Literatures, Cultures and Languages, Stanford University, USA; Research Professor, University of Essex
- ◆ 21 November: *The Permeable Police State: Publishing Translations in Fascist Italy*. Chris Rundle, University of Bologna, Italy
- ◆ 28 November: *Censorship and Translation Practice under the Greek Military Dictatorship (1967-1974)*. Gonda van Steen, Department of Classics, University of Arizona, USA
- ◆ 5 December: *Computer Technology in Interpreter Training: Black Box, a CAIT (Computer Assisted Interpreter Training) Tool*. Annalisa Sandrelli, University of Bologna at Forli, Italy

**Semester 2**

- ◆ 30 January 2006: *Multi-modality and Hyper-textuality as Tools of Analysis for Translation Scholars –the Case of Cross-cultural Advertising*. María Calzada Pérez, Universitat Jaume I, Castellón de la Plana, Spain
- ◆ 6 February: *Translational Communities and Theatre Histories*. Katja Krebs, University of Glamorgan, UK
- ◆ 13 February: *Corpus-based Analysis of the Language of Audio-description*. Andrew Salway, University of Surrey, UK
- ◆ 20 February: *Translation's Real Presence*. Theo Hermans, University College London, UK
- ◆ 27 February: *"All alone in their sex": Engendering Poetry in Translation and Gender Politics in Contemporary Italian Literature*. Daniela La Penna, Department of Italian Studies, University of Reading, UK
- ◆ 6 March: *The Implied Translator*. Matthew Reynolds, English studies, St. Anne's College, University of Oxford, UK
- ◆ 13 March: *Perpetuating Asymmetries: Translation in Hispanic Literary and Cultural Studies*. Helena Miguez-Carballeira, Department of Modern Languages, University of Wales, Bangor, UK

For more information, visit:

<http://www.llc.manchester.ac.uk/Research/Centres/CentreforTranslationandInterculturalStudies/>

## Translator and Interpreter Training A Special Issue of Translation Ireland

### Call for papers

Guest editor: John Kearns

The next issue of Translation Ireland – the journal of the Irish Translators' and Interpreters' Association – will be devoted to the training of translators and interpreters in Ireland, Europe, and beyond.

With the growing professionalisation of the translation and interpreting (T&I) sectors, recent years have witnessed an increased awareness that we, as translators and interpreters, require training as skilled intercultural mediators. The notion that this can be gained solely from language courses has come in for extensive criticism as business, law, medicine, and many other areas wake up to the fact that proficiency in a second language alone doesn't guarantee a high standard of translation or interpreting.

So for this special issue, we're looking for contributions on all aspects of T&I training: What are the challenges facing training in these areas today? What changes are being introduced with new technologies? Here in Europe, what effect will the Bologna Process and the harmonisation of third-level education have on T&I training in universities? How do the challenges faced by T&I training in Languages of Limited Diffusion and Minority Languages differ from those faced by T&I training in English, French, German, and other 'bigger' languages? And what are trainers to do when their students' eyes start to get that glazed-over look? We're happy to consider contributions on all these topics, and more.

As a professional – rather than purely academic – journal, Translation Ireland welcomes contributions of all kinds, so whether you're doing research in the field, or whether you're a translator / interpreter trainer and you feel like having a rant, we're happy to consider your contribution. We're also happy to publish reviews of books or courses related to training in translation and interpreting – anything which you feel the broader professional community might find interesting, or indeed entertaining.

*Deadline for submission of articles: November 14<sup>th</sup> 2005.*

All articles should be submitted by e-mail as Word attachments to John Kearns: [kearns\(a\)pro.onet.pl](mailto:kearns(a)pro.onet.pl). Feel free to use this address for any queries or enquiries. Articles may be submitted in English or Irish.

### John Kearns

Irish Translators' and Interpreters' Association,  
Irish Writers' Centre,  
19 Parnell Square,  
Dublin 2,  
Republic of Ireland.

## American Translators Association 46<sup>th</sup> Annual Conference

The Westin Seattle, Seattle, Washington, USA. November 9<sup>th</sup>-12<sup>th</sup>, 2005

Join your colleagues for this rewarding experience featuring over 175 educational sessions, exhibits offering the latest services, opportunities to network with over 1200 translators and interpreters from around the world, and much more.

**Localization World Seattle. October 25-27, 2005**

Localization World is the foremost networking organization in the world for buyers, sellers and practitioners of globalization, localization and translation services. The focus of this year's annual North American Localization World conference is on Translation Technology. The current localization business model is too manual. Many corporations in IT, medical, automotive and other industries as well as localization service providers have invested in translation workflow or are at least exploring its potential benefits. Is it a make or buy decision? At Localization World Seattle, experience and knowledge about <sup>3</sup>translation workflow<sup>2</sup> will be shared in both a full-day pre-conference workshop and in a double panel session.

Translation technology will also be the hottest topic in the keynote forum with industry leaders Rory Cowan and Mark Lancaster, the CEOs of the localization industry's two largest companies: Lionbridge and SDL. With the perspective of the recent mergers in the industry, it will be most revealing to witness the visions they will present under the guidance of Hans Fenstermacher, chair of the GALA organization. Technology undoubtedly plays a major role in Google's globalization strategy, as will be presented in the second conference day keynote by Adam Freed, director of globalization at Google Inc.

Localization World Seattle brings you a wide spectrum of valuable content, not just limited to translation technology. There will be an exciting panel discussion on online-bidding for localization services with representatives from Sun, Ariba and Moravia. There will be cases of localization services and technology presented by industry leading companies such as Symantec, Avaya, Kronos AG and Dade Behring. Managers from SAS Institute and MAQUET Critical Care will debate the benefits of controlled authoring. Experts from Bowne Global Solutions will discuss the use of Web Services technology in translation. In another experts panel, delegates from Tektronix, WebMethods and Enlaso will review the merits of a tight integration of translation tasks. For a complete overview of the LW Seattle program, see:

<http://www.localizationworld.com/LWSeattle2005/program.htm>

As always, Localization World offers optimal opportunities for networking at the industry's largest exhibition hall throughout the conference and in the evenings during a friendly and interesting social program. For more information about Localization World, contact [info@localizationworld.com](mailto:info@localizationworld.com).

Early registration discount for Localization World Seattle ends September 9, 2005.

**Irish Deaf Society 5<sup>th</sup> National Congress**

University College Cork, Cork. 22nd October 2005.

Technology and Deaf culture: Has recent technological advances improved or is it killing Deaf culture?

Time: 9.00 am – 5.00 pm

Speakers include:

- ◆ Professor Stuart Blume, University of Amsterdam
- ◆ Beaumont Hospital Cochlear Implant Department
- ◆ Dr Benjamin Bahan, Gallaudet University
- ◆ Steven Smith, IDS Deaf Access to Learning Project

Open Forum will take place

Registration: Members - €20 Non-members - €25 Students, Unwaged and Pensioners - €15

For more information contact:

Irish Deaf Society, National Association OF the Deaf, 30 Blessington Street, Dublin 7

E-mail: [info@irishdeafsociety.ie](mailto:info@irishdeafsociety.ie), Fax: 8601960, Minicom: 8601910, Telephone: 8601878

Website: [www.deaf.ie](http://www.deaf.ie)

## ■ Contacting The ITIA

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### ITIA BULLETIN

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### ITIA COMMITTEE - 2004/2005

CHAIRPERSON	Annette Schiller
HONORARY SECRETARY	Mary Phelan
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EDITOR TRANSLATION IRELAND	Vacant <i>Guest Editor: Michael Friel</i>
EDITOR ITIA BULLETIN	Elizabeth Hayes
PRESS OFFICER	Vacant
PMSC	Máire Nic Mhaoláin
	Bassia Bannister
	Malachy Brazil
	Jody Byrne
	Michael Friel
	John Kearns
	Miriam Lee
	Martina O'Byrne
	Vera Smith
	Marion Winters
	Giuliana Zeuli
CO-OPTED (PRIX DE L'AMBASSADE)	Angela Ryan
CO-OPTED (ITD)	Cormac Ó Cuilleanáin
CO-OPTED	Bernadette Moynihan

## ■ ITIA Resources for Translators

The *Irish Translators' & Interpreters' Association* has compiled a series of useful information leaflets for translators and interpreters - both members and non-members alike. These leaflets are available from the ITIA website at [www.translatorsassociation.ie](http://www.translatorsassociation.ie).

- ◆ *The Translation Profession*
- ◆ *Joining the ITIA*
- ◆ *Ordinary Membership Application*
- ◆ *Professional Membership Application*
- ◆ *Database Entry*
- ◆ *Code of Practice*
- ◆ *Background Information*
- ◆ *Translation Services in Ireland*
- ◆ *Admission Criteria*
- ◆ *Recommendations on Rates*
- ◆ *Professional Indemnity*
- ◆ *Advertising*
- ◆ *Interpreting*