

## Liebe GLD-Mitglieder!

von *Frieda Ruppaner-Lind, GLD Administrator*

In meiner ersten Mitteilung als neuer Administrator der GLD möchte ich mich für das mir entgegengebrachte Vertrauen bedanken. Ich sehe meiner neuen Rolle mit Freude entgegen und werde versuchen, dem Beispiel meiner Vorgängerinnen im Amt zu folgen und die GLD weiterhin als eine der bedeutenden Divisions innerhalb der ATA zu leiten. Die Tatsache, dass ich mich dabei auf ein eingespieltes Team verlassen kann, ist besonders hervorzuheben. **Jutta Diel-Dominique** als Assistant Administrator, **Rainer Klett** als Redakteur von *interaktiv*, **Michael Wahlster** als Webmaster und **Jost Zetzsche** als Listenmoderator sind schon seit einiger Zeit mit dabei und haben Dorothee Racette bereits im vergangenen Jahr tatkräftig unterstützt.

Bei der Konferenz in Toronto hat es mich besonders gefreut, zahlreiche GLD-Mitglieder zu treffen, deren Namen mir zum Teil bereits von der GLD-Liste vertraut waren. Der Empfang, der im Anschluss an die Jahresversammlung im Tagungshotel stattfand, bot eine weitere Gelegenheit zum gegenseitigen Kennenlernen und war sehr gut besucht. Trotz Internet und Yahoo Groups ist der zwischenmenschliche Kontakt im Grunde genommen durch nichts zu ersetzen, was sich nicht zuletzt durch die hohe Zahl der Gäste belegen lässt.

Nachfolgend möchte ich einige Punkte aus der Jahresversammlung aufführen, die am Freitag, dem 15. Oktober, stattfand und deren Protokoll Sie in dieser Ausgabe finden. Unsere Mitgliederzahl beträgt zur Zeit 684 Mitglieder, was im Vergleich zum Vorjahr etwas rückläufig ist. Diese Tendenz ist in allen ATA-Divisions festzustellen und lässt sich u.U. mit den neuen Bestimmungen im Rahmen der ATA Certification in Zusammenhang bringen.

Laut schriftlichem Bericht von Webmaster Michael Wahlster hat sich die Website der GLD seit letztem Jahr wenig verändert. Die Anzahl der Besuche und Seitenabrufe ist relativ gering und die „GLD-Website ist in gewisser Hinsicht ein Opfer des Erfolgs der GLD-Liste, wo sich die meisten Aktivitäten abspielen“. Für den weiteren Ausbau der Archive, die u.a. die

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## interaktiv

The German Language Division newsletter is a quarterly publication of the GLD within the American Translators Association.

Opinions expressed in this newsletter are solely those of their authors. Articles are subject to editing. Submissions for publication are invited and may be mailed, faxed or e-mailed (the latter preferred) to the editors.

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Ausgaben von *interaktiv* enthalten, bittet unser Webmaster darum, Manuskripte, Glossare und Konferenzbeiträge zur Verfügung zu stellen. Auch Rainer Klett freut sich jederzeit über Anregungen der Mitglieder und über Beiträge zu *interaktiv*.

Bezüglich der GLD-Liste möchte ich noch anmerken, dass ich immer wieder von den sachkundigen Beiträgen unserer Mitglieder beeindruckt bin. Es gibt eigentlich kaum Fragen, die auf unserer Liste nicht beantwortet werden können. Hervorzuheben ist auch das kollegiale Verhalten und die Recherchen, die vielen dieser Antworten zugrunde liegen.

Wie bereits in den vergangenen Jahren war die GLD in der Lage, wieder ausgezeichnete Sprecher aus Deutschland und den USA für Seminare und Workshops einzuladen. In diesem Zusammenhang möchte ich meiner Vorgängerin Dorothee Racette und Assistant Administrator Jutta Diel-Dominique für ihre Arbeit bei der Konferenzplanung danken. Wir werden diese Bemühungen auch in den nächsten Jahren fortsetzen und haben bereits ein paar interessante Sprecher für Seattle im Visier.

Zwei Wochen nach der Konferenz in Toronto reiste eine Gruppe von GLD-Mitgliedern nach Wien, um an der Jubiläumsveranstaltung zum 50-jährigen Bestehen des österreichischen Übersetzer- und Dolmetscherverbandes UNIVERSITAS teilzunehmen, die vom 4. bis 6. November in Wien stattfand. Als Auftakt zur Konferenz fand am Donnerstag, dem 4. November, ein Hieronymus-Literatur-Heuriger statt, der eine gute Gelegenheit zur Kontaktaufnahme und zum geselligen Beisammensein mit den KollegInnen aus Österreich und anderen Ländern bot. Am Freitag wurden äußerst interessante Vorträge sowie eine Podiumsdiskussion geboten. Der Tag klang aus mit einem stilvollen Cocktail-Empfang im Wiener Rathaus. Im Rahmen des Fortbildungsangebots fanden am Samstag im Zentrum für Translationswissenschaft mehrere Workshops statt, darunter ein speziell für die ausländischen Gäste konzipierter Workshop mit dem Thema „Schwerpunkt Österreich“, bei dem auf humorvolle Weise sehr viel Wissenswertes über Österreich vermittelt wurde.

Nachdem ich die Flut der neuen Informationen verarbeitet habe und inzwischen der übersetzerische Alltag wieder eingetreten ist, freue ich mich bereits auf die Konferenz im nächsten Jahr in Seattle. In diesem Sinne möchte ich Ihnen noch schöne Feiertage sowie viel Glück und Erfolg im neuen Jahr wünschen!

Herzliche Grüße

Frieda Ruppenner-Lind



# Perspektiven

Als Übersetzer und Dolmetscher erhalten wir die unterschiedlichsten Anfragen. Da wir unsere Aufträge oft über Empfehlungen erhalten, wissen wir meistens, auf welchem Weg der potenzielle neue Kunde zu uns findet. Mitunter tauchen allerdings auch Anfragen auf, die doch aus dem Rahmen fallen und bei denen wir uns trotz unserer virtuellen Präsenz fragen, wie die Leute zu uns finden und was es mit dem erwähnten Auftrag auf sich hat. So fand sich neulich die folgende E-Mail in meiner Inbox:

Hello,

I am Prince Koffi Martins. I am an English speaking prince from Ghana. I will be coming over to US on holidays from 28th of Dec. to the 6th of Jan. 2005 for a 10 days vacation with my German wife, daughter and son and the only speak German. We will require the services of a German translator for 5 hours daily X 10 days. Please acknowledge if you can offer this service and give me a price quote. We will like to pay in advance of our visit so we can be assured of an escort during our shopping and sightseeing. An early reply will be appreciated.

Thanks.

Koffi Martins(PRINCE)

Tel: +233-244-033930

Schon der erste Blick ruft Skepsis hervor, warum sollte der Prinz aus Ghana (gibt es den überhaupt?) so wild darauf sein, ausgerechnet meine Dienste in Anspruch zu nehmen, und warum will er dafür auch noch im Voraus bezahlen? Das ist schon seltsam. Und dass er Hilfe braucht, um sich mit seiner deutschsprachigen Gattin samt Sohn zu unterhalten, ist ebenfalls äußerst merkwürdig. Zudem bedient sich der Absender einer E-Mail-Adresse von Yahoo, was irgendwie auch nicht zu einem Prinzen passt.

Vorsicht ist die Mutter der Porzellankiste und wer sich in unserem Metier in der Vergangenheit durch Leichtgläubigkeit die Finger verbrannt hat (und wer hat das nicht), ist skeptisch und fragt sich, ob hier eine neue Art von Scam vorliegt? Gott sei Dank gibt es die GLD-Liste, wo wir uns auch über solchen Verdacht austauschen können. Und tatsächlich stellt sich heraus, dass einige unter uns (und Kollegen anderer Sprachrichtungen) eine ähnliche Anfrage erhalten haben. Außerdem erfahren wir binnen weniger Stunden, was hinter dieser Masche steckt: Ein nichts ahnender Kollege sagt diesem anscheinend lukrativen Angebot zu und erhält prompt einen Scheck, der auch gleich zur Bank getragen wird, bzw. eine elektronische Überweisung. Dann entschließt sich der Prinz allerdings, seinen Aufenthalt zu verkürzen und bittet um Rücküberweisung eines Teilbetrags. Wer dieser Aufforderung nachkommt, stellt im Nachhinein fest, dass zwar Geld vom eigenen Konto nach Ghana geflossen ist, dass die vermeintliche Überweisung aus Ghana jedoch gefälscht war und von der eigenen Bank abgelehnt wurde. Auf jeden Fall werde ich die Finger von diesem Prinzen lassen und ähnlich dubiose Anfragen in Zukunft ebenfalls mit Skepsis betrachten.

In diesem Sinne allseits frohes Schaffen

Rainer Klett

# Ensuring Payment

by Ted Wozniak

Late payments are the bane of the freelance translator. Non-payment, or less-than-full payment, while not as pervasive or as frequent, is even more harmful. As moderator of the Payment Practices list, I think I have seen every possible reason clients have given for not paying or not paying the full amount billed.

Based on all of the various reports I have seen over the years, I have developed some strategies for ensuring payment in full. Most of these suggestions are geared toward a new client, but some apply to every project that a freelancer undertakes. These are suggestions, rather than hard and fast rules. As a business owner, you must establish procedures and make decisions for running your business. That is really the only rule I can give you: freelance translation IS a business and it is YOUR business.

## I. Before Accepting a New Client/Project

### 1. Gather Contact Information

Never accept a job until you have the full contact data for billing. At a minimum, you should have the client's full name, physical address, mailing address, if different, phone and fax numbers, and the contact's name and email address. Other information you may want or need could include the client's URL, tax ID number, business registry number and court (if applicable), accounts payable department contact data if the client has a separate A/P department. If the client uses a PO system, the PO will normally include all the data necessary for invoicing. If they do not use POs, have the client provide the data by e-mail in the confirmation. If the client has a Web site, this information is usually available there ("contact us," "legal," "Impressum"). For owners of domain names, this information can be found by doing a WHOIS search.

- <http://www.betterwhois.com>
- <http://www.uwhois.com>
- <http://www.whois.net>
- <http://www.allwhois.com>
- And hundreds of others

### 2. Beware of Freemail

Never accept a job if you only have a free e-mail address (Yahoo, Hotmail, etc.) While not all clients will have a domain or a company e-mail address, all serious clients will have a paid e-mail account. Verify this e-mail address before accepting the job. The same applies to PO boxes. Many companies do use PO boxes for mail, but if worst turns to worst, you cannot serve papers to a PO box.

### 3. Do Not Bow to Pressure

Do not accept a job immediately without all your contact information. No job is so urgent that the client cannot take 5 minutes to send you the information that you request. Besides, you want to look at the files anyway. How many times has a client said "It's just a couple pages of non-technical stuff" and

when you get the file, it's a legal brief for a lawsuit about engineering defects in a laser and computer-controlled widget manufacturing system? And while you are doing that ...

#### **4. Ask for References**

There is a wide variety of sources about client payment practices now available. I encourage you to use all that may apply to your language pairs. Yes, you will get a lot of e-mail from the various lists, and most may not apply to you. But by using e-mail filters to sort the mail into folders, the number of e-mails and the time required to look through it is easily managed. You do not have to read it all when it comes in. Do it once or twice a day when you take a break from a job or first and last thing during the day. Save ALL the reports on "bad" payers. You may want to do this to a separate text file to save space in your e-mail program. While the instance reported may not involve your language pair, the agency might have a project in your pair in the future. Isn't 10 or 20 minutes of your day worth ensuring you do not work for free for 2 months?

Depending on who the client is, there may be other sources of information such as the Better Business Bureau, Dun & Bradstreet, credit agency reports, court records, and company registries. So while you are waiting for contact details, looking at the files, etc., search the archives and/or post an enquiry to the various lists. Send an enquiry to all of them. Be aware however, that it may take up to a day to get a response as we are spread out over the entire globe.

### **A. Online Resources**

#### **1. The Black and White List** [www.go translators.com/Engl/Reports.php](http://www.go translators.com/Engl/Reports.php)

This online database can be searched by name, country, E-mail address or URL. It contains over 140 reports of bad payers as of Oct 07, 2004 – FREE

The list provides client contact data and narrative responses about dealings with the client, including respondent's name, email address, and report date. Respondent's "certify" that the information provided is accurate.

#### **2. Payment Practices Tools In The Translation World** - [www.go translators.com/Engl/BPTools.php](http://www.go translators.com/Engl/BPTools.php)

Free list of Websites/lists concerning payment practices

#### **3. Blue Board - Proz:** [www.proz.com/?sp=agency\\_list](http://www.proz.com/?sp=agency_list)

Available to Platinum members (USD 120) but non-Platinum members can use BrowniZ points or pay USD 0.50 to view one report. Searchable by country or name. 4430 agencies listed as of Oct 07, 2004. (Not all listings have reviews)

#### **4. Hall of Shame - TranslatorsCafe: consultation is included in the Master Membership (70 USD).**

### **B. Mailing Lists**

#### **1. Payment Practices** [www.trwenterprises.com/SubscribePP.htm](http://www.trwenterprises.com/SubscribePP.htm)

This is the "Grandfather" of all lists and was started in 1999 by Karin Adamczyk. It is a strictly moderated mailing list exclusively on the payment practices of clients in the translation and interpretation sector. Inquiries and replies follow a set form that also allows them to be cross-referenced and put into a database. Except on rare occasions when the moderator opens the forum for discussion of important singular issues, there is no discussion. Membership is open to all members of the translation and interpretation profession. PP now has over 2,300 members and 8,500 enquiries/responses in the Yahoo archives.

**2. Untrustworthy Translation Agencies** [www.translationdirectory.com/non-payers.htm](http://www.translationdirectory.com/non-payers.htm)

This free newsletter periodically sends out a Black List of bad payers. An agency is included in the list based on submitted reports and if the respondent did not break the translation agreement. Details are not included, just a list of names.

**3. The TCR List (Translator Client Review List)** [www.tcrlist.com](http://www.tcrlist.com)

"TCR is a private list service and Web site that serves the international community of freelance translators. On the list, translators discuss payment experiences with different agencies and companies with whom they have worked, as well as discussing other related topics on a separate discussion list. The annual subscription is USD 12. There is a one month free trial subscription available to new subscribers, as well as free memberships and scholarships for those who need them." There is no data available on the number of subscribers or messages.

**4. Transpayment** [www.smartgroups.com/groups/transpayment](http://www.smartgroups.com/groups/transpayment)

Free mailing list on agency payment practices  
About 1,680 messages. Membership data not available

**5. Translation Agency Payment** [finance.groups.yahoo.com/group/translationagencypayment/](http://finance.groups.yahoo.com/group/translationagencypayment/)

Free. 386 active members. About 270 messages

**6. TradPayeur** [finance.groups.yahoo.com/group/tradpayeur/](http://finance.groups.yahoo.com/group/tradpayeur/)

Free. 224 active members. About 160 messages, list is in French.

**7. Betaalmoraal** [groups.yahoo.com/group/betaalmoraal/](http://groups.yahoo.com/group/betaalmoraal/)

Free. 263 active members. About 600 messages, in Dutch.

**8. Zahlungspraxis** [de.groups.yahoo.com/group/zahlungspraxis/](http://de.groups.yahoo.com/group/zahlungspraxis/)

1111 members, 7,006 messages, list is in German.

## II. Agree on the Terms

Agree on the price and unit of measurement, counting method, payment due date, bank fees, outside proofreading, other costs, any advance fees, or partial payments for large long-term projects. Again, if

the client uses a PO system, this information is normally included in the PO. If not, get an email confirmation of the terms. Or send your own "contract" outlining the terms of the project and have the client sign it and fax it back to you.

And this brings up the question of who sets the terms. You or the client? In theory, you do. The client is contracting for your professional services. But in the real world, it doesn't always work that way. It all depends on who the client is. A private individual or direct client will probably accept the terms you dictate. However, translation agencies and large corporations have accounts payable systems that simply are not flexible enough to handle your individual terms. The organization has a set policy for accounts payable and you either accept that or not. Small translation "agencies," while potentially more flexible because they are small, simply may not have the manpower to handle individual terms for each project. In short, you and the client must negotiate and agree on acceptable terms.

What are acceptable terms? In the U.S. and Canada, and increasingly in Europe, some form of 30 days is the "standard" payment term. This might be "net 30," i.e., 30 days from the invoice date, net 30 EOM, i.e., 30 days from the end of the month in which the invoice is received. Other countries, notably Italy, Belgium and others, traditionally have longer payment terms, such as 60 or even 90 days EOM. A few agencies may accept terms such as "2/10, net 30", which means they get a 2% cash discount if they pay within 10 days of the invoice date. Otherwise, they pay the full amount within 30 days. At least one agency has terms like these as their standard terms.

As many of us work with European clients, a note on EU Directive 2000 35 may be in order. This directive entered into force in August 2000 and required national implementing legislation by August 08, 2002. In August 2004, the Council was supposed to verify that there have been improvements in combating late payment, and if not, may propose amendments. The Directive does NOT stipulate payment terms. That is left to the national implementing legislation. However, it does define a "reference period" of 30 days from receipt of the invoice or receipt of the goods. It does stipulate penalty interest, retention of title, a recovery procedure for unchallenged claims, and compensation for recovery costs. Note that the Directive **does not apply** if the parties agree to other terms, e.g. an agency's standard terms and conditions. The leaflet on EU Directive 2000 35 EC is available in EN, ES, DA, DE, EL, FR, IT, NL, PT, FI, and SV at [http://europa.eu.int/comm/enterprise/regulation/late\\_payments/index.htm](http://europa.eu.int/comm/enterprise/regulation/late_payments/index.htm)

*Andere Länder, andere Sitten!* A 2003 study by Intrum justicia found a wide range in European contractual payment terms and actual payment practices. Contractual payment terms ranged from a low of 23 days in the Czech Republic and Latvia to a high of 73 in Italy. The average delay beyond the average contractual terms, ranged from a low of six days in Finland to a high of 38 for Portugal. The point here is that while you may desire payment terms of 30 days, if you are dealing with clients in a country that has a different "payment culture," expecting to be paid within 30 days (or even on time regardless of the terms) may be pie-in-the-sky.

To summarize, before you accept a job from a new client, ensure that you have full verifiable contact data, ask for references from the various online sources, and agree on all of the terms regarding the project. In short, know who you are dealing with and what is expected of each of you.

### III. Additional Tips and Hints

This section covers strategies to use during and after the project to ensure you receive payment in full. Based solely on anecdotal evidence, I believe the most common reason for clients not to pay (or more often, taking a "discount"), is that the freelancer did not abide by the agreed terms and conditions. Here are a few common sense rules for ensuring that the client cannot use that as an excuse for withholding payment.

**Follow instructions** (glossaries, file format, etc.) If the client supplied a glossary, use it. If they

requested a particular target file format, e.g. Word 97, Times New Roman font, provide it. If you encounter any problems in following the client's instructions, **keep the client informed**. Call or email the client and find a solution if possible. If the client agrees to any changes, or issues new instructions, **keep a record** of these changes. Ask for verification by email or write a memorandum for record. Then continue working and **MAKE THE DEADLINE!** When you deliver the completed project, **ask for verification of receipt of the project** (and remind them about problems/changes). If possible, send the invoice with the project files. That ensures the client can't say they didn't receive the invoice.

**Invoicing Format:** When preparing your invoice, provide complete details (IBAN/BIC/SWIFT, a note about who pays bank fees, etc.). Localize your invoice for your target country. Your contact may know English but his bookkeeper/accountant and tax office may not.

**Handling complaints about your work:** A client might argue that your work required extensive editing or that the end client was unhappy with the quality of your work and the job had to be redone. How do you react? First and foremost remain professional! Stay calm. It's natural to become defensive and emotional when our work and qualifications are questioned or criticized, but remember that the client is already upset. Don't exacerbate the situation by allowing your emotions to come through. Ask for the revised file so you can see what changes were made and to fully understand the discrepancy between the client's expectations and the work you delivered. Do not dismiss the client's complaint out of hand. Acknowledge the "possibility" of the complaint at least tacitly. When you receive the revised file, wait a day before your review. This will give you time to cool down and be more objective. Review the client's revisions or feedback. After your review, and possibly asking other colleagues for their impartial opinions, and if you feel the revisions were unnecessary stylistic changes or too extensive, defend your position firmly but remain professional. If you discover mistakes on your part try to reach a compromise.

**Late payments:** How should you react to clients who are in default? Again, it's your call. I suggest waiting at least one week before sending a reminder. In some cases, 10 - 14 days after the due date may be appropriate. Allow time for postal delivery, Friday A/P runs and even wire transfers take time. And remember those "cultural differences." If you do send a dunning letter, stay friendly and professional yet firm. Check the legal requirements of your target country. Some countries require specific information for a dunning letter to be effective, such as giving a specific date, instead of a period, before which payment must be made. There are generic dunning letters available on the Internet that you can adapt to your needs and clients. The standard practice is to start out friendly and become progressively tougher with each subsequent dunning letter. In the U.S., businesses generally send dunning letters when payments are 30, 60, 90, (and possibly) 120 days past due.

#### **IV. Overdue Payments/Collecting**

If a payment is more than 4 months overdue, chances are the client will not pay voluntarily, Now you have to ask yourself what other steps you are willing to take to collect your money. Most of the remedies remaining to you now will cost you both time and money. It is your call whether the amount in question is worth the effort or whether the principle is more important to you than your lost time and the extra expense.

Collection agencies charge a percentage of the monies they collect and some may charge an up front "processing" fee. There are thousands of collection agencies around the world and the Internet has allowed for cross-border collection. The fees are generally higher when the two parties are in different countries, but collection is generally possible.



Small claims and other courts are another option. There is a trend in the U.S. and some foreign countries towards online filing. This makes it easier to file if you are in one location and your debtor in another. Collection fees and court costs are normally borne by the loser, but note that enforcement may still be difficult. You need to check the local legal requirements.

Perhaps the best and most cost effective method for collecting from a distant location is to use a local colleague. One of the greatest aspects of our profession is our willingness to help each other. Provide them with a limited power of attorney, if necessary.

If you are paid late or not paid at all, please inform the rest of us by using the various mailing lists. When reporting a "bad payer," stick to the facts. Do not get emotional and refrain from "libelous" remarks. To provide the rest of us with the full picture, I suggest you report as much of the following information as possible: What were the agreed payment terms? When was the invoice issued? How late was it received? Approximately how much money was involved? How long have you been working with this client? Did the agency answer your inquiries about payment? And perhaps most important for others, would you work for this agency again? Additional comments will enable us to get the whole picture. If the client had "complaints," tell us what they were and also give your side of the story. Also, tell us where you are located, as geography often plays a role in delayed payments.

By adapting the suggested strategies to your own needs, your clients' culture, and diligently researching new clients, by agreeing to all the terms and conditions for the project up front and fulfilling your side of the bargain, you should be able to avoid non-payment or late payment in most cases.

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## @ How to Subscribe to the GLD E-mail List

As a member of ATA's German Language Division you are entitled to subscribe to the GLD mailing list. To subscribe send an E-mail to:

[gldlist-owner@yahoogroups.com](mailto:gldlist-owner@yahoogroups.com)

- In the Subject line of the message write: subscribe gldlist
- In the body of the message write:
  - your E-mail address,
  - your full name,
  - your ATA ID number.

# ATA Conference in Toronto 2004 - Report

by Michelle Annette Mead

On Wednesday, October 13th, I left work early, and before I knew it, was on board an Air Canada flight, clutching my US passport and a stash of Canadian money. How fabulous to think that only an hour's flight away, there was a foreign country! But don't say lightning doesn't strike twice. I wound up at the wrong hotel, just as I did for the Newark Conference.

I attended the Opening Session on Thursday, October 14th, and was extremely uncomfortable with the speech given by the keynote speaker. Try as I did to find a connection between his "rah! rah! every good male journalist wants his own war to cover" speech, and translation/interpreting, I just couldn't find it. I tiptoed out as soon – and as discretely - as possible. Not an auspicious beginning....

Fortunately, this negative opinion of the conference was soon dispelled by the "Orientation for First-time Attendees" session, hosted by Leah Ruggiero and Anne L. Vincent. As long as we didn't have to join hands, and sing "Like a Virgin", I thought I'd be okay with this one. Both women offered solid, practical advice for getting the most out of the Annual Conference. Some of their tips were:

- be sure to wear your ID tag and color dot, so that people in your language pair(s) can recognize you (my dot was green – for French)
- don't attend too many sessions – give yourself some down time to socialize or be a tourist
- attend at least one session in a subject you wouldn't think could interest you (you might be surprised!)
- in spite of the temptation to party, don't completely wear yourself out so that you don't enjoy the sessions – pace yourself to better enjoy the entire conference experience
- take advantage of the massage folks in the Exhibit Hall
- make sure you drink plenty of liquids
- take lots of business cards with you everywhere
- network, network, network

Heady with this knowledge, I went into my first session – "Speaking with a History Maker: An Interpreter at the Nuremberg Trials", by Peter Less. If I could have only attended one session, this would have been the one. With humor and self-deprecation, this remarkable man told how he was recruited by the US Army to join a small group of interpreters who would be the first to serve as simultaneous interpreters, during the Nuremberg Trials. Alexander Schwartz, retired UN translator extraordinaire, certified by the Guinness Book of Records as "the greatest U.S. linguist", sat in front of me. This was pretty impressive, being in the company of such awesome talent.

That afternoon, taking a break from the Conference, I decided to visit the Toronto office of my company, Bayerische Landesbank, and spent the rest of the afternoon catching up on company news with my colleague, Joseph Rauhala. Taking the advice of Mesdames Ruggiero and Vincent, I spent the evening reading Conference material, and the local Canadian paper, deciding an early night would leave me fresh for the next day's sessions.

After breakfast the next morning, October 15th, I took in the Annual Meeting, just to see what would be discussed. Perhaps it was my status as a "newbie", but much of the meeting was lost on me. As I knew none of the people being mentioned and congratulated, I felt rather like I had stumbled into the meeting of a secret society, and didn't know the special handshake. I held out until the beginning part of the questions from the floor, then grabbed my bag, and made a hasty retreat.

Jonathan T. Hine and Christophe L. Réthoré's "English-French Commercial Translation: Overview, New Tools, and Main Concepts" was the next session I attended, and it more than met my

expectations. This was the kind of presentation I had come to Toronto hoping to attend. Both speakers were well versed in their subject matter, and managed to make the session dynamic and entertaining. I also discovered a surprising ATA Conference rule, that English is the presentation language unless all of the audience agrees to another language. This was a bit disappointing to me, as I was hoping to attend at least one session presented entirely in French. One lady in this group of perhaps 40 people confessed to not feeling quite comfortable with French, and so English it was for the entire group, somewhat unfairly, I thought.

Afterward, since most of the other conference attendees were attending sessions, I decided it might be a good time to stroll around the Exhibit Hall. This was also a perfect chance to introduce myself to Danièle Heinen of *Arc-en-Plume*, make a reservation for the French Language Division dinner at *Marcel's* that evening, and pick up some DVDs in French. I even took advantage of the free massage in the Exhibit Hall – now that's a delight in any language!

Later that afternoon, I attended the French Language Division Annual Meeting. This was a session ripe with intrigue, as there had obviously been serious issues with the FLD in the recent past, and the very future of the French Division hung in the balance. Departures and quarrels had divided the group, and now a new Administrator was being sought who could pull the Division together. When a volunteer was asked for this position, I slid down into my seat, wishing I'd inherited my French mother's short genes, and not my Irish American father's tall ones. We waited in embarrassed silence for the spirit to move someone to come forward, like guilty sinners at a prayer revival. Fortunately, just as it looked as if the FLD was doomed to oblivion, Michèle Landis volunteered to fill the role for a period of one year. An enormous sigh of relief was collectively heaved, and business quickly wrapped up. Hopefully, this will be a new start for the Division, and coming so close to disappearing will hopefully encourage members to take a more active role in the group.

Hoping I wouldn't be too out of place – and counting on the small amount of German learned at my job at a German bank – I attended the German Language Division's Happy Hour that evening. It was difficult to pull myself away from the delicious sandwiches, good wine, and delightful company. I almost regretted having made plans for the French Language Division dinner that evening, which seemed to have been pulled together as an afterthought. Still, the evening was enjoyable, although getting back to my room at 11:50pm didn't bode well for an early morning the next day.

Fortunately, Grant Hamilton's "Translating for Ad Agencies" was well worth getting up for, and was well attended by a stalwart bunch of conference attendees. Grant has his own agency, Anglocom, in Quebec City, and his presentation was so entertaining and full of useful information that I didn't regret the effort it took to separate me from my pillow! Alas, the same couldn't be said for "Translator Training in Canada" which followed. I had thought that this panel presentation would be interesting, but as it pertained exclusively to the Canadian academic system, it was rather lost on me. I comforted myself in the knowledge that at least the day would end on an "up" note, since I had planned to attend a second presentation by Christophe L. Réthoré, this one "A New Look at Financial Terminology and Translation: Applications of Corpora and Statistical Logistics". Unfortunately, the presenter dropped his computer five minutes before the presentation, and having no back-up, he beat a hasty retreat, leaving a small group of us wandering around, trying to find his presentation. By the time we found out the event was cancelled, it was really too late to attend another session already in progress.

The afternoon presented a dilemma. Should I attend "Canadian English: Eh-to-Zed", given by David C. Rumsey, or "Internet Privacy for the Small Office or Home Office Environment" with Jill Sommer (whom I'd met at the Washington, DC conference) and Roland Grefer? It was a tough choice, but in the end, I attended the Canadian English presentation - absolutely delightful, and very well put together. And since I had a bit of spare time, I snuck into the end of the Internet Privacy session, in time to catch some valuable tips during the post-presentation question and answer session.

For my final course, I attended the "Yoga Moves for the Desk-Bound Translator" given by June L. Lupinetti. How I wish this course had been one of the first ones I'd taken, and not the last. The yoga

moves we were taught were perfect for anyone who is stuck for long periods at their desk for too long, and the audience participated with enthusiastic good humor.

It was with a tremendous sense of sadness that I went up to my room, started packing for the trip home, and dressing for the closing banquet. The banquet wasn't bad, but the huge barn of a room made it a bit impersonal. I was sorry not to hear the live piano music, which didn't manage to make it over as far as my table. After dinner, I looked in on the Fiesta Latina, but didn't enjoy the noise level of the music. Grabbing a new-found friend, Elizeth L. Labega (yup! that's the spelling on her business card), I did one tour on the dance floor, already visualizing the headlines – "Belly dancing Bavarian Banker Bumps, Bombs, and Bolts". The suggestion to visit the famous CN Tower seemed like a perfect way to end the day – and the conference – so I took off with Jill Sommer and Roland Grefer (über techie computer whizzes and translators), to catch the best view of Toronto. What an awesome sight it was, and what a pity it would have been to miss it!

The next morning was filled with the down side of conferences – packing suitcases and trying to find room to stash papers and purchases. Our departure was made more exciting by the running of the Toronto Marathon, and it took our cab 25 minutes to go 2 blocks. At every gap in the race, the police would let a few cars slip through, and eventually we were on our way to the airport. Toronto Airport is a huge place, and going through American Customs still is one of those nightmares that travelers dread with good reason. I finally arrived home, after leaving one suitcase at LaGuardia and having to return to get it! Everything they say about sleep deprivation is true....

So, final thoughts and comments? My overall opinion was very positive, and I'll certainly make an effort to attend the next Annual Conference in Seattle. Next time, I'll also give a bit more thought to the sessions I'd like to attend, and feel less guilty about sneaking out if a session doesn't turn out to be my cup of tea. Spending several days with smart, well-spoken linguists has certainly given me the incentive to do more in the field, and I hope I've made friendships and contacts which will flourish for many years to come. Hey, next year I won't be a "newbie" anymore. I'm a veteran.

**Michelle Annette Mead** moved to New York City in 1994, after spending 5 years in Sydney, and 14 years in Paris. She has graduate certificates in French-to-English Translation and International Affairs from New York University. Michelle is a dual American/French citizen, and is currently massacring the language of Goethe at the Bayerische Landesbank in midtown Manhattan.

## ICQ - Not in Toronto

*by Michael Wahlster*

Due to a long-planned trip to Japan and China I could not attend the 45th Annual ATA Conference in Toronto. To be there in spirit, however, I packed my ATA t-shirt and was wearing it whenever possible. Those of you who attended the Toronto conference may have noticed that Michael Metzger was missing as well. How do I know? On the evening of October 18, I left Omotesando subway station in Tokyo through exit B4, when I saw a familiar figure on the corner of the intersection: our very own Michael Metzger. To celebrate our joint absence from Toronto and the incredible coincidence of running into each other in the middle of Tokyo, we retired for the rest of the evening to Maisen in Jingumae, "Tokyo's second-most-famous tonkatsu restaurant" – the most famous one being presumably Tonki in Shimo-Meguro.

# ATA Conference in Toronto 2004 - GLD Minutes

The annual meeting of the German Language Division was called to order at 3:35 p.m. on October 15, 2004, by the division administrator, Dorothee Racette. After introducing herself to those present, she announced that copies of last year's minutes had been placed on the chairs in the meeting room. Ms. Racette asked everyone to review the minutes and bring any additions or corrections to the attention of the meeting. There were no additions or corrections, and the minutes of the 2003 annual meeting (held in Phoenix) were approved.

Ms. Racette gave a brief overview of the past year's activities. The Division had 684 members in August; the membership number tends to increase slightly by the end of the year. This is a decrease of 15% and the association is exploring possible reasons of the decline. The GLD maintains a newsletter, of which four editions were published, a Website with archive of articles and past newsletters ([www.ata-divisions.org/GLD](http://www.ata-divisions.org/GLD)) as well as a mailing list with 175 members. There were no major conflicts in the division and the planned trip to Vienna is a new departure for the GLD. Over the course of the year, 113 individual inquiries concerning German translation and association membership were answered.

The German Language Division election was then held under the watchful eye of Dr. William Bergerson, who was the appointed Election Inspector for this occasion. The list of candidates was read (Frieda Ruppenner-Lind, running unopposed for Division Administrator, and Jutta Diel-Dominique, running unopposed for Assistant Administrator), and the candidates were elected individually by voice acclamation.

The newly elected Division Administrator, Frieda Ruppenner-Lind, then introduced herself to those present, calling for active participation in Division affairs to maintain all programs, and thanked Ms. Racette for her service.

Rainer Klett, the editor of the GLD newsletter *interaktiv* then took the podium to give a report of the past year's activities. He encouraged members to share ideas and suggestions for future publications. The problems with a direct email broadcast of the newsletter have now been resolved and *interaktiv* is sent as a PDF attachment to all members, unless a request has been mailed to Headquarters to receive a hardcopy in the mail. For this purpose, a new electronic mailbox has been established ([newsletters@atanet.org](mailto:newsletters@atanet.org)). Mr. Klett has established a connection with the German Langenscheidt-Verlag and will be asking for dictionary reviews in specific fields. In exchange, GLD members who write a review will receive a complementary copy of the dictionary. Mr. Klett asked whether anyone would assist him as Assistant Editor and Roland Grefer volunteered for this position.

Since the Division's webmaster, Mr. Michael Wahlster, was absent at the meeting, Ms. Ruppenner-Lind read a written report Mr. Wahlster had submitted, in which he asked for the submission of articles and links to add to the site. No major design updates of the site are planned for the coming year.

The budget of the division was briefly introduced. The Division revenues are based solely on membership dues. Since the division does not conduct any mid-year conferences, a large part of the budget is earmarked for educational activities at the annual conference. Since the given financial data were not detailed, some questions had to remain open until Headquarters can provide more detailed Division data.

Ms. Ruppenner-Lind then introduced the official representative of the German BDÜ, Ms. Regina Simmes. Ms. Simmes greeted those present on behalf of BDÜ-President Barbara Böer-Alves. GLD and BDÜ are planning to intensify their exchange in the future.

The membership decided to keep the membership dues at 15 USD a year.

Ms. Ruppenner-Lind then invited suggestions and comments from the floor. The question of a separate GLD conference was brought up, but given the rising number of professional development sem-

inars and chapter conferences, it is questionable whether such an event could attract enough participants. Suggestions for upcoming conferences included a joint event with the Medical Division, combining German translation topics with issues in medicine. Participants also requested more presentations on technical topics.

Since it had not been possible to arrange a book exchange in Toronto, it was suggested to either organize such an event at the conference in Seattle or to post available books online at a separate list. Mr. Roland Grefer volunteered to establish such a list. Dr. U. Vielkind spoke in favor of the possibility to exhibit books translated by members.

Ms. Jill Sommer announced a volunteer vacancy for a news translator.

Since no other issues were brought up, the meeting was adjourned at 4:50 p.m.

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## **ADÜ-Nord-Umfrage zur Einkommenssituation freiberuflicher Übersetzer und Dolmetscher mit der Arbeitssprache Deutsch**

### **Uns geht's doch Gold – oder?!**

»Ich bin freiberufliche Übersetzerin und ziehe nächstes Jahr von Frankreich nach Deutschland. Welcher **Preis** wird denn in Deutschland für Rechtsübersetzungen gezahlt?«

»Ich soll ein Angebot für einen dreitägigen Konferenzdolmetscheinsatz abgeben. Was nimmt man denn da?«

»Ich habe einen Auftrag für eine Fachbuchübersetzung bekommen, aber der Verlag will nur **18 Euro pro Seite** zahlen – ist das normal!?«

Da sind sie wieder, die Fragen nach den »marktüblichen Preisen«, die nicht nur Berufseinsteiger stellen. Sie tauchen fast täglich in den Geschäftsstellen der Übersetzerverbände und in den einschlägigen Mailinglisten auf. Befriedigende Antworten sind schwer zu bekommen. Die Verbände dürfen aus wettbewerbsrechtlichen Gründen keine Auskunft geben und die Informationen von Kollegen sind ein reines Zufallsergebnis.

### **Ist-Zustand**

Angesichts dieses Informationsvakuums wird immer wieder der Wunsch nach einer Marktstudie laut, die die aktuelle Situation der freiberuflichen Übersetzer und Dolmetscher im Zeitalter des Internet und der Globalisierung beleuchtet. Es gibt bereits einige Studien, aber die sind entweder schon recht betagt (»Fragebogenaktion zur Berufspraxis der Übersetzer und Dolmetscher« 1988 von Professor P. A. Schmitt und dem BDÜ) oder erfassen nur eine kleine Gruppe von Übersetzern (regelmäßige Gehaltsbefragungen der amerikanischen ATA und des englischen ITI).

Auch auf einem Strategie-Workshop des ADÜ Nord Anfang 2004 wurde der Ruf nach einer Umfrage unter Kollegen laut. Der Vorstand und einige Beauftragte haben sich mit dieser Forderung auseinandergesetzt und beschlossen, diese Aufgabe in Angriff zu nehmen.

Als erstes wurde durch eine offizielle Anfrage beim deutschen Kartellamt abgeklärt, was wir als Berufsverband beachten müssen, wenn wir eine solche Umfrage durchführen und die Ergebnisse veröffentlichen. Die wichtigste Anforderung ist, dass die Ergebnisse nicht als Empfehlung für zukünftige Preisverhandlungen, sondern als Information über die Marktsituation zu einem bestimmten Zeitpunkt in

der Vergangenheit formuliert werden. Das werden wir berücksichtigen.

Als nächstes konnten wir die Unterstützung des Hamburger **Marktforschungsinstitut PhoneResearch** für die technische Durchführung dieses Vorhabens gewinnen, denn die Umfrage wird hauptsächlich über das Internet durchgeführt.

Für die inhaltlichen Belange wurde die **AG Frabo** gegründet, die sich unter der Leitung von **Marketingberaterin Dr. Thea Döhler** mit der Zielsetzung, Umsetzung und Auswertung dieser Studie befasst.

### **Zielsetzung**

Im Vordergrund steht die Informationsbeschaffung und Bereitstellung von aktuellen Marktdaten und der Wunsch, Transparenz und Vergleichsmöglichkeiten zu schaffen. Berufseinsteigern, aber auch gestandenen Kollegen soll damit die Orientierung in unserem Berufsfeld erleichtert werden.

Befragt werden freiberuflich tätige Übersetzer und Dolmetscher mit der Arbeitssprache Deutsch, die im Jahr 2003 schon oder noch haupt- oder nebenberuflich arbeiteten. Nach sorgfältiger Abwägung haben wir entschieden, die Umfrage nicht geographisch zu begrenzen, weil die Globalisierung des Übersetzer- und Dolmetschermarkts inzwischen sehr weit fortgeschritten ist. Wir bitten auch Kollegen, die nur Teilzeit arbeiten oder nur einen Teil ihres Lebensunterhalts mit freiberuflichem Übersetzen oder Dolmetschen verdienen und außerdem noch einer anderen Tätigkeit (wie Sprachlehrer, Angestellter, Haushaltsmanager, Übersetzungsagenturinhaber etc.) nachgehen, an der Umfrage teilzunehmen.

### **Umsetzung**

Die Umfrage läuft vom 15. Oktober 2004 bis Ende Januar 2005 und wird anonym durchgeführt. Unter [www.adue-nord.de/index.umfrage.html](http://www.adue-nord.de/index.umfrage.html) kann weltweit jeder deutschsprachige Übersetzer und Dolmetscher mit Internetzugang an der Umfrage teilnehmen. Natürlich gibt es auch eine Papierversion, die man sich unter [www.adue-nord.de/umfrage/umfrage.fragebogen.pdf](http://www.adue-nord.de/umfrage/umfrage.fragebogen.pdf) zum Ausdrucken herunterladen kann. Auf Wunsch faxen oder versenden wir den ausgedruckten Fragebogen auch; bitte wenden Sie sich dafür an Frau Helke Heino unter [infoblatt@adue-nord.de](mailto:infoblatt@adue-nord.de) oder Tel.: +49 4543 891667.

Inhaltlich geht es um die Themenbereiche Sprachrichtungen, Fachgebiete, genaue Art der Tätigkeit, Abrechnungsmodi, Einkommen, Auslastung, Kundenstruktur, Nutzung von Weiterbildungsangeboten, Mitgliedschaft in Fachverbänden und Einsatz von TM-Werkzeugen.

### **Auswertung**

Die Analyse und Auswertung der Daten erfolgt ab Februar 2005 durch die AG Frabo und PhoneResearch.

### **Jetzt sind Sie dran!**

Diese Marktstudie ist ein Großprojekt, das der „kleine“ ADÜ Nord nur Dank tatkräftiger Unterstützung durch PhoneResearch und Dr. Thea Döhler überhaupt auf die Beine stellen kann.

Aber die beste Umfrage ist nichts wert, wenn die Anzahl der Teilnehmer nicht groß genug ist. Deswegen unsere Bitte an Sie:

Machen Sie auf jeden Fall mit und erzählen Sie Ihren deutschsprachigen Kollegen auf der ganzen Welt von unserem Vorhaben. Vielleicht können Sie über einen gewissen Zeitraum unsere URL [www.adue-nord.de/index.umfrage.html](http://www.adue-nord.de/index.umfrage.html) in Ihre E-Mail-Signatur aufnehmen oder auf Ihrer Internetpräsenz veröffentlichen?

Erwähnen Sie diese Umfrage bitte auch auf Kollegentreffen, Stammtischen, Mailinglisten und Internet-Foren. Wir möchten die Angaben möglichst vieler freiberuflicher Übersetzer und Dolmetscher mit der Arbeitssprache Deutsch auf der ganzen Welt sammeln. Jeder, der sich zwischen Oktober 2004 und Januar 2005 an dieser Umfrage beteiligt, trägt entscheidend zum Gelingen dieses Projekts bei. Profitieren werden wir letztendlich alle davon.

Fragen und Anregungen richten Sie bitte an Frau Helke Heino unter [infoblatt@adue-nord.de](mailto:infoblatt@adue-nord.de).

*Helke Heino, Redaktion Infoblatt des ADÜ Nord*

# Dictionary Reviews

## *e-Fachwörterbuch Medizin*

Englisch-Deutsch/Deutsch-Englisch

Dr. med. habil. Fritz-Jürgen Nöhring  
Publisher: Langenscheidt,  
in cooperation with Urban & Fischer  
Approx. 220.000 key words  
CD-ROM (e-Wörterbuch) Version 4.0  
ISBN 3-86117-193-7  
Price: 199.00 EUR

by *Dorothee Racette*

The new *e-Fachwörterbuch Medizin* by Langenscheidt is sold exclusively in CD-ROM format, in keeping with the publisher's recent efforts to advance electronic dictionaries that are taking terminology research to a new dimension.

I found the software easy to install and the simple features of the user interface immediately accessible. Just as the other e-Fachwörterbücher, the software can be set up to run in the background of your PC while you work with any type of MS office file. When the popup function is activated, any term or word in a file can be looked up in the electronic dictionary by selecting it with the cursor and right-clicking. This feature is timesaving and keeps translation work focused.

The software help files tend to be very short, and are partly too cryptic to explain the advanced functions of the software. I have to admit that I have not yet understood how to make the most of the dictionary because the help explanations are poor and the index is not comprehensive enough.

I frequently use my collection of medical dictionaries in two different contexts: when translating material associated with medical technology, typically in electronic files, and when translating medical patient reports, many of which still arrive in the conventional hardcopy format. Consequently, I was interested in analyzing the advantages of the new e-Fachwörterbuch in both contexts. My first test run, a document associated with modern laboratory equipment for sample analysis, yielded unimpressive results. In spite of the announcement on the product box that the software includes terminology from biochemistry and laboratory diagnostics, simple words such as **well/ Kavität** are missing, as is crucial vocabulary from emerging fields of medicine. I have since used the software for a number of other medical technology projects, without much success.

Using an electronic dictionary with hardcopy materials that have to be retyped and reformatted may not make immediate sense. However, I have found that it actually saves time to type the translation of the text along with the unknown/doubtful terms in the source language. The popup function can then be used as a first resource to look up terms before turning to books in print. When translating a simple patient record for a standard procedure, I realized that the preference of the software for British spelling prevents terms from being accessible in the search function. As an example, the term "hematoma" (which yields 449,000 Google hits in the American spelling) is not listed. One has to search for "haematoma" to find any information at all. In contrast, Roche's *Lexikon Medizin*, Thieme's *Fachwortschatz Medizin Englisch*, and Springer's *Großwörterbuch der Medizin* list the word in the





American spelling. The choice of British spelling certainly detracts from the value of the software for translators working in the language combination of U.S. English and German.

Overall, the dictionary functions well when it comes to “general” medical terminology, even if it is a little short on explanations or source indications. (Example of an entry: **Tripel-Diagnostik** *f* triple test.) The selection of terms stays well within the mainstream and is perhaps best highlighted by a random selection of terms that are not included:

- Hohmannhaken (surgery)
- Nackenfaltentest (pregnancy)
- Schwellstrom (alternative medical treatment)
- Schürzengriff (orthopedic treatment)

Publishers of medical dictionaries (with the notable exception of Thieme) seem to assume that the content of medical dictionaries should be confined to mainstream medicine. Consequently, the *e-Fachwörterbuch* (for a price of 199 EUR) may surpass existing dictionaries in volume of keywords, but not in the essential scope of the covered materials and fields. This misses a lot of exciting opportunities, since the CD format would probably have allowed for the inclusion of graphics, and an expansion to medical fields on the cutting edge of technology. Judging from the terminology conversations of translators, we need medical dictionaries that are willing to consider entries of medical instruments, common brand names (for example in surgical procedures), experimental fields of medicine and common field-specific abbreviations.

In summary, the *e-Fachwörterbuch Medizin* is a solid investment for translators who occasionally work with medical texts that tend to be quite general. The software features of the product are useful and timesaving. However, the product is a bit of a disappointment for language professionals who specialize in medical translations, as it offers little new information and doesn't fully live up to the potential of an electronic dictionary.

**Dorothee Racette** is a freelance translator and lives in Upstate New York. She is ATA certified in GER>ENG and ENG>GER and has specialized in biotechnology and medical translations.

## Announcement - Seminar in Erlangen



The very popular and well-received 2-week Study Workshop for German-English translators and interpreters will be held again at the **Institut für Fremdsprechen und Auslandskunde in Erlangen**, Germany in 2005.

The dates for Erlangen VI (yes, this will be the sixth time!) will be from the evening of Sunday, April 24 through May 7, 2005. The focus this year will be legal and music.

Presentations will address corporate and tax law, wills, family law, and the EU, and translating legal texts and art history. We will also have a workshop with author Ursula Naumann.

Excursions include trips to the European Patent Office in Munich, the courts in Nürnberg (including Schwurgerichtssaal 600), and visits to a violin-maker, a maker of high quality brass instruments, and the Germanisches Nationalmuseum. We will also visit the Pinakothek and a Benedictine monastery in Schwäbisch-Hall.

Other activities will include a social get-together with the teaching staff and students of the Institut, an optional bicycle tour of the Erlangen environs, and a wine tasting.

The cost of the two-week workshop: a \$45 non-refundable registration fee, due immediately to reserve your place, and then \$900 due on January 15, 2005. The workshop fees cover bed and breakfast at The Frankenhof, a hostel run by the city of Erlangen, all presentations, excursions, admission to all museums, etc., and the farewell party on the evening of Friday, May 6th. It does not include airfare or lunches and dinners. The fee also does not include our optional trip to Prague for the weekend of April 29, complete with city tour, dinner with beer and music, visit to a glass factory or castle – all for approximately 180 EUR, payable in Erlangen.

If you want to check this out with people who have participated in the past, please let me know and I will put you in touch. Eighteen of the 25 spaces have already been reserved by German-English translators and interpreters from the US, Canada, and Australia, so if you are interested, please let me know soon!

Loie Feuerle  
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Portland, OR 97214  
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# Termine

Was	Wann	Wo	Kontakt/Informationen
ADÜ-Nord-Tage: Menschen-Märkte- Möglichkeiten	Apr. 8 - Apr. 10 2005	Lübeck, Germany	ADÜ-Nord Information: <a href="http://www.adue-nord.de">www.adue-nord.de</a>
NAJIT, Annual Conference:	May 13 - May 15, 2005	Washington, D.C.	E-mail: <a href="http://www.najit.org">www.najit.org</a>
ATA, Annual Conference	Nov. 9 - Nov. 12 2005	Seattle, WA	E-mail: <a href="mailto:ata-hq@atanet.org">ata-hq@atanet.org</a> Information: <a href="http://www.atanet.org">www.atanet.org</a>

Please note: If you know of any upcoming events that are of interest to other readers, please forward the information to the editors ([RainerKlett@aol.com](mailto:RainerKlett@aol.com)). Your help is much appreciated. The calendar listing of conferences, seminars, workshops, etc. includes only some of the upcoming events that might be of interest to GLD members. More comprehensive information is available on the organizers' Web sites, such as:

[www.atanet.org](http://www.atanet.org), [www.bdue.de](http://www.bdue.de), [www.adue-nord.de](http://www.adue-nord.de), [www.ciuti-akademie.com](http://www.ciuti-akademie.com), [www.fit-ift.org](http://www.fit-ift.org),  
[www.najit.org](http://www.najit.org), [www.sdi-muenchen.de](http://www.sdi-muenchen.de)