



KRISTINA PISA - Translator & Interpreter for Italian – German – English

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## ■ Profile

Professional freelance translator and interpreter (active language / native speaker: Italian; passive languages: English, German)

University of Verona, Italy, 1995: Degree in Foreign Languages

Member of ANITI (Association of Italian Translators and Interpreters)

Specialized in technical translations and liaison interpreting

I have been working since 1998 as a freelance translator and interpreter for translation agencies and direct clients in Italy and abroad, contributing to translation projects for 3M, Alcatel, Armani, Ascom, Computer Associates, L'OREAL, Mercedes, Sharp, European Union ... This experience has given me in-depth knowledge in a number of technical fields, but particularly in those of textile and printing machines, and of materials recycling. My involvement in these areas of industry has been considerable, ranging from interpreting during technical training courses to linguistic support during commissioning of printing plants and the translation of all the relative manuals.

One of my clients in the printing industry has decided to go one step further, appointing me as its technical instructor for Italy.

The last long-term installation projects on different printing plants at the same time brought me to build a team of professional collaborators who could replace me when needed. I was responsible for the coordination of the team work.

## ■ **Services**

### **Translation**

- Manualistica tecnica
- Technical manuals and handbooks
- Patents
- Software and website localization
- Business letters, contracts, corporate information
- Tourism, advertising and general topics
- Creation and maintenance of client- and project-specific glossaries

### **Liaison Interpreting**

- Training for operators, mechanical engineers, electrical and electronic engineers
- Business meetings and visits
- Seminars

### **Proofreading**

Proofreading of translated texts in the areas of expertise mentioned

### **Other languages, services or areas of expertise**

Should my qualifications or technical resources not match your specific requirements, I will be glad to help you find a qualified colleague.  
Multilingual project management

## ■ **Hardware and software equipment, specialization courses, seminars and conferences attended**

### **OS/Programs:**

Windows XP, Windows 98, Office XP, Office 97, Framemaker, Adobe Acrobat, Readiris Pro 8 (OCR-program), WinZip

### **Computer-aided-translation (CAT) tools:**

Trados Freelance Edition, DejaVuX, SDLX Professional

### **Specialization courses, seminars and conferences attended:**

- 1998 Master on IT Technical Translation, C.T.I., Milan
- 2000 Seminar on "Software localization methods", Futura Informatica, Milan
- 2003 Seminar on Translation Memories, L10N Group, Rome
- 2004 Seminar on ECMS (Enterprise Content Management Systems) and GMS (Globalization Management Systems), L10N Group, Rome
- 2004 Annual conference of Ifra Italia, Florence
- 2005 Annual conference of Ifra Italia, Catania
- 2006 Annual conference of Ifra Italia, Bologna

## ■ Areas of expertise

My primary areas of expertise are in the printing and graphics industry, knitting machines, and oenology. I generally translate texts and documentation on plant engineering and mechanical, electrical and electronic subjects, as well as IT and telecommunications, industrial processing, and management. I use specialized dictionaries as well as my own glossaries.

## ■ Printing

Working for years as an interpreter for leading international companies and manufacturers in the printing and graphics industry I have been able to improve my knowledge of all relevant aspects regarding newspaper printing plants, from prepress to press and postpress.

### I am specialized in:

### References

Web-fed offset presses

Maschinenfabrik Wifag, Schweiz  
König & Bauer AG, Deutschland  
MAN Roland Plauen, Deutschland  
MAN Roland Italia S.p.A., Italia  
Solna Offset AB, Sweden

Drive technology

Baumüller GmbH  
AMK - Arnold Müller GmbH &  
Co.KG

Workflow, control and register systems,  
press control desk technology

ABB Industrie AG, Schweiz  
EAE Software GmbH, Deutschland

Computer to plate systems

Agfa-Gevaert N.V., Belgium  
GMDE s.r.l., Italia

Register control and auxiliary equipment  
for printing presses

Grafikontrol S.p.A., Italy

Automated reel handling logistics systems

METSO Paper AG, Schweiz  
EAE Software GmbH, Deutschland

Conveyor systems and mailroom equipment

Müller Martini AG, Schweiz  
Ferag AG, Schweiz

Plate punch bending machines

2B-Präzisionstechnik GmbH,  
Deutschland  
Brüder Neumeister GmbH,  
Deutschland

Stitching machines

Motter Printing Equipment Ltd.,  
Schweiz

Colour Management

Asig, Italia, Ifra

## **I have worked as an interpreter in the following printing plants**

Centro Stampa Quotidiani, Erbusco (BS), Italy  
Editrice EDI.ME, Naples  
Editrice LA STAMPA, Turin  
Il Messaggero, Rome  
Il Sole 24 Ore, Carsoli  
La Gazzetta del Sud, Messina  
RCS Editori, Pessano con Bornago (MI)  
SEDT, Bari  
Società Tipografica Siciliana, Catania  
RCS Produzioni, Rome  
La Sicilia, Catania  
Il Sole 24Ore, Milan  
Società Editrice Arena, Verona  
Telestampa Emilia, Bologna

## **Last projects**

2005	Project "Full Color" of RCS Corriere della Sera Printing plants in Milan, Rome, Catania
2005/2006	Project "Full Color" di Il Sole 24 Ore Printing plants in Milan, Carsoli, Bologna, Verona
2006	Project "Cambio Formato" of La Stampa, Turin

## ■ **Textiles**

In 1999 and 2000 I worked on a regular basis as interpreter for technical training courses on circular knitting machines held in the showrooms of some of the world's leading manufacturers of knitting machines:

Santoni S.r.l. (Lonati Group, Brescia)  
San Giacomo S.p.A. (Brescia)

## ■ **Wine**

Proper terminology is ensured by the contribution of professionals in Italy and abroad.

References:  
Assovini Sicilia  
Grottarossa Vini

## ■ **Published translations**

Having spent most of my life in the lovely little town of Desenzano on Lake Garda, I was both happy and proud to be able to help make it known by translating the town magazine for several years.

## ■ Professional and friendly teamwork

My clients in the textile and printing industries know they can rely on professional skills and experience. Moreover, I believe it is important to create a friendly atmosphere to facilitate interaction and make the most of meetings between business partners, as well as between instructors and engineers.

*Das Feedback war von Kundenseite wie auch von den Schulungsleitern übereinstimmend sehr gut.*

*Frau Kristina Pisa hat eine sehr gute technische Auffassungsgabe. Durch Ihre nette Art hat Sie bei*

*Meetings und im Rahmenprogramm zu einer harmonischen Atmosphäre beigetragen. Ihre sprachlichen Fähigkeiten stehen ausser Frage.*

*Als Projektleiter und Auftraggeber kann ich Frau Kristina Pisa für Dolmetscherdienste bestens weiterempfehlen. Unsere Zufriedenheit zeigt sich darin, dass wir (ABB Industrie) die Dienste von Frau Kristina Pisa weiter in Anspruch nahmen und nehmen werden.*

*ABB Industrie AG*

*BU Printing*

*i. V. S. Probst*

*All the complexities: graphic design, the chain and the machine functions were excellently decoded by Kristina (Santoni's translator assigned to us) and presented in a very understandable language.*

*For and on behalf of Sara Lee Ireland*

*Sean O'Sullivan (Tech. Mag. Knitting)*

## ■ Rates

Each translation and interpreting service is a unique product, a tailor-made solution to suit your precise requirements.

This means that rates can be agreed upon according to the type of interpreting service required. A day's training course, for example, will have one rate while language assistance for technicians during the commissioning of a plant may have another. This is because a day of the latter may require uninterrupted presence from morning to evening, or assistance during night production in a newspaper printing plant. The important thing is that my clients should always have a clear idea of what costs are involved, right from the start!

### **Travelling expences:**

I can count on accommodation in some of the main Italian cities (Turin, Milan, Bergamo, Brescia, Verona, Rome, Bologna, Palermo), which means saving board and lodging expenses. This availability is any case liable to variation and has to be checked.

The fee for **translations** is calculated according to:

- the length of the source text
- the level of difficulty

- the type of text / its use (e.g. software strings, websites, advertising)
- special layout requirements (amount of formatting involved)

I can give you a quotation on whatever basis you prefer: per word, per 1000 words, per line or per hour. Or, to simplify your budget calculations, I can give you a lump-sum rate. In this case, I shall naturally need to see the entire text before establishing the total price.

If you would like to receive a free, non-binding quotation, including delivery time and all other commercial terms, please feel free to contact me by e-mail, telephone or fax.

Your personal details and information will be treated with the utmost confidentiality.

## ■ **General Terms of Business**

### **Interpreting**

1. A working day consists of 7 working hours. The fee can be charged on an hourly basis (minimum charge: 3 hours; surcharge of 20% over 7 hours) or on a daily basis.
2. The assignment of an interpreting job shall be made in writing.
3. For services that take place outside the interpreter's usual work place, the Client shall pay the interpreter's fee (inclusive of jours chômés and manque-à-gagner if applicable) plus the daily allowance or full board and lodging. Moreover, the Client shall reimburse the travel expenses to the interpreter.
4. Payment in full to the interpreter shall be effected no later than 30 days from the date of invoice by the method of payment specified. Interest determined by Art. 5.1 of Law Decree No.231 of 9.10.2002, shall automatically be applied to all overdue sums from the date on which they first become due until they are paid in full.
5. In case of cancellation of an interpreting job less than eight days from the beginning of the service, the Client shall pay the interpreter the full fee and reimburse any expenses already incurred.

### **Legend**

#### **Liaison interpreting**

Liaison interpreting is a form of simultaneous interpreting without special technical equipment. The interpreter normally stands next to the speaker and spoken text is translated with a time delay (this doubles the amount of time it takes for speakers to make their presentations). This type of interpreting is best suited for roundtable discussions or negotiations involving relatively small numbers of participants.

#### **Briefing day**

Day required by the Client to inform the interpreter about the specific terminology needed.

#### **Jours chômés**

Non-working days within an interpreting service taking place far from the interpreter's domicile.

### ***Manque-à-gagner***

Allowance to be paid to the interpreter when several hours are involved in travelling to and from the place of work.

### **Full board and lodging**

Board and lodging expenses to be paid by the Client instead of the daily allowance.

### **Translation**

1. The cost of a translation is calculated on the basis of a standard page of 1500 keystrokes in the target language. This cost can be calculated according to different methods, i.e. per word, per 1000 words, per line or per hour. All fees are net. Where VAT is chargeable it will be charged in addition to the quoted fee. Minimum charge is Euro 25,00.
2. The assignment of a translation job shall be made in writing. The letter of assignment shall specify the agreed sum/fee, the terms of delivery and of payment.
3. No fixed quotation shall be given by the translator until she has seen all the source material and has received firm instructions from the Client. The Client shall provide all relevant reference material to ensure terminology consistency.
4. Payment in full to the translator shall be affected no later than 30 days from the date of invoice by the method of payment specified. Interest determined by Art. 5.1 of Law Decree No.231 of 9.10.2002, shall automatically be applied to all overdue sums from the date on which they first become due until they are paid in full. Where delivery is in instalments and notice has been given that an interim payment is overdue, the translator shall have the right to stop work on the task in hand until the outstanding payment is made or other terms agreed. This action shall be without prejudice to any sums due and without any liability whatsoever to the Client or any third party.
5. For long assignments or texts, the translator may request an initial payment and periodic partial payments on terms to be agreed.
6. If a translation task is commissioned and subsequently cancelled or frustrated by an act or omission on the part of the Client, the Client shall pay the translator a cancellation fee of 10% of the full contract sum. The work completed shall be made available to the Client and shall be paid in full.
7. Any complaint in connection with a translation task shall be notified to the translator by the Client within one month of the date of delivery of the translation.

## ■ **Contact**

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