

**2002 Student Fair  
De Montfort University, Milton Keynes  
February 2002**

ITI held its 2002 Student Fair at De Montfort University, Milton Keynes on a bright sunny day in February. Attendees from a wide variety of nationwide Universities came to the Fair to find out more information on life in the translation and interpreting industries, and to listen to a range of guest speakers. The panel for the day was comprised of both individual and corporate ITI members, and covered a wide range of language combinations and subject matters.

ITI Chairman Catherine Greensmith and ITI General Secretary Ian Pearson opened the Fair with a warm welcome to everyone and confirmation that new entrants to the profession were vital to ensure constant growth in the market. The first speaker of the day was Simon Dalglish (MITI) who enthusiastically spoke about day to day life as an interpreter, and gave a summary of recent assignments which he had carried out for international companies and associations. Simon's talk generated many questions on the day, ranging from issues of how to charge companies who contact you at the last minute, to different ways of promoting interpreting services throughout Europe.

After a short break, the second speaker of the day was Montserrat Oriol (MITI) who gave a talk on her role of running a translation company specialising in Spanish. This session proved to be very interesting as tips and advice were offered on various methods of providing quality output to clients. Montserrat's experiences in the industry covered new ground for a lot of the attendees and this created much positive feedback and further questions.

A corporate view of the industry was offered after lunch by Anthony Withers, Owner of Anglia Translations Limited and ITI corporate member. Anthony started his talk by informing everyone of which qualities a translation company looks for in a freelance translator and offered advice on how to differentiate from the competition. This was much appreciated by the audience, as comments were made on how difficult it often proves for quality work to be recognised.

Many in-depth questions were raised to Anthony and following a long and detailed question and answer session, Catherine Greensmith provided a summary of the day's content. Immediate positive feedback on the Fair proved that everyone present had benefited from the talks, with a constructive exchange of business cards completing the afternoon.