

**June 2024 Newsletter**

**CEO's Greetings**



It's the time of the year when you might be thinking, is it worth entering the ATC's Language Industry Awards?

The answer is a resounding **yes**. The Awards are a fantastic way to celebrate the hard work that goes into running an LSC. Enter by 14 June!

Raisa McNab  
ATC CEO

**Language Industry Awards**  
26th–27th September 2024, Birmingham  
THRIVE 2024

The ATC Language Industry Awards celebrate the operational excellence of language services companies of all sizes, and the industry professionals who support them.

Nominations are now OPEN! Get yours in before June 14th.

**Get Your Awards In!**

The ATC's Language Industry Awards celebrate the achievements of member companies of all shapes and sizes, and the brilliant people who make things happen. Get your Awards nominations in by 14 June!

[ENTER NOW](#)



**THRIVE 2024 - ATC Unconference**

THRIVE 2024 – ATC Unconference is about sales success and business development, and boosting your company not just to survive, but to grow and to thrive.

Get ready for whatever comes next, join us in Birmingham on 26-27 September 2024!

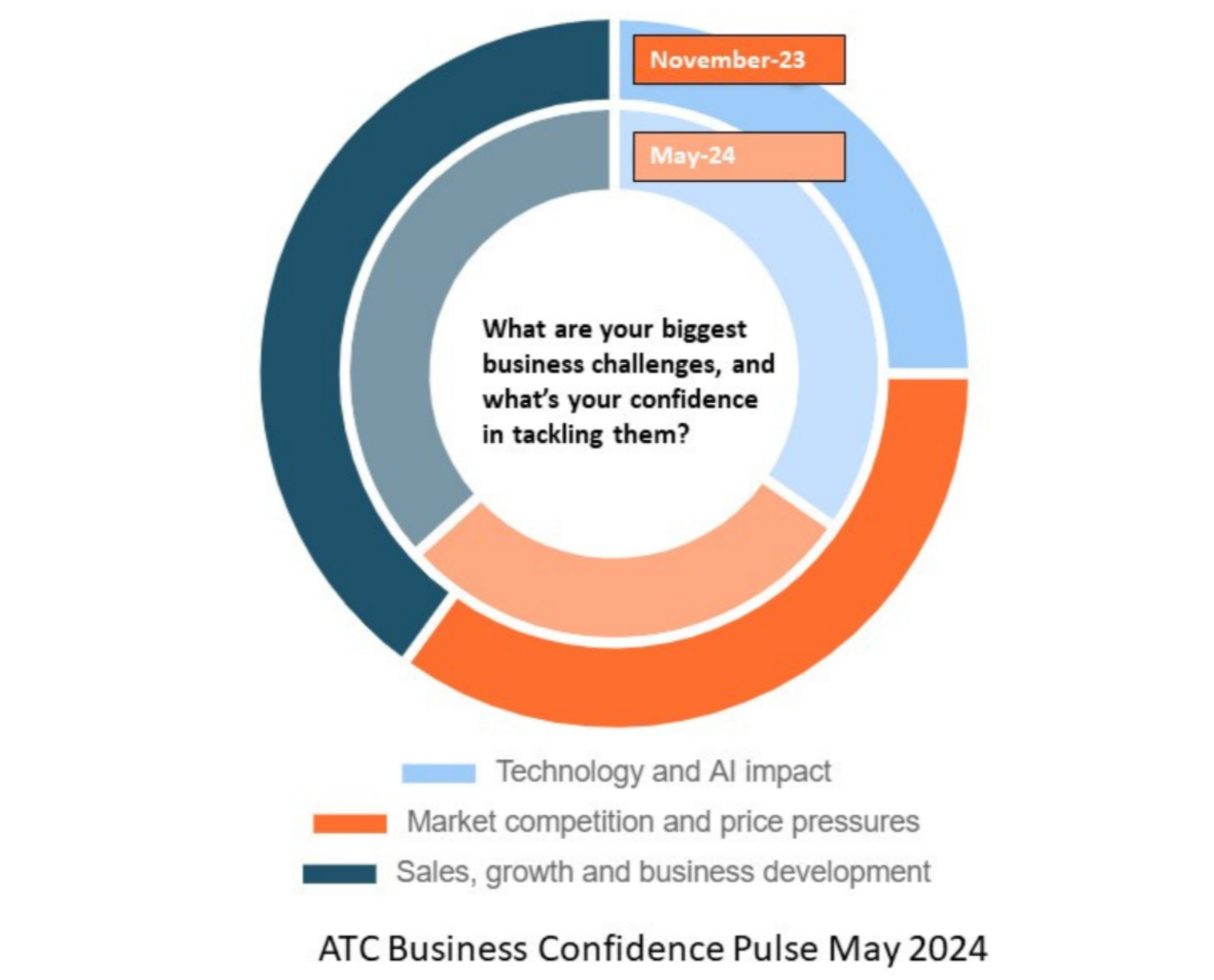
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**Introducing New ATC Chair & Council Members**

The ATC's Council has elected Council Member Steve Higgins as its new Chair. Steve replaces outgoing Chair Ruth Partington, who is formally stepping down from her Chair role in October 2024, but will remain on the Council and as the ATC's EUATC Representative.

The ATC is also delighted to welcome four new members to the Council: Shrushti Chhapia, James Halstead and Cathy Branson as full Council Members, and Jane Crossley as Co-opted Council Member and Lead on Standards.

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**Business Confidence Pulse**

In the past 6 months, ATC members' main business challenges have shifted back to concerns around technology and AI impact, with sales growth and business development remaining important.

**Social Selling**  
14th May 2024, Birmingham  
Building Business Through Social Media and Business Networks

**Key Takeaways**

**Social Selling Takeaways**

The ATC's Social Selling event on 14 May set our 40 delegates on the path to social selling success from opening up meaningful sales opportunities through social media to building new relationships through business networking.

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**SlatorCon London Report**

SlatorCon 2024 London in May was billed as the place to be with everything you needed to know about AI in the language industry under one roof. It didn't disappoint – read ATC Council Member Helen Provart's report with insights from Meta's Iris Orriss and Slator's Florian Faes.

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**UK Pricing Trends**

The 2024 UK Language Services Pricing Report charts trends across commercial and public sector work in the UK.

The exclusive members-only report offers a snapshot of the broad spectrum of public and commercial work done by language service companies and the pricing trends in the UK language services market, worth £1.94 billion in 2023.

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**BUREAU WORKS**

**ATC Partners with BWX**

The ATC is delighted to announce a new BureauWorks partnership with cloud-based translation management system provider Bureau Works, a 100% cloud-based TMS with deep integration of large language AI models.

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**Welcome New Members!**

