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Tour Company Translation(English → Traditional Chinese)

旅遊導覽翻譯(英文→繁體中文)

<p>FEMALE 56.1</p>	<p>As you can see in Amsterdam there are a lot of extremely narrow houses along the canals. Sometimes so narrow that the house number encroaches on the next door! But appearances can be deceiving, as soon as you step inside, the houses become wider and wider. This is not a construction error but a clever form of tax evasion!</p> <p>如您所見，阿姆斯特丹運河周邊的房子都非常狹窄，有時甚至窄到併吞了隔壁的門牌呢！不過這只是表象，當你走進房子就會發現空間變得越來越寬敞。這不是施工上瑕疵，而是一種巧妙的避稅方式！</p>
<p>FEMALE 56.2</p>	<p>In the 17th century, Amsterdammers had to pay sky-high taxes based on the width of their house's facade on the canal. To keep their taxes down, they built the facade of their house as narrow as possible. But they let the house widen out at the back!</p> <p>17世紀時，阿姆斯特丹人必須根據他們房屋面對運河上的寬度來繳稅，算法簡直就是天價。為了減稅，大家盡可能把房子的正面建得越窄越好，不過他們也懂得把房屋後方的空間加寬加大來作為補償呢！</p>
	<p>SFX:</p>
	<p>Music:</p>
<p>FEMALE 58.1</p>	<p>History literally comes to life in Amsterdam before your eyes. We are now sailing past the VOC ship "Amsterdam" from 1749. Well, not the real ship of course, but a replica. In the 17th and 18th centuries, the Dutch East India Company sailed these types of ships to the Far East. After a long, grueling eight-month journey, the crew returned with their cargo holds full of spices, fabrics, tea, and Chinese porcelain.</p> <p>我們現在正經過1749年荷蘭東印度公司的「阿姆斯特丹號」，時代的歷史就要在你眼前展開了。雖然這只是複製品，不是真的船。17、18世紀時，荷蘭東印度公司就是用這種型式的船航行到遠東，每次船員都會經歷8個月以上的艱苦跋涉，最後裝回滿滿的香料、編織品、茶葉和中國的瓷器等回到荷蘭。</p>

Startup B2B Company Translation(English → Traditional Chinese)

商业翻译(英文→ 简体中文)

China eCommerce exporters seek **Amazon alternatives**.

This video will discuss an essential strategy for Chinese exporters' future growth.

The profitable long-term solution is not within alternative markets, like eBay or Ali-Express, but it is in - **Brand Building**.

I am Yanzi Ding, focusing on Chinese exporters at HooksMedia.

The future for Chinese eCommerce exporters is in branding and building a profitable sales engine outside of Amazon. Why?

Because within Amazon and other markets, sellers face a simple reality we all know.

- **Fierce price competition**.
- **Review problems**.
- **High fees**.
- **Risk of getting shut down**.

中国跨境电商的[亚马逊的替代方案](#)。

在这个视频里，我们将要讨论未来中国出口商业务成长的重大策略。

eBay 或速卖通并不是取代亚马逊的另一条路，而是一[建立品牌](#)。

我是HooksMedia的丁姩之，我们是服务中国跨境电商的专业团队。

未来，中国跨境电商必须脱离亚马逊，打造一个属于自己的盈利行销策略。这其中的逻辑是什么呢？

我们都知道中国卖家在亚马逊和其他跨境电商都面临几个问题：

- **激烈的价格竞争**
- **客户评价的争议**
- **过高的服务费**
- **无预警被停权等风险**

Generally speaking, there are two types of "Chinese sellers" on Amazon: firms that focus on brand building with a well-established product R&D team, also known as the "quality model." And firms that sell hundreds of different products with multiple accounts, much like operating wholesale stores on Amazon or the so-called "casting-the-net-wide model."

Both types of sellers should build a presence outside of Amazon with a strong brand. But for the quality model sellers, it's a clear path for branding and a profitable business to last.

And the branding benefits are clear:

Consumers pay a premium price for brands that create a perception of quality, consistency, and trust. Leading brands are more than just products; they evoke memories and emotions associated with quality. Forming deep connections to people's emotions is how strong brands have clinched their markets and gained loyal customers.

So let's talk about brand building for the US and European markets without costly risks.

Branding is a lot more than just a name, logo, tagline, or website.

The power of a brand is in its ability to create an emotional connection with people. It's about developing brand personality with characteristics to give a generic product offering an identity different from those in the market.

The concept of brand personality is best understood when we imagine the brand to be a person with character, humor, hobbies, and lifestyle.

一般来说，亚马逊上有两种「中国卖家」：一种是利用行销研发部门，专注在建立品牌形象上，也就是专注于“高品质销售模式”的企业主。另一种卖家使用的是“撒网模式”，也就是运用不同的帐户来销售旗下不同的产品，就像在亚马逊开了一家批发店一样。

不管是哪一种模式，中国卖家都应该走出亚马逊，建立一个属于自己的强大品牌。尤其是第一类「高品质销售模式」的企业，建立品牌绝对是企业成长以及长期盈利的关键。

打造强而有力品牌会带来哪些成效呢：

你知道消费者更愿意付出更高的价格购买质感精致、信誉优良、以及品牌形象一致的产品。

我们在市面上看到的主流品牌，它们不只是销售产品而已，他们还懂得怎么将消费者的情感连结到产品的特色上。和人们建立出深厚的情感连结，才是品牌能够牢牢抓住市场的关键，更不用说这还能帮我们拣选出了一批忠诚的好客户。现在，就让我来为您解说，如何在几乎零风险的状况下，打造出成功的美国、以及欧洲品牌。

我们所说的品牌不仅仅是一个名字、标志、标语或是网站而已。

品牌真正的力量取决于和大众建立情感关系的能力。它让一个普通的产品拥有自己的个性，让品牌在清一色的同行市场中有明显的辨识度。

简单来说，就是把它想像成一个有自己的性格、爱好、生活风格，甚至是一个幽默的人。

Autobiography Translation(Traditional Chinese → English)

自传书籍翻译(简体中文 → 英文)

鼎盛时期，我工具生意年营业额超过4000万美元，公司有超过200名员工；然而婚姻生变，我无心经营，当地货币大幅贬值更令我损失惨重，渐渐结束南美生意回到美国，落魄潦倒。

At its peak, my tool company had a \$40 million annual revenue and over 200 employees.

However, I was in no mood to run the business because my marriage had fallen apart, and the sharp depreciation of the local currency had resulted in heavy losses. So I gradually shut down the business in South America and returned to the United States, completely bankrupt.

我不甘认命，勉力求存，果然觅得生机，脱离财务险境；也因此又从工具产品进口商，渐渐变成仿古家具的设计进口商；曾经我因侵犯别人的专利吃官司、受罚，现在我持有近百个美国专利，是知识产权保护健全体制的受益者；新冠疫情时，我也做起口罩生意，未料接到德州副检察长的电话，说我们「趁火打劫」，我未做亏心事，自然不怕你敲门；中美贸易战，关税和运费成本暴涨，恐怕的确是机会让合适的制造业回到美国，我即将开办自己的工厂...

Instead of compromising, I continued to strive for survival and could eventually escape financial peril. As a result, I gradually transitioned from importing tools to antique reproduction furniture. I was once sued and fined for infringing on others' patents, but now I own nearly 100 American patents and benefit from a strong intellectual property protection system. During the COVID-19 pandemic, I received an unexpected call from the Texas Solicitor General, warning me I was fishing in troubled waters. But I've done nothing wrong, so I can definitely sleep in thunder. And, because of the trade war between China and the United States, the rising cost of tariffs and shipping created a real opportunity for suitable manufacturers to return to the United States. That meant I'd be launching my factory soon...

我计划在下一本书中，详细记述这些经年累积的，营商、做人的心得、思想与方法。如一个家庭或公司，只有财富而没有这样的心得与方法可以传承，就像一个人只有躯体，没有灵魂，是不能生存长久的。昨天已过，将来更好，充实自己，确定目标。把握时机，勤劳尽己，做好今朝，迎战明天。

In my next book, I plan to write about my accumulated experiences, business management, and thoughts on conducting oneself over the years. A family or company will not live long if those experiences and approaches are not passed down, just as a man has simply a body but no soul. The past is gone, and the future will be brighter. Set the goal and improve yourself. Seize the opportunity and do your best to perfect today while preparing to fight for tomorrow.

TV Broadcast Translation(Traditional Chinese—> English)

電視新聞稿翻譯(繁體中文—> 英文)

Chinese	English Translation
無上師電視台的	Dear Supreme Master Television viewers,
觀眾朋友們大家好，	
我是捏麵人藝師江彰模	I am Zhang-Mo Jiang, a dough figurine artist
來自臺灣（福爾摩莎）宜蘭	from Yilan, Taiwan (also known as Formosa).
35年來致力於	I have devoted to pass down the art of
捏麵藝術的傳承	dough figurine for thirty-five years.
很高興能參與	I am so happy to attend
國際藝術家節的盛會	the celebration of International Artist Day.
山川幽靜雲寫藝	“Clouds paint in silent mountains and rivers,
詩人放才寓於術	poets contribute their talents with crafts.
揮筆手舞各成家	Artists write freely unfolds their own specialties,
大師相聚慶佳節	masters get together to celebrate the festival joyfully.
歡樂時刻秒分快	Happy times always fly fast between seconds,
分享藝術眾歡樂	for sharing the arts delights the crowd.”
祝福全世界的藝術家	We wish all the artists and
和觀眾朋友	viewers around the world
國際藝術家節快樂	Happy International Artists Day.

Medical Translation(English—>Traditional Chinese)

醫療翻譯(英文—> 繁體中文)

Are you grain-sensitive?

- Do you retain water easily, especially around the mid-section?
- Do your fingers and feet swell?
- Do you feel bloated after you've eaten carbs or foods containing small amounts of carbs?
- Do you feel fatigued after eating a quality meal containing carbs?
- Do you have stomach issues?
- Do you have skin disturbances like acne, eczema, or psoriasis?
- Are you finding your weight loss slow?

你對穀物過敏嗎？

- 你的身體是不是容易浮腫，尤其在腹部周圍這一塊？
- 你的手腳有水腫的現象嗎？
- 你是不是吃了一點碳水化合物身體就會浮腫？
- 當你吃完一餐高碳水化合物的食物之後會容易累嗎？
- 你有胃的毛病嗎？
- 你有痤瘡、濕疹或牛皮癬這樣的皮膚困擾嗎？
- 你有發現自己減肥越來越沒效果了嗎？

Here's an easy test to find out if you're carb-sensitive

- Measure your waist
- Eliminate grains for three complete days (72 hours straight) consuming lean proteins and vegetables (a majority of which should be green)
- Do not consume starchy carbs or carbs containing grains.
- After 72 hours, measure your waist again

- If you see a reduction, it's pretty safe to say you're grain-sensitive while this is not 100 percent foolproof, it's a good indicator that grains are not your friend

這裡有個對碳水化合物過敏原的簡單測試

- 測量你的腰圍
- 連續三天(72小時)不吃穀物、只攝取瘦肉蛋白質和蔬菜(以綠色為主)
- 不要攝取含澱粉的碳水化合物或含碳水化合物的穀物
- 72小時後再量一次腰圍
- 如果腰圍變小，大致可以確定你是對穀物過敏。
- 雖然這並不是絕對，但這個現象說明減少穀物的攝取對你應該是有好處的。

Game Translation(Simplified Chinese—>English)

游戏翻译(简体中文—> 英文)

Maker	Loop#	Speaker	Source	Translation
TYEP: ARPG				
00:00:00.000	1	安娜	洛昂的香蕉苹果派，小海的巧克力夹心奶油抹茶脆脆面包，宙的苦艾风味蛋挞...	Lou-Ang's banana apple pie, Xiao-Hai's matcha crisp bread filled with chocolate cream, Zhou's absinthe tart...
00:00:12.560	2	弗莱德	还有夜宵的辣味鱿鱼酥酥！	And the spicy squid crisps for midnight snacks!
TYEP: SPRG				
00:00:00.000	3	旁白	眼前远山连绵，秀水蜿蜒，依照李四指点前行，果然山重水复，现出秘穴。	A succession of mountains and winding rivers unfold in front of me. By following Li-Si's guidance, the hidden cave does emerge after passing through a series of hills and waters.
00:00:15.472	4	旁白	秘穴之中显然以前有人居住，而边上石壁分明篆刻五千言长文，专道呼吸之法。	Obviously there was someone inhabited here before, for the stone wall aside carving with a five-thousand words article which expounds the breathing method.
TYEP: AVG				
00:00:24.128	9	軍人2	风族长，若劈开冥山，妖兽必会再次肆虐八荒.....	The Winds is gathering force, if we split Mount Mingshan, demon beasts will wreak havoc on the world again.
TYEP: RPG				
00:00:44.121	11	小粉	你也要为我诊疗吗？呼呼，角色互换的游戏吗？	Are you going to diagnose me, too? Whoo-hoo, a role-reversal game?

Game Translation(English—>Simplified Chinese)

游戏翻译(英文—> 简体中文)

Maker	Loop#	Speaker	Source	Translation
TYEP: SPG				
00:03:22.423	56	Narrative	Halberd is a very heavy weapon, it's difficult to just hold it if you don't have a strong constitution.	斧枪是一种非常沉重的武器，若是没有强健的体魄，连拿起来都是非常吃力的。
00:03:35.112	57	Narrative	It takes great efforts to swing it as easily as Gai-Sho.	想要像盖修这样自如地挥舞它，不知要付出多大的努力。
00:03:55.287	58	Narrative	Perhaps working hard is not enough. It takes countless fatal battles to hone this concrete capability.	或许仅有努力也是不够的，还得经历无数次的生死交锋，才能磨练出那样的本事。
TYEP: MOBA				
01:22:12.354	33	Narrative	Yue-En tightened the reins in his grip instinctively. Since the abyss canvassed for the degenerates among the Humans, the Demons' knowledge about the war has improved immediately. The Demons who used to fight alone has now implemented defensive and mobile battles. Though it's horrible for the shrine, nothing can hold it back now.	约恩下意识地勒紧了手中的缰绳。自深渊开始大肆笼络人族中的堕落者，魔族对战争的认知发生着一日千里的变化，从前只会倚仗个体力量的恶魔，如今也能打出像样的攻防战和运动战了。这对圣殿而言绝非幸事，却没有谁能阻止事态的演变。
01:23:10.231	34	Narrative	Until the first invasion from the dark side, the Saints has isolated their field from the outside, resulting in the Humans being slaughtered by the Demons. Nearly extinction, the feeble Humans developed iron armor, blades, horses, and even military tactics. These series of new developments mark the evolution of the Humans.	直到第一次黑暗入侵期间，圣族断绝了与圣域外的联系，导致人族饱受魔族荼毒。孱弱的人族在亡族灭种的危机中一点点成长起来，铁甲、利刃、战马、乃至兵法谋略，一系列新生事物的出现，见证了人族一点一滴的进步。

01:23:55.331	35	Narrative	Skin, flesh, blood, and bone—the purple-black venom devours everything beside like a hungry monster and further melting all it swallowed into more liquid. The venom multiplies, prompting death.	皮、肉、血、骨，紫黑色的毒液像是一头饥饿的怪兽，吞噬着一切可以触及的东西，同时把吞噬掉的东西融化成更多的液体。毒液在持续，死亡在逼近。
TYEP: TRPG(Customized)				
00:00:00.000 ~ 00:02:30:000	N/A	N/A	Zhang Kang rushed over to grab the phone. "Doctor Li?"	张康立刻过来接过电话：“黎医生？”
	N/A	N/A	"I don't want to speak with you. Pass it to your superior." Li Zhi came straight to the point.	“我不想和你聊，把电话给你上司。”黎秩那边直说。
	N/A	N/A	"What boss?" Zhang Kang tried to dispute more while Shen Xuan snatched back the phone and replied. "How did you find out?"	“什么上司？” 张康还想继续较辩，沈萱已经拿回了手机：“你是怎么发现的？”
	N/A	N/A	Li Zhi responded after two seconds of silence and said, “too many loopholes you guys.”	电话那头，黎秩沉默两秒：“你们的破绽，实在是太多了。”
	N/A	N/A	“So what is your purpose in this call?” Li Zhi grinned, and the Shan team could smell his malicious plot even on the other side of the phone.	“那你联系我们，有什么目的？” 黎秩嘿嘿一笑，隔着手机，沈萱都能听出一股子都陋的味道。
	N/A	N/A	"You bureaucrats spy me all the time, right? I know I am annoying, but I have to associate with you because the hospital runs as a business, so let's strike a deal."	“你们是官面上的人，一直都在盯着我对吧，虽然我挺烦你们的，但我的病院要营业赚钱，就免不了和你们打交道，所以我们来做一笔交易吧。”