

**AWS B5.14:2009**  
**An American National Standard**



# **Specification for the Qualification of Welding Sales Representatives**



**American Welding Society**

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**An American National Standard**

**Approved by the**  
**American National Standards Institute**  
**February 2, 2009**

# **Specification for the Qualification of Welding Sales Representatives**

**2nd Edition**

**Supersedes AWS B5.14:2002**

Prepared by the  
American Welding Society (AWS) Personnel and Facilities Qualification Committee

Under the Direction of the  
AWS Technical Activities Committee

Approved by the  
AWS Board of Directors

## **Abstract**

This standard establishes the minimum requirements to qualify as a Welding Sales Representative (WSR). This qualification is based on the individual's education and experience, and his or her ability to pass an examination.



**American Welding Society**

550 N.W. LeJeune Road, Miami, FL 33126

## Foreword

This foreword is not part of AWS B5.14:2009: *Specification for the Qualification of Welding Sales Representatives*, but is included for informational purposes only.

This specification was developed by the AWS Personnel and Facilities Qualification Committee in response to an industry demand for a qualification document for individuals who sell welding products or services. This specification establishes the qualification requirements from which a central certification agency or an employer may develop a certification program for these professionals.

This is the second edition of this specification. This edition canvassed a larger group in order to improve upon the requirements in the first edition, and to make this document more responsive to industry needs.

The Qualification and Certification Committee of the American Welding Society was formed in 1973. In 1996, it was divided into two committees. The Personnel and Facilities Qualification Committee is now responsible for creating American National Standards for the qualification of welding personnel and welding facilities. The AWS Certification Committee is now responsible for creating certification programs based on these and other recognized standards.

Comments and suggestions for the improvement of this standard are welcome. They should be sent to the Secretary, AWS Personnel and Facilities Qualification Committee, American Welding Society, 550 N.W. LeJeune Road, Miami, FL 33126.

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# Specification for the Qualification of Welding Sales Representatives

## 1. Scope

**1.1 General.** This standard defines the minimum education, experience, and knowledge necessary for individuals to function effectively sales representatives in the welding industry. It provides a method, through documentation of education and experience and a written examination, to qualify an individual as a Welding Sales Representative (WSR). It also provides general job functions a WSR should be able to perform.

**1.2 Safety and Health.** Some safety and health issues may be beyond the scope of this standard and therefore not be fully addressed by this standard. Users of this standard should consult ANSI Z49.1, *Safety in Welding, Cutting, and Allied Processes*, applicable federal, state, and local regulations and other relevant documents concerning safety and health issues not addressed herein.

**1.3 Terminology Guideline.** As used in this standard, the word *shall* denotes a requirement, the word *should* denotes a guideline, and the word *may* denotes a choice. As used in this standard, the word *welding* includes brazing.

## 2. Referenced Documents

ANSI Z49.1, *Safety in Welding, Cutting, and Allied Processes*<sup>1</sup>

AWS A3.0, *Standard Welding Terms and Definitions*<sup>1</sup>

AWS A5.01M/A5.01, *Procurement Guidelines for Consumables—Welding and Allied Processes—Flux and Gas Shielded Electrical Welding Processes*<sup>1</sup>

AWS A5.32/A5.32M, *Specification for Welding Shielding Gases*<sup>1</sup>

<sup>1</sup> Published by the American Welding Society, 550 N.W. LeJeune Road, Miami, FL 33126.

AWS F3.2M/F3.2, *Ventilation Guide for Weld Fume*<sup>1</sup>

*Brazing Handbook*, 5th Edition, American Welding Society<sup>1</sup>

*Modern Welding Technology*, 5th Edition, Howard Cary, Prentice Hall<sup>2</sup>

*Soldering Handbook*, 3rd Edition, American Welding Society<sup>1</sup>

*Welding Handbook Volume 1: Welding Science and Technology*, 9th Edition American Welding Society<sup>1</sup>

*Welding Handbook Volume 2: Welding Processes*, 9th Edition, American Welding Society<sup>1</sup>

## 3. Terms and Definitions

Terms used in this standard are defined below. All other terms are defined by AWS A3.0, *Standard Welding Terms and Definitions*.

**Candidate.** An individual who is seeking to obtain status as a WSR.

**Employer.** The corporate, private, or public entity which employs the WSR for wages, salary, fees, or other considerations.

**qualification.** The process of demonstrating whether an individual is capable of fulfilling specified requirements.

**Welding Sales Representative (WSR).** An individual who has demonstrated that they meet the requirements of this standard.

<sup>2</sup> Published by Prentice Hall, One Lake Street, Upper Saddle River, NJ 07458.