



**American Welding Society®**

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**FOR IMMEDIATE RELEASE**

**AMERICAN WELDING SOCIETY ANNOUNCES FIRST  
CERTIFICATION PROGRAM FOR WELDING SALES  
REPRESENTATIVES**

**MIAMI, FL., March 17, 2009** – The American Welding Society (AWS) announced today the first-ever certification program for welding sales professionals. The certification serves to recognize experience, knowledge and excellence in welding sales expertise.

“The AWS welding sales representative certification will set apart the elite sales professionals from the rest of the pack,” said Cassie Burrell, AWS Deputy Executive Director. “It drives home the dedication that sales professionals have to their customers because it shows their commitment to help customers find new solutions and ways to improve their welding quality and productivity, as well as help provide a safe workplace.”

Sales professionals interested in being the best and most successful in the industry and who meet the program’s requirements can take a two-hour exam to establish credentials. Convenient examination sites are scheduled throughout the country. In addition, AWS offers three-day preparation seminars with the examination on the afternoon of the third day. The seminar can be taken at certain AWS-scheduled sites, or at the workplace for groups of sales personnel.

Examination topics will establish the sales person’s level of knowledge concerning five arc welding processes, brazing and soldering, cutting, safety in process and gas cylinder

handling, AWS filler metal classifications, shielding gas applications, welding terminology, ventilation, electrical requirements for power sources, and welding procedures and their qualification.

The optional seminar serves to not only prepare sales professionals for the exam but also to enhance professional knowledge, as candidates gain insight alongside their peers in a stimulating, interactive classroom environment. Those enrolled in the seminar will receive a study guide and valuable reference books that they can keep: *Welding Handbook* volumes 1 & 2, AWS A5.32 *Specifications for Welding Shielding Gases*, and ANSI Z49.1 *Safety in Welding, Cutting, and Allied Processes*.

Prerequisites for the AWS Certified Welding Sales Representative program include a high school diploma or equivalent and at least five years' experience in an occupational function in direct relation to the sales of welding equipment, cutting equipment, and supplies of other related services; OR at least two years' of the same experience PLUS a training certificate of completion for welding processes. Completion of the AWS Certified Welding Sales Representative seminar fulfills this training certificate requirement. Therefore, by taking the seminar, a sales representative with between two to five years' relevant experience would be qualified to take the exam.

For more information and applications forms, visit [www.aws.org/certification/CWSR](http://www.aws.org/certification/CWSR). For information about applying, call 1-800-443-9353 ext. 273. To learn more about the exam-preparations seminar, call 1-800-443-9353 ext. 455. For customized training and examination at the workplace, call 1-800-443-9353 ext 219.

#### About AWS

*The American Welding Society (AWS) was founded in 1919 as a multifaceted, nonprofit organization with a mission to advance the science, technology and application of welding and allied joining and cutting processes including brazing, soldering, and thermal spraying. Headquartered in Miami, Florida, and led by a volunteer organization of officers and directors, AWS serves more than 50,000 members worldwide and is composed of 22 Districts with 250 Sections and student chapters. For more information, visit the society's website at <http://www.aws.org> and click on "Pressroom."*

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