

Sales Resume Summary

Personal Information

- Name: [Your Name]
- Email: [Your Email]
- Contact Information: [Your Number]
- Address: [Your Address]

Introduction:

Results-oriented sales professional with [X years] of experience in driving revenue growth and exceeding sales targets. Proven track record of building and maintaining client relationships, developing effective sales strategies, and delivering exceptional customer service. Skilled in negotiation, communication, and problem-solving.

Key Skills:

SOFT SKILLS	HARD SKILLS
• Relationship Building & Client Management • Customer Service Excellence • Communication • Problem-Solving • Adaptability • Teamwork • Time Management • Attention to Detail	• Sales Strategy Development • Prospecting & Lead Generation • Negotiation & Closing • Territory Management • Market Analysis & Research • CRM Software Proficiency

Resume Template On Sale Tutorial

Yicheng Fang



Resume Template On Sale Tutorial:

Practical Guide to SAP CO Templates Tom King, 2018-07-13 **The Ultimate LinkedIn Sales Guide** Daniel Disney, 2021-06-01 Become a LinkedIn power user and harness the potential of social selling With the impact of COVID remote working has become big and so has the use of digital virtual sales tools More sales teams want and need to understand how to use social media platforms like LinkedIn to sell and most do not use it properly The Ultimate LinkedIn Sales Guide is the go to book and guide for utilizing LinkedIn to sell It covers all aspects of social and digital selling including building the ultimate LinkedIn profile using the searching functions to find customers sending effective LinkedIn messages written audio video creating great content that generates sales and all the latest tips and tricks strategies and tools With the right LinkedIn knowledge you can attract customers and generate leads improving your sales numbers from the comfort and safety of your computer No matter what you are selling LinkedIn can connect you to buyers If you re savvy you can stay in touch with clients and generate more repeat sales build trust and create engaging content that will spread by word of mouth the most powerful sales strategy around This book will teach you how to do all that and more In The Ultimate LinkedIn Sales Guide you will learn how to Use the proven 4 Pillars of Social Selling Success to improve your existing LinkedIn activities or get started on a firm footing Create the Ultimate LinkedIn Profile complete with a strong personal brand that could catapult you to industry leader status Generate leads using LinkedIn then build and manage relationships with connected accounts to turn those leads into customers Utilize little known LinkedIn power tools to grow your network send effective messages and write successful LinkedIn articles And so much more The Ultimate LinkedIn Sales Guide is a must read for anyone wishing to utilise LinkedIn to improve sales Top Secret Resumes and Cover Letters: The Complete Career Guide for All Job Seekers, Updated Fourth Edition Steven Provenzano, 2021-03-25 Newly revised and updated this is the industry standard for executives and professionals in all major industries and includes a free resume review by the author Steven Provenzano is President of ECS Executive Career Services and DTP Inc ECS is a team of certified experts specializing in career marketing at all income levels Mr Provenzano is the author of ten highly successful career books including Top Secret Resumes Cover Letters 4th Ed the Complete Career Marketing guide for all job seekers He is a CPRW Certified Professional Resume Writer a CEIP Certified Employment Interview Professional and has written or edited more than 5000 resumes for staff managers and executives at all income levels during his 20 years in career marketing and corporate recruiting His team is so highly regarded they were selected to write more than 1500 resumes for all of SAP America s domestic consultants Steven has appeared numerous times on CNBC CNN WGN NBC ABC in Chicago in the Wall Street Journal Chicago Tribune Crain s the Daily Herald and on numerous radio programs His work is endorsed by Chicago Tribune career columnist Lindsey Novak as well as top executives from the Fortune 500 including Motorola Coca Cola and other firms You may email your resume direct to the author for a free review to the email provided on the back cover Re-imagining Diffusion and Adoption of

Information Technology and Systems: A Continuing Conversation Sujeet K. Sharma, Yogesh K. Dwivedi, Bhimaraya Metri, Nripendra P. Rana, 2020-12-16 This two volume set of IFIP AICT 617 and 618 constitutes the refereed proceedings of the IFIP WG 8.6 International Working Conference Reimagining Diffusion and Adoption of Information Technology and Systems A Continuing Conversation on Transfer and Diffusion of IT TDIT 2020 held in Tiruchirappalli India in December 2020 The 86 revised full papers and 36 short papers presented were carefully reviewed and selected from 224 submissions The papers focus on the re imagination of diffusion and adoption of emerging technologies They are organized in the following parts Part I artificial intelligence and autonomous systems big data and analytics blockchain diffusion and adoption technology emerging technologies in e Governance emerging technologies in consumer decision making and choice fin tech applications healthcare information technology and Internet of Things Part II diffusion of information technology and disaster management adoption of mobile and platform based applications smart cities and digital government social media and diffusion of information technology and systems

Building the Looking-Glass Resume Larry Goldsmith, 2014-01-10 Building the Looking Glass R sum is a r sum solutions book that shows you how to create the reflection of your job skills that can help you win the prized invitation to a job interview The book features the Jaazle R sum Template and Tutorial to guide you through the r sum building process so you can quickly and confidently create a professional looking r sum with powerful contents Building the Looking Glass R sum is for all job seekers from entry level to senior executives or those in career transition The book includes solutions to the most difficult r sum concerns questions and technical issues

Job Search Guide, 1993

The Pocket Mentor for Video Game Writers Anna Megill, 2023-11-30 Want to become a writer in the games industry Then this is the book is for you Award winning game writer Anna Megill provides all the essential information and guidance you need to understand the industry and get your foot on the ladder The book explains in simple clear language exactly what a beginner needs to know about education requirements finding job opportunities applying for roles and acing studio interviews Professional writers will learn how to run a writers room manage a team create documentation for various project phases and navigate studio politics The Pocket Mentor is designed to be a just the facts companion to The Game Writing Guide Get Your Dream Job and Keep It but it stands on its own as an invaluable go anywhere resource for beginners and seasoned pros alike

Resumes For Dummies Joyce Lain Kennedy, 2007-02-26 Is your job search stalling out after you submit a resume but before you re offered an interview With reinvented recruiting technology unmanageable millions of resumes choking employer databases and government mandates in the name of diversity a gigantic change has occurred in the recruiting world over the past several years and it demands a fresh look at how you write and market your resumes Whether you re entering the job market for the first time changing jobs or changing careers Resumes for Dummies 5th Edition will show you the ropes and rules for a new era in recruiting and job finding With 85% new content added since the previous edition this up to date guide gives you the very latest strategies on how to create and more importantly distribute

your resume in today's new job search environment You'll learn Why most generic online resumes fail How to customize resumes for each job opening New quick ways to find the right jobs How to use meta search engines to your advantage Why both digital and print versions of resumes are still needed How to use resumes interactively The resume basics that still knock 'em dead How to create resumes for your life's changing phases What to do after you send them your resume With a wealth of sample resumes organized by industry and career field experience level and age and special circumstances along with tips on choosing professional resume help and other valuable resources Resumes for Dummies 5th Edition will help you get noticed in a universe saturated with billions of resumes and more on the way [Automobile Sales Training and Tips from the Pros](#) Douglas Hensley, 2006-08-01 Car sales training Automobile sales training Learn Car Sales for a career not just a job People really do make 100 000 and more a year selling cars most with just a High School Education How do they do it By having a process they follow day in and day out I have spent 10 years taking notes from the pros watching and learning so I could share what works with you so you too can make a six figure income selling cars **Launching Infoproducts: The Complete Blueprint to Create and Sell Your Ebook or Online Course** Reginaldo Osnildo, You are about to embark on a path that can change not only your professional life but also your perception of what is possible to achieve in the digital world The book you are holding in your hands Launching Infoproducts The Complete Guide to Creating and Selling Your Ebook or Online Course has been carefully crafted to be a truly practical and inspiring guide We live in an unprecedented era where anyone with a specific knowledge passion or skill can transform it into a digital product generate a positive impact on the lives of others and at the same time build a profitable scalable and sustainable business However despite all the opportunities many still feel lost not knowing where to start what is really necessary or how to avoid the most common mistakes that make most people give up before even launching their first infoproduct This book was born with the mission of changing this scenario Here you will find a complete roadmap divided into 10 chapters that will guide you from building the right mindset through choosing and validating the idea creating quality content to the most effective strategies for launching and selling your digital product This is not a theoretical book It is a practical manual In each chapter you will be invited to get your hands dirty make decisions create materials and move forward with confidence towards your goal Furthermore this guide is written in simple direct and welcoming language so that you feel supported and motivated from beginning to end It doesn't matter if you are starting from scratch or if you already have some experience in the digital world there is value here for everyone who wants to master the art of creating and selling information products The proposal is not just to teach you how to launch an ebook or online course but to help you develop a strategic vision create relevant and quality products build a loyal audience and generate sales in an ethical consistent and scalable way When you finish reading this book you will not only have the knowledge necessary to create and sell your infoproduct but you will also be able to repeat this process as many times as you want creating a true value and income generation machine This is your moment The digital market is

booming and offers incredible opportunities for those who prepare and act with focus strategy and passion Now take a deep breath open your mind prepare your notebook and come with me on this journey that can mark a new chapter in your life
Yours sincerely Reginaldo Osnildo The Damn Good Resume Guide, Fifth Edition Yana Parker, Beth Brown, 2012-05-22 One of the best selling resume books of all time and a trusted resource for job seekers for nearly three decades this edition of The Damn Good Resume Guide has been completely revised and updated for today's marketplace One of the best selling resume books of all time and a trusted resource for job seekers for nearly three decades this edition of The Damn Good Resume Guide has been completely revised and updated for today's marketplace The Shortest Distance Between You and Your Next Job For hundreds of thousands of job seekers The Damn Good Resume Guide has been the go to resource for writing and refining their resumes to damn near perfection Filled with savvy advice and written in a straightforward user friendly style The Damn Good Resume Guide will help you zero in on that dream job then craft a winning resume that gets your foot in the door This tried and true best seller has been fully revised and updated for today's job market including Contemporary sample resumes all of which landed interviews with job objectives running the career gamut from line cook to sales manager school principal to software engineer Tips on creating a functional chronological or hybrid resume and advice on choosing which format is best for you What to include and what to leave out of your resume so you get the job you really want Smart ways to deal with gaps in your work history and other less than ideal resume scenarios Instructions for writing cover emails and submitting resumes electronically How to set up and excel at an informational interview Advice for formatting polishing and proofing your resume so that it stands out in the right way And much more Follow Parker and Brown's ten easy steps and you'll be well on your way to a smart effective and thoroughly modern resume a resume that makes you look good and produces results **Administrative Assistant's and Secretary's Handbook** James Stroman, Kevin Wilson, Jennifer

Wauson, 2014-06-18 The expectations and duties of the modern day administrative assistant are higher and more stressful than ever before The Administrative Assistant's and Secretary's Handbook will help professionals everywhere come out on top From managing the phones coordinating meetings and preparing presentations to planning events crafting clear business communications and deciphering legal documents administrative assistants need to be everything to everyone all the time and all with a smile They spend all day helping others but who is going to help them For office professionals seeking to improve their performance and enhance their value to employers this handbook is the definitive source of help for these true jack of all trades In The Administrative Assistant's and Secretary's Handbook you will find information on topics such as Creating graphics charts and presentations Microsoft Word Excel Outlook and Publisher Web conferencing Electronic and paper filing systems Recordkeeping Meeting planning and management Business math and much more Extensively updated with new information on Windows 8 Microsoft Office 2013 Apple OS mobile computing computer software troubleshooting data security Google Calendar Google Drive Google Docs and Microsoft Web Applications this bestselling guide will help

these unsung heroes shine in the eyes of all their coworkers

Sell Digital Once T.S Avini,2025-08-14 Unleash the power of digital sales with *Sell Digital Once Create Products That Sell 24 7 on Auto Pilot* This book is your guide to mastering the art of creating and selling digital products that generate income around the clock Learn the secrets to identifying profitable niches that align with your expertise setting the stage for a thriving digital business Discover actionable strategies for crafting unique value propositions that make your offerings irresistible in a crowded market From mastering the nuances of SEO to leveraging social media email marketing and automated sales funnels this book provides a comprehensive roadmap to achieving continuous sales success Gain insights into pricing strategies that maximize both appeal and profit and learn how to build trust and credibility with your brand to stand out as an industry leader Equip yourself with the essential tools and platforms necessary to navigate digital sales understand data analytics for growth and engage effectively with affiliates and influencers to expand your reach Conquer challenges with a troubleshooting mindset and scale your digital product empire to new heights Ready to transform your digital product dreams into reality Turn the light of your innovative ideas into an evergreen source of income with this indispensable guide Embark on your journey today and join the future of digital selling

The Resume Handbook Arthur D Rosenberg,2007-12 The latest edition of the popular Resume Handbook 5th edition is a straightforward approach to writing resumes designed for that purpose It contains 37 resumes each addressing a specific challenge and approach and organized according to the needs and objectives of different job seekers This handbook focuses on organization to immediately capture attention the basics what to include and what to leave out and accomplishments presents the job seeker as an achiever

Layoff Time Training Randall B. Ripley,Robert W. Glover,United States. Bureau of Labor Statistics,United States. Employment and Training Administration,1977

Professional SharePoint 2013 Development eBook and SharePoint-videos.com Bundle Reza Alirezaei,Brendon Schwartz,Matt Ranlett,Scot Hillier,Brian Wilson,Jeff Fried,Paul Swider,Asif Rehmani,2013-11-11 Beginning SharePoint 2013 Development eBook and SharePoint videos com Bundle

India's Technology-led Development: Managing Transitions To A Digital Future Vipin Gupta,Samir Chatterjee,Alka Maurya,2023-05-24 The recent disruptions caused by the COVID 19 pandemic have shaken the fundamental foundations of global business to their core creating unprecedented challenges for management scholars and practitioners In addition over the past few decades the general adoption of communication technologies and the evolving trends towards digitalization and Industry 4 0 have revolutionized the way organizations are managed and led Business model innovation and the developing importance of sustainability have also emerged as strategic platforms for all types of organizations Technology led managerial transformation has now become critical for 21st century business This book investigates four approaches in understanding the perspectives for integrating technology with holistic development a Civilizational Approach which integrates cultural historical as well as geographical nuances in a way totally different from the Western positivistic models a Stakeholder Approach which involves moving away from a mere participant or observer role and embracing the

Stakeholder role a Knowledge Partnership Approach which lays the foundations of India's technology led development through education training research and talent management and a Strategic Development Approach which unlocks the economic growth and wealth creation potential by keying marketing and branding at the ecosystem level

Writer's Guide to Book Proposals Anne Hart, 2004-04-19 Here is your new author's guide to writing winning book proposals and query letters Learn how to find free media publicity by selling solutions to universal problems The samples and templates of proposals query letters cover letters and press kits will help you launch your proposed book idea in the media long before you find a publisher Use excerpts from your own book proposal's sample chapters as features fillers and columns for publications Share experiences in carefully researched and crafted book proposals and query or cover letters Use these templates and samples to get a handle on universal situations we all go through find alternatives use the results take charge of challenges and solve problems all in your organized and focused book proposals outlines treatments springboards and query or cover letters

QuickBooks Desktop Pro 2022 Training Manual Classroom in a Book TeachUcomp, 2021-12-14 Complete classroom training manual for QuickBooks Desktop Pro 2022 303 pages and 190 individual topics Includes practice exercises and keyboard shortcuts You will learn how to set up a QuickBooks company file pay employees and vendors create custom reports reconcile your accounts use estimating time tracking and much more Topics Covered The QuickBooks Environment 1 The Home Page and Insights Tabs 2 The Centers 3 The Menu Bar and Keyboard Shortcuts 4 The Open Window List 5 The Icon Bar 6 Customizing the Icon Bar 7 The Chart of Accounts 8 Accounting Methods 9 Financial Reports Creating a QuickBooks Company File 1 Using Express Start 2 Using the EasyStep Interview 3 Returning to the Easy Step Interview 4 Creating a Local Backup Copy 5 Restoring a Company File from a Local Backup Copy 6 Setting Up Users 7 Single and Multiple User Modes 8 Closing Company Files 9 Opening a Company File Using Lists 1 Using Lists 2 The Chart of Accounts 3 The Customers Jobs List 4 The Employees List 5 The Vendors List 6 Using Custom Fields 7 Sorting List 8 Inactivating and Reactivating List Items 9 Printing Lists 10 Renaming Merging List Items 11 Adding Multiple List Entries from Excel 12 Customer Groups Setting Up Sales Tax 1 The Sales Tax Process 2 Creating Tax Agencies 3 Creating Individual Sales Tax Items 4 Creating a Sales Tax Group 5 Setting Sales Tax Preferences 6 Indicating Taxable Non-taxable Customers and Items Setting Up Inventory Items 1 Setting Up Inventory 2 Creating Inventory Items 3 Creating a Purchase Order 4 Receiving Items with a Bill 5 Entering Item Receipts 6 Matching Bills to Item Receipts 7 Adjusting Inventory Setting Up Other Items 1 Service Items 2 Non Inventory Items 3 Other Charges 4 Subtotals 5 Groups 6 Discounts 7 Payments 8 Changing Item Prices Basic Sales 1 Selecting a Sales Form 2 Creating an Invoice 3 Creating Batch Invoices 4 Creating a Sales Receipt 5 Finding Transaction Forms 6 Previewing Sales Forms 7 Printing Sales Forms Using Price Levels 1 Using Price Levels Creating Billing Statements 1 Setting Finance Charge Defaults 2 Entering Statement Charges 3 Applying Finance Charges and Creating Statements Payment Processing 1 Recording Customer Payments 2 Entering a Partial

Payment 3 Applying One Payment to Multiple Invoices 4 Entering Overpayments 5 Entering Down Payments or Prepayments 6 Applying Customer Credits 7 Making Deposits 8 Handling Bounced Checks 9 Automatically Transferring Credits Between Jobs 10 Manually Transferring Credits Between Jobs Handling Refunds 1 Creating a Credit Memo and Refund Check 2 Refunding Customer Payments Entering and Paying Bills 1 Setting Billing Preferences 2 Entering Bills 3 Paying Bills 4 Early Bill Payment Discounts 5 Entering a Vendor Credit 6 Applying a Vendor Credit 7 Upload and Review Bills Using Bank Accounts 1 Using Registers 2 Writing Checks 3 Writing a Check for Inventory Items 4 Printing Checks 5 Transferring Funds 6 Reconciling Accounts 7 Voiding Checks Paying Sales Tax 1 Sales Tax Reports 2 Using the Sales Tax Payable Register 3 Paying Your Tax Agencies Reporting 1 Graph and Report Preferences 2 Using QuickReports 3 Using QuickZoom 4 Preset Reports 5 Modifying a Report 6 Rearranging and Resizing Report Columns 7 Memorizing a Report 8 Memorized Report Groups 9 Printing Reports 10 Batch Printing Forms 11 Exporting Reports to Excel 12 Saving Forms and Reports as PDF Files 13 Comment on a Report 14 Process Multiple Reports 15 Scheduled Reports Using Graphs 1 Using Graphs 2 Company Snapshot Customizing Forms 1 Creating New Form Templates 2 Performing Basic Customization 3 Performing Additional Customization 4 The Layout Designer 5 Changing the Grid and Margins in the Layout Designer 6 Selecting Objects in the Layout Designer 7 Moving and Resizing Objects in the Layout Designer 8 Formatting Objects in the Layout Designer 9 Copying Objects and Formatting in the Layout Designer 10 Adding and Removing Objects in the Layout Designer 11 Aligning and Stacking Objects in the Layout Designer 12 Resizing Columns in the Layout Designer Estimating 1 Creating a Job 2 Creating an Estimate 3 Duplicating Estimates 4 Invoicing From Estimates 5 Updating Job Statuses 6 Inactivating Estimates 7 Making Purchases for a Job 8 Invoicing for Job Costs 9 Using Job Reports Time Tracking 1 Tracking Time and Printing a Blank Timesheet 2 Weekly Timesheets 3 Time Enter Single Activity 4 Invoicing from Time Data 5 Using Time Reports 6 Tracking Vehicle Mileage 7 Charging Customers for Mileage Payroll 1 The Payroll Process 2 Creating Payroll Items 3 Setting Employee Defaults 4 Setting Up Employee Payroll Information 5 Creating Payroll Schedules 6 Creating Scheduled Paychecks 7 Creating Unscheduled Paychecks 8 Creating Termination Paychecks 9 Voiding Paychecks 10 Tracking Your Tax Liabilities 11 Paying Your Payroll Tax Liabilities 12 Adjusting Payroll Liabilities 13 Entering Liability Refund Checks 14 Process Payroll Forms 15 Tracking Workers Compensation Using Credit Card Accounts 1 Creating Credit Card Accounts 2 Entering Credit Card Charges 3 Reconciling and Paying Credit Cards Assets and Liabilities 1 Assets and Liabilities 2 Creating and Using an Other Current Asset Account 3 Removing Value from Other Current Asset Accounts 4 Creating Fixed Asset Accounts 5 Creating Liability Accounts 6 Setting the Original Cost of Fixed Assets 7 Tracking Depreciation 8 The Fixed Asset Item List Equity Accounts 1 Equity Accounts 2 Recording an Owner s Draw 3 Recording a Capital Investment Writing Letters With QuickBooks 1 Using the Letters and Envelopes Wizard 2 Editing Letter Templates Company Management 1 Viewing Your Company Information 2 Setting Up Budgets 3 Using the To Do List 4 Using Reminders and Setting Preferences 5 Making

General Journal Entries 6 Using Payment Reminders 7 Receipt Management Using QuickBooks Tools 1 Company File Cleanup 2 Exporting and Importing List Data Using IIF Files 3 Advanced Importing of Excel Data 4 Updating QuickBooks 5 Using the Calculator 6 Using the Portable Company Files 7 Using the Calendar 8 The Income Tracker 9 The Bill Tracker 10 The Lead Center 11 Moving QuickBooks Desktop Using the Migrator Tool Using the Accountant's Review 1 Creating an Accountant's Copy 2 Transferring an Accountant's Copy 3 Importing Accountant's 4 Removing Restrictions Using the Help Menu 1 Using Help

The Complete CompTIA A+ Study Guide Data Nexus, Embark on your journey into the dynamic world of IT with the definitive guide designed for the modern professional The Complete CompTIA A Study Guide is your all in one manual for mastering the latest CompTIA A 220 1201 and 220 1202 certification exams This isn't just another certification book it's a comprehensive career blueprint built to address the complete paradigm shift in the IT industry The days of simply fixing printers and resetting passwords are over Today's IT professionals are navigating artificial intelligence implementing Zero Trust security architectures and supporting a hybrid cloud first workforce This guide prepares you for that reality Inside you will find Forward Looking Content Master the latest exam objectives including AI fundamentals and advanced networking concepts that are shaping the future of tech Hands On Learning Put theory into practice with detailed hands on labs and reinforce your knowledge with hundreds of practice questions and performance based scenarios Proven Career Strategies Go beyond the exam with expert guidance on building a home lab optimizing your resume and leveraging your certification to launch a successful career The CompTIA A certification is your launching pad into a high demand field This book is the first step on that journey providing the foundational knowledge and practical skills you need to not only pass the exam but to thrive in the modern IT landscape

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web although we didn t use the word retrospective in the title this exhibition and the extended interview in this catalog are intended to serve as a retrospective exploration of the strip and watterson s journey as an artist from his early efforts as a student until he ended calvin and hobbes in 1995

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web may 26 2016 scope 1 1 flatness is a significant quality characteristic of steel sheet products sheet flatness is affected by mill process factors plus the grade thickness and width of the material supplied it is the purpose of this practice to define the different flatness characteristics and to describe the method s most commonly used to measure

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web astm a6 a6m covers mill requirements for structural steel including dimensional tolerances on the cross section of structural shapes the quality requirements and the type of mill conditioning permitted astm a500 and a53 have sim

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web table 3 tolerance over width and length for sheared edges nominal length l mm tolerances on the width lower upper l 4000 0 20 4000 l 6000 0 30 6000 l 8000 0 40 8000 l 10000 0 50 10000 l 15000 0 75 4 flatness flatness is measured as the maximum deviation from a horizontal flat surface

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web apr 27 2010 api 650 does refer to a6 for tolerances within a plate see section 7 5 2 the out of plumbness in one shell course shall not exceed the permissible variations for flatness and waviness as specified in astm a 6m a 6 astm a 20m a 20 or astm a 480m a 480 whichever is applicable that is pretty clear

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web remarks1 the minus side tolerance on thickness shall be 0 25mm 2 thickness shall be measured at 9 53 to 19 05mm from the longitudinal edge 3 for thickness measured at any location other than that specified in note 2 the permissible maximum over tolerance shall be increased by 75

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web astm a6 generally limits the permitted variation in straight ness for a w shape used as beam to 1 8 number of feet of total length 10 for both camber and sweep thus for a 30 long beam the general permissible variation from straightness would be 3 8

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web astm a6 sets the acceptable variance for member length straightness camber sweep and cross section properties cross section properties addressed are overall depth and width flange and web thickness and flange out of alignment see table 1