

Paul F. Merrill
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Goal: To apply the experience I've gained in nearly twenty years at sea to the safe and efficient operation of an oceanographic research vessel.

License: MASTER, Any Gross Tons, Upon Oceans. Radar Observer.
First Class Pilot of Steam or Motor Vessels upon the waters of Southeast Alaska from Dixon entrance to Cape Spencer including Auke Bay, Lynn Canal, and ports of Haines and Skagway. Routes passed to be endorsed: Tongass Narrows/Port of Ketchikan, Sumner Strait/Port of Wrangell, Frederick Sound, Icy Strait East/Port of Hoonah, Keku Strait/Port of Kake, Peril Strait/Hoonah sound, Peril Strait/Sergius Narrows, Neva Strait/Whitestone Narrows, Sitka Sound/Olga Strait, Stephens Passage.

Experience:

NAVIGATIONAL WATCHSTANDER.	6/02 - Present
Responsible for navigation and piloting of Ro-Ro/Passenger vessels upon the inside waters of SE Alaska and Canada. <i>Alaska Marine Highway System</i>	
MASTER.	7/91-10/99
Various Company vessels in refined product trades. USWC, US Gulf, USEC and International. <i>Coastal Tankships USA, Inc.</i>	
CHIEF MATE.	2/90-7/91
Various Company vessels in refined product and asphalt trades. USWC, US Gulf, USEC and International. <i>Coastal Tankships USA, Inc.</i>	
CHIEF MATE.	11/88-2/90
<u>S/T Colorado</u> , US Gulf. Refined product trades. <i>Sabine Towing and Transportation Company.</i>	
SECOND AND THIRD MATE.	6/85-11/88
Various Company vessels. <i>Coastal Tankships USA, Inc.</i>	

Education: B.S. Nautical Industrial Technology. Option program in Marine Sciences.
California Maritime Academy, 1985.

Training and Endorsements: STCW-95

Training Includes:

Shiphandling Simulator	Tanker PIC/Dangerous Liquid Cargoes
Electronic Charting/ECDIS	Basic/Advanced Fire Fighting
Radar Observer/ARPA	Cold Water Survival
Bridge Resource Management	Crude Oil Wash
GMDSS	Vapor Recovery Systems
Lifeboat Certificate	Basic Safety Training

**Shoreside
Experience:**

Marine-Related

VICE PRESIDENT/PRINCIPAL 4/94 - 5/99
Petroleum loss control, pollution prevention and safety attendance.
Pacific Rim Marine Associates, Ltd.

SENIOR MARINE SURVEYOR 10/91 – 4/94
Petroleum loss control, pollution prevention and safety attendance.
International Marine Consultants, Inc.

PORT CAPTAIN 7/93 - 9/93
Duties included operations support, fiscal review and planning, and special projects for four US-Flag and two Liberian-Flag tankships. Close daily coordination with marine administration and chartering.
Coscol Marine Corporation.

**Shoreside
Experience:**

Business-Related

PRINCIPAL 7/95 – 4/02
Owner and operator of two franchises selling used and new computer equipment and service. Extensive experience in customer satisfaction, purchasing, marketing, and small business planning and operation.
Computer Renaissance

VICE-PRESIDENT/PRINCIPAL 3/00 – 5/01
VP of Operations for four retail computer stores and a manufacturing facility with combined annual sales of USD 4.0 million.
My daily duties included supervision of 20 employees, supply, purchasing, strategic planning, financial management and profitability.
Additional duties have centered on developing an Internet solution that integrates our brick and mortar business with an e-commerce presence.
Seattle Technology Corporation

VICE-PRESIDENT/PRINCIPAL 11/98 – 3/00
VP of Sales and Marketing for eight retail computer stores and a manufacturing and wholesale facility with combined annual sales of USD 18.0 million.
My daily duties included advertising, marketing, and creative design of print, radio and television ads. Responsible to advertising cooperative for annual budget of \$750,000 - \$900,000.
I implemented and developed our Internet and Corporate sales ventures.
Exegen Technology, Inc.