

EXCEL FLUID GROUP
QUALIFICATION BRIEF

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Core Business Competencies

Excel Fluid Group is your trusted pump station partner from the design, through the packaged solutions installation and beyond. Meeting the **Small Business Administration (SBA)** requirements for projects that include the design, manufacturing, and installation of water or wastewater pump stations, our team provides a wholistic approach to the pump station process.

Through the pump station design phase, our collaborative efforts can provide pump selections, wet well sizing, system head calculations, and CAD drawings as required. Once the design is approved, our **ISO9001** approved operations team can build your complete prepackaged pump station with wet wells meeting ASTM F894 manufacturing standards, produce your control panels to UL590A and UL698A standards, and pull from our expanded stock of pumps and parts to reduce lead times.

Our goal on every project is to offer your team exceptional value, reduce installation costs, eliminate typical field installation hassles, provide industry leading safety features for maintenance personnel, and reduce long-term service costs.

Differentiators

Excel Fluid Group LLC is a proven industry resource with 30+ years of experience in providing turn-key pump stations and custom package pump solutions.

- Design-Build Pump Stations
- Engineering Support
- Single Source Responsibility
- Reduced Installation Time and Job-Site Risks
- Eliminate Confined Space Entry Hazards for Operators
- Industry Leading Warranty and On-Going Service

36 States Worked In | 2,000+ Pump Stations Supplied

[Installation Map](#)

Company Data

Excel Fluid Group LLC's legal name is OnePump Global Enterprises, LLC, which is a limited liability corporation owned and operated by a board of 3 Directors. Excel Fluid Group commenced operations in 1991 and is headquartered in Cleveland, Ohio.

Specific Codes:

- Federal EIN: 27-4195528
- DUNS: 05-336-2359
- NAICS: 237110 Sewer & Water Pump Stations
- NAICS: 333911 Pump & Pumping Equipment Manufacturing
- CAGE/NCAGE: 5LM20
- SAM#: DAP4V87BJNW1
- Control Panel Manufacturing Center Certified for UL508A and UL698A Panel Production

Engineering References

Excel Fluid Group has both internal and 3rd party engineer references.

Mike Coleman P.E. – Excel Fluid Group

Mike has a diverse background in water resources engineering, including wastewater, computer modeling, and hydrology. His current activities at EFG include project management, preliminary design and sales engineering. Mike is a licensed professional engineer in Ohio, Kentucky, and Colorado.

Nick Katich – Excel Fluid Group

With a bachelor's degree in Electrical and Electronics Engineering, Nick is currently an Electrical Engineer at Excel Fluid Group. Nick has nearly 10 years of experience designing and creating control panels from brands like Alley-Bradley PLCs and VFDs, ABB Robots, and more. Currently our Manufacturing Technical Representative for our UL508A & UL698A control panel designs, Nick specializes in creating electrical one-line drawings, load schematics, conduit schedules, and electrical panel schematics. Additionally, he handles our in-house PLC, HMI, and VFD programming for our control panels.

Kenneth Day P.E. – 12 Point Consultants

As the Member/Owner of 12 Point Consultants, Kenny offers clients targeted and outside-the-box solutions to specific pain points specializing in Civil Engineering. Qualified in Ohio, Pennsylvania, West Virginia, Florida, Maryland, and Virginia, these include Utilities, Site, and Storm Water Management; Construction Administration; and Technical Project Expertise. Additionally, Kenny currently is the Water Administrator for the City of Hubbard, OH and has previously been a Member of the Supervisory Board for the Mahoning Soil & Water Conservation District.

Design-Build-Maintain Process

Excel Fluid Group offers a complete range of custom made, packaged pump stations. Excel has been on the forefront of technological innovation in the production of packaged pumping stations for sewage, effluent, and stormwater drainage.

- Suitable for domestic, commercial and municipal applications
- Designed specifically with operator safety in mind.
- Choice of pump option includes a wide range of submersible, self-priming and other pump configurations
- Available in Simplex, Duplex and Triplex Configurations
- Extensive controls to suit all performance requirements

Excel Fluid Group prefabricated packaged pump stations can also be used as neutralization and buffer pits in trade waste treatment systems, holding tanks in tank farms and stormwater detention chambers, solids settling pits and dump tanks in water and wastewater treatment systems.

Design Process

With our pump station designs, we have a six step process from beginning to end of pump station design. This process is a collaboration where we work with you to design and specify your pump station's requirements.

1. **Define Requirements:** Our team of sales engineers and resources will work with you to determine what your pump station needs are.
2. **Analyze Pump Curves:** Based on your pump's flow and head needs, we will help give you a selection of pumps to fit your design.
3. **Wet Well Sizing Calculations:** Utilizing our 3rd party reviewed [Wet Well Design Calculator](#), we're able to calculate the minimum size requirements for your project's wet well. The information we need for the calculation is the design inflow to the pump station, system high and low elevations, force main materials and dimensions, surface and discharge elevations, emergency retention time (if required), and the lowest inlet depth.
4. **Sales Concept Drawings:** When requested, our drawing team can provide concept drawings for your pump station design. All our design files are created in SolidWorks as 3D models to scale and can be exported into any common format requirements. These include AutoCAD, eViewer, Revit, .SLDDRW, .SLDPRT, .SLDASM, .DWG / DXF, .STEP, .jpg, .pdf, .eDrawings (for viewing and measuring), and more.
5. **Write Technical Specifications:** We can help you write the requirements of your pump system into a technical spec that includes certified references, product recommendations, and more.
6. **Budgetary Proposal:** Once the design is complete, we can provide a comprehensive packaged budget for your entire pump station solution.

[Pump Station Design FAQs](#)

Build Process

Following our design process where we solidify the components of your pump station, every project we complete follows our 9-step build process. This process ensures you're going to receive what is agreed upon from the submittal process.

1. **Raw materials sourced:** This is where we get all of the materials required to build your pump station from trusted vendors, suppliers, and partners.
2. **Build the enclosure (NoVault™, prefabricated, etc.):** Whether it's a prefabricated enclosure or one of our [NoVault pump station designs](#), we prepare the enclosure to be ready for the coming components.
3. **Mechanical is installed within the wet well:** The piping, valves, and supports are built into the enclosure.
4. **Electrical is installed in the pump station:** Electrical controls are assembled and placed inside the enclosure.
5. **The pump station is factory tested before any necessary components leave our facility:** This tests that the pumps work as intended with the control panel, electrical and communication systems work as designed, piping is set up as needed, and any other checks required.
6. **Wet well installed:** When using an HDPE or fiberglass basin, the wet well will arrive to site ready to set in the excavation with the necessary piping. In the case of concrete, the rings will get installed, joints sealed against leaking and treated as needed before field-installing any of the piping.
7. **Flat top set:** When using a NoVault pump station, the polymer concrete flat top arrives to site with the access hatch and safety grate preinstalled. Polymer is inert to H₂S corrosion, and it allows for fast and easy installation, but must be positioned level. The other option is a field poured concrete flat top. We see this used often with our custom prefabricated enclosures.
8. **The pump station is delivered and installed:** This is when the prefabricated enclosure arrives. In cases with a NoVault, polymer concrete flat top, and an HDPE or fiberglass wet well, the entire pump station wet well to enclosure can arrive onsite ready to install.
9. **Pump station start up is completed:** The start up is simply a retest of our factory test at Step 5, ensuring that everything still operates as agreed upon.

[Pump Station Production FAQs](#)

Service and Maintenance Capabilities

Excel Fluid Group's service team has been developed and expanded with fully qualified technicians. With over 30 years of experience and fully equipped service trucks, Excel's service team will replace or install your pumps on-site.

Excel also offers regularly scheduled preventive maintenance checks. These service calls are highly recommended and available for most pumping equipment. To keep your pumps and controls working in top condition regular maintenance is the key to equipment longevity and downtime prevention. Our pump station preventative maintenance plans automatically include spare parts such as seal and overhaul kits for your specific pumps along with the following:

- A detailed pump station electronic inspection report
- Clean and check the level of operations of the controls
- A pump down test for each pump and record of the level drop to monitor any changes of the pump's performance
- Amperages drawn and checked from each pump
- Each pump motor megged to test the motor's insulation
- An ohm check on each seal fail resistor
- And more!

Maintenance Team Customer Testimonial:

First off, let me say that working with Bennie was a pleasure and he was super knowledgeable, professional and easy to work with on this pump! My guys enjoyed the experience and learned a lot from him as this is our first lift station experience.

Bennie was able to get the "broken" pump running again and placed back into normal operation, not using our spare. He also stayed a bit longer and did a few other things for us such as, help verify that our spare pump was the correct model. Helped train our mechanics on some trouble shooting on pump problems and what they should be seeing in the control cabinet during various states of the station's function. After the repair he stayed and trained the guys on the built-in hoist and what they should expect if they have to ever use it as well as some tips as a whole on the entire system and system maintenance.

Bennie, was very helpful and got the job done safely! We appreciated his help yesterday very much so... He is a great tech!

[Pump Station Maintenance FAQs](#)
[Maintenance Plus Program](#)

Past Project References

NoVault Pump Station Project Example: Dayton Airport (OH) – Passero Associates / C.G. Construction / Sunesis Construction

Qty 5 sanitary Pump Stations for New Development and Upgrade Existing Infrastructure

- **Project Challenge:** Operations Team required new pump stations to integrate with existing airport communications and alarm network
- **Challenge Solved:** Custom SCADA and datalogging capabilities in each control panel with remote and local communication to their Operations Team

Project Case Studies:

- [The City of Dayton Airport - Cargo West and Central Road](#)
- [The City of Dayton Airport - Wright Drive](#)
- [The City of Dayton, Department of Aviation](#)

Custom HDPE Pump Station Project Example: Linden Ave. Logansport, IN – American Pump Repair - Thieneman Construction, Inc.

Triplex Custom 10 ft. diameter by 45 ft. and 46 ft. deep Wet Wells with separate 10 ft. diameter by 8 ft. deep valve vaults.

- **Project Challenge:** Cast in place concrete wet well significantly exceeded the project budget
- **Challenge Solved:** Prefabricated engineered HDPE wet wells provided critical cost savings and faster installation on site

Fiberglass Pump Station Project Example: Fort Belvoir (VA) – USACE / Manhattan Construction / Total Civil Construction

Qty 1 Sanitary 6ft Dia. X 39.5ft Deep Pump Station for New Building Development

- **Project Challenge:** Long installation concerns and limited site access between a new building and roadway
- **Challenge Solved:** Prefabricated integrated fiberglass wet well with H2O traffic rated hatches

Project Case Study:

- [Fort Belvoir Fiberglass Integrated Traffic Rated Pump Station](#)

Water Booster Pump Station Project Example: Barnesville / Belmont County (OH) – Rudzik Excavating / Sands Decker

Qty 1 Water Booster Pump Station for Rural Raw Water application rated for 2.4 MGD @ 108 PSI

- **Project Challenge:** Expanding water network to a rural/remote area
- **Challenge Solved:** Prefabricated concrete building help simplify the install and included a bullet resistant shield for electrical and HVAC components

Project Case Study:

- [Barnesville Water Booster Pump Station](#)

Stormwater Pump Station Project Example: Long Island Railroad (NY) – 3rd Track Constructors (Stantec/J.P. Picone/Dragados)

Qty 5 Stormwater Pump Stations for 5 Grade Crossing Elimination Projects

- **Project Challenge:** Eliminated level grade rail crossings caused a catchment area for stormwater along with limited utility footprint and timeline concerns
- **Challenge Solved:** Prefabricated concrete controls buildings and a custom concrete wet well design with integral valve vault

Project Case Studies:

- [LIRR 3rd Track Constructors Covert Ave](#)
- [LIRR 3rd Track Constructors New Hyde Park](#)
- [LIRR 3rd Track Constructors School St](#)
- [LIRR 3rd Track Constructors Urban Ave](#)
- [LIRR 3rd Track Constructors Willis Ave](#)

Storage Tank & Grease Interceptor Pump Station Project Example: Baltimore (MD) – Private Food Manufacturing Plant

Qty 1 industrial pretreatment pump station for a leading American Food Manufacturing Plant

- **Project Challenge:** Flooding when washing down production equipment at the end of a shift
- **Challenge Solved:** Our system helped combat backup and flooding when washing down production equipment at the end of a shift with an 11,000 gallon wastewater storage tank and 3,000 gallon grease interceptor.

Project Case Study:

- [Food Manufacturing Plant Pump Station](#)

Resources

- [Wet Well Design Calculator](#)
- [Pump Station Specification Library](#)
- [Retrofit Pump Station Solutions](#)
- [Maintenance Plus Program](#)
- [YouTube Channel](#)
- [LinkedIn](#)