



July 15, 2025

The Honorable Nick LaLota
Chairman, Subcommittee on Contracting and Infrastructure
S. House of Representatives
Washington, D.C. 20515

The Honorable Gil Cisneros
Ranking Member, Subcommittee on Contracting and Infrastructure
S. House of Representatives
Washington, D.C. 20515

Honorable Mr. LaLota and Honorable Mr. Cisneros,

I'm writing today as a Small Business owner that has, and will be, severely impacted negatively by the VA Rule of Two codified at [38 U.S.C. 8127\(d\)](#). National Ramp is, in short, exactly the kind of Small Business that America claims it needs today:

- National Ramp serves the disabled population with modular access ramps that are 100% Made in the USA
- National Ramp has invested significantly in automation and robotic welding to keep America competitive in the global marketplace
- National Ramp has hired a labor force of 100% legally documented American citizens growing from 2 employees to 85 employees in 15 years
- National Ramp served the Department of Veterans Affairs since 2016 as a contract holder, serving over 50,000 honorable Veterans with service that earned us "Exceptional" CPARS ratings as a Government Contractor under Contract #: VA240C16D0012
- National Ramp's performance on this contract provided America's Veterans with the fastest turnaround time for evaluating and installing ramps ever seen consistently by the VA, across the entire Central Region
- National Ramp evaluated every ramp within 2 days and installed every ramp within 3 days, from North Dakota to Louisiana, including 18 states across the Central Region
- At the same time, as a manufacturer contracted with a Small Business set aside, National Ramp provided the best possible price to the Government and the American taxpayer



Here's the problem: National Ramp has been rendered ineligible from bidding on any new contracts because we do not have the SDVOSB status claimed by just one ramp manufacturer in America.

This has allowed one ramp manufacturer to have a monopoly on all VA ramp contracts in the United States. Not only is this bad for the taxpayer due to lack of competition, it is very bad for our Veterans – the very group the VA Rule of Two is meant to help!

The VA Rule of Two requires federal agencies to set aside contracts for Veteran-owned businesses when, based on market research, the contracting officer reasonably expects to receive offers from at least two Veteran-owned businesses and that an award can be made at a fair market price.

Unfortunately, what has been happening with modular ramps is that one SDVOSB-owned business has effectively eliminated fair competition in the ramp industry. There is only one SDVOSB manufacturer and the rest are simply contractors who must buy their ramps from manufacturers. This means that one manufacturer has an unfair price advantage over all other suppliers, and while technically there were more than two bidders, effectively there was only one that could win it.

This means the VA and our Veterans are getting inferior service and pricing, while three highly qualified Small Business ramp manufacturers who held the prior contracts have been rendered ineligible from competition.

Further, it is commonly known that there are many, many SDVOB-owned companies that are simply acting as “pass-through” entities for manufacturers, because of their status. This is costing the Government and the American taxpayer millions, if not billions, of dollars per year.

Therefore, I am writing today to the House Small Business Subcommittee on Contracting and Infrastructure (Subcommittee) on *“Leveling the Playing Field: Fostering Opportunities for Small Business Contractors”*.

If this Committee wishes to “Level the Playing Field” for Small Businesses and provide fair competition for best value to the Government and best service to our Veterans, then the VA Rule of Two should be eliminated altogether.

Very respectfully,

Garth Walker, CEO
National Ramp
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