



Richard Johanson and his late wife Althea.

A Promise Made is a Promise Kept.

It started in 1971, when Richard Johanson left his managing position with the California Trucking Exchange. With the support of his wife Althea, loyal colleagues, and customers, JTS was established on August 9, 1971.

Leveraging his decades of experience, Richard was intent on setting his own high standards of service in the JTS business model, and the company soon thrived under his leadership.

The promise of ethical personal and company conduct remains intact today as the basis of JTS' business practices. It also extends to the communities in our regional offices.



Larry Johanson and his wife Patti.

When Richard retired in 1991, Larry was named the new President/CEO and still holds that position today.

With 30 years as the company's leader, Larry credits JTS' success to the loyal executive team with which he is proud to serve – many with over 30 years of tenure this year.

- **Jerry Beckstead** – Chief Operations Officer (44 years)
- **Janice Spicer** – Chief Financial Officer (34 years)
- **Rick Rattazzi** – Senior VP (36 years)
- **Bruce Negri** – Senior VP (28 years)
- **Dave Hiersche** – VP Emeritus, Information Technology (35 years)

He encourages the entire staff to be innovative thinkers and empowers them to make decisions, driving many of the strategies to move JTS forward and stay competitive into the future.

Our Commitment to Higher Standards.

From the very start, JTS has been committed to applying the highest possible standards of service, professionalism, and ethical principles daily as we work with our shippers and carriers.

We believe these standards set us apart in the freight transportation industry and have contributed to our ability to retain long-term customer relationships and a strong reputation as a leading third-party logistics provider.

Every day our shippers count on our commitment and consistency in providing personalized service and quick responsiveness to their issues.

Fundamental to this commitment of higher standards is our adherence to four **Core Values**:

• Experience

Our customers and business partners can rely on our long history of achievement to guide their logistics operations.

• Integrity

Our moral and ethical values are threaded throughout our internal business procedures, and this is reflected in the way we treat our customers. We strive for complete quality assurance and ethical practices with each shipment.

• Gratitude

We express gratitude to our customers by always seeking to add value to our partnerships, offering complimentary analysis and consulting to achieve their goals, including improved operational efficiency, better performance metrics, and cost reduction. We also offer our customers the use of our state-of-the-art *artivture*® cloud-based TMS at no cost, helping them manage their logistics activities and communications online.

• Respect

We treat each customer as a respected business partner and work towards their success as much as we do our own. As a result, we've established trusted, long-term relationships.

These core values are enmeshed internally, as seen in how the staff and managers treat each other daily. Our positive family atmosphere is a key component in the longevity of our employees.

Corporate Philanthropy.

Since 1971, our corporate philosophy has been to give back. Throughout our history we have donated to over 125 charities to fund scholarships and serve families, veterans, the homeless, people with illnesses/disabilities, animals, and dozens more.

Our #JTSCares team actively serves as a group, or individually, donating their time and energy to charities in their cities.

They continuously seek out new causes to support and plan volunteer events companywide. The program allows us to be good stewards of the resources we have. We are grateful to our customers for making this possible.



Celebrating 50 years of service excellence in the freight transportation industry.

Come along on our five decade journey to becoming one of the nation's leading 3PLs.

Corporate Headquarters

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Regional Offices

Logistics Division

Salem, OR
Orlando, FL
Dallas, TX

Midwest Division

Madison, WI

Pacific Northwest Division

Tigard, OR

Rail Intermodal & International Division

Rocklin, CA

Visit us on social media:

www.twitter.com/johansontrans

www.linkedin.com/company/johanson-transportation-service

www.johansontrans.com

JTS-sales@johansontrans.com

1971

Richard Johanson founds JTS in Fresno, CA with a staff of four people in two adjoining 10' by 10' rooms at a rented office in a local truck stop. Most of the tonnage handled were raisins, prunes, figs, dehydrated onions and garlic, dried beans, and nuts.



1991

In October, Richard Johanson retires. Larry Johanson is named President/CEO.



1977

Larry's right-hand-man, Jerry Beckstead, joins JTS and is Chief Operating Officer today.



Pacific Northwest office leases a new space in Tigard, OR.

1992

JTS moves from all paper processes to digital with first software development by PNW Office Manager Dave Hiersche.



1997

Dave Hiersche, now VP - Technology, begins proprietary operations software development for use in all offices.



1999

First generation JTS Interactive Services is introduced, giving customers access to their shipments.



2004

Groundbreaking and ribbon-cutting for the new building at 5583 E. Olive Ave. in Fresno, CA.



2005

In April, JTS corporate moves into a new 14,000 square foot building at 5583 E. Olive Ave., Fresno, CA.



2007

Proprietary operations/ accounting software is implemented companywide.



International Division moves into a new office in Roseville, CA.



Rail Intermodal Division launches, headed by Branch Manager Jeff Perry, sharing office space with the International Division in Roseville, CA.



2008

JTS receives a registered trademark for marketing slogan.

Justified Timely Solutions®

JTS buys a two-story building in Tigard, OR for a larger Pacific NW operations center.



2018

#JTScares committee is created, putting into action our desire to serve our communities.



Both Roseville divisions move to 2210 Plaza Drive, Ste. 200 in Rocklin, CA.



2020

USPTO grants JTS a registered trademark for arriviture® cloud-based TMS.



Third Logistics office is opened in Dallas, TX to serve customers in the Southwest.



1971

1975

1980

1985

1990

1995

2000

2005

2010

2015

2020

1975

Oregon office moves to the new Burns Bros. building in Wilsonville, OR and operates with three employees for four years.

1976

Seasonal office in Nogales, AZ opens to handle local clients. In 1981, the office closes, and Nogales freight is handled by Fresno.



1980

Oregon office moves to a larger space above Burns Brothers truck stop, operating with five employees.



1982

Denville, NJ office opens, headed by Kevin J. O'Neill, who is now VP - Northeast Division.



1985

Senior VP Rick Rattazzi is hired to oversee the Perishable Department, which is our largest division today.



1987

Current Chief Financial Officer, Janice Spicer, joins JTS as Controller in the Corporate Accounting Department.



2002

JTS Logistics Division is established at Craig Johanson's home in Salem, OR. Today he is President - JTS Logistics Division.



1993

Bruce Negri joins JTS sales, later managing U.S. dry freight and is now a Senior VP.



2005

In June, the Midwest office opens at 3001 W. Beltline Hwy., Suite 303, Madison, WI.



In July, the Logistics team moves into their new space at 6446 Fairway Ave. Suite 170 in Salem, OR.



2006

Second generation JTS Interactive Services rolled out with Loadscope faxing capability.



2006

Larry's daughter Amanda leads an MBA feasibility study with Danielle Negueloua for a new International Division.

In September, the International Division is created to meet the needs of customers doing business globally.



2010

Carrier Relations Department is launched.

Loadscope updated into an email distribution tool, sending available loads to our carriers.

2011

First generation web-based TMS, JTS Interactive Services, rolls out to our business partners for online shipment management.

2012

JTS offers second generation web-based TMS, JTS Interactive Services, to our business partners.

2013

Year one of six as main Fresno Food Expo sponsor.



2016

Public launch of JTS cloud-based TMS, giving customers the tools to manage their logistics tasks in the cloud.



2019

Second Logistics office is opened in Orlando, FL.



2020

JTS receives BBB Ethics Award for Marketplace Excellence, Medium-Sized Business.



Experience Integrity

Gratitude Respect

