



# **Guide to the J. Walter Thompson Company. Thomas Sutton Papers, 1965-1975 and undated**

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411 Chapel Drive

Duke University

Durham 27708

[askRL@duke.edu](mailto:askRL@duke.edu)

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## Summary

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**Collection Title:**

J. Walter Thompson Company. Thomas Sutton papers, 1965-1975 and undated

**Creator:**

J. Walter Thompson Company

**Source:**

John W. Hartman Center for Sales, Advertising & Marketing History

**Abstract:**

The J. Walter Thompson Company (JWT), founded in 1864, is one of the oldest and largest enduring advertising agencies in the United States. Thomas Sutton was an executive in charge of JWT's international operations during the 1960s-1970s. The Thomas Sutton Papers span the years 1965-1975 and document Sutton's career, especially his role in JWT's international expansion and the establishment of global advertising markets. The papers provide insight into JWT's international financial matters--budgets, salary structure, stock incentive plans and market shares--as well as personnel policies, client relations, product launches, television advertising projects and marketing research and strategies, seen from the perspective of Sutton's position as JWT chief executive for international operations. The papers also contain marketing plans, evaluations and reports for a number of JWT's international offices, that provide a detailed glimpse into JWT's operations within the respective countries' economic and socio-political contexts. The offices represented include Amsterdam, Bogotá, Brussels, Buenos Aires, Caracas, Ceylon, Copenhagen, Frankfurt, Johannesburg, Karachi, Lima, London, Mexico City, Milan, Paris, Rio de Janeiro, San Juan, Santiago, Sydney, Tokyo, Toronto, Vienna and Zürich. Key clients include the Honda Motor Company, Eastman Kodak Company, Ford Motor Company, the Hertz Corporation, IBM, Johnson & Johnson, Kellogg Company, Liggett & Myers Tobacco Company, Nestlé, Pan American World Airways, PepsiCo, Inc. and Unilever (Lever Brothers).

**Extent:**

6.6 Linear Feet  
4950 Items

**Language:**

Material in English , Spanish , Portuguese

**Collection ID:**

RL.00752

**Permalink:**

<https://idn.duke.edu/ark:/87924/m16920>

### Preferred Citation

[Identification of item], J. Walter Thompson Company Thomas Sutton Papers, David M. Rubenstein Rare Book & Manuscript Library, Duke University.

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## Background

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### Scope and Content

The **Thomas Sutton Papers** span the years 1965-1975 and document Sutton's career, especially his role in JWT's international expansion and the establishment of global advertising markets. The papers include correspondence, printed materials, business reports, advertising brochures, photographs, statistical documents, and pamphlets that provide insight into JWT's international financial matters--budgets, salary structure, stock incentive plans and market shares--as well as personnel policies, client relations, product launches, television advertising projects and marketing research and strategies, seen from the perspective of Sutton's position as JWT chief executive for international operations. The papers also contain marketing plans, evaluations and reports for a number of JWT's international offices, that provide a detailed glimpse into JWT's operations within the respective countries' economic and socio-political contexts. The offices represented herein include Amsterdam, Bogotá, Brussels, Buenos Aires, Caracas, Ceylon, Copenhagen, Frankfurt, Johannesburg, Karachi, Lima, London, Mexico City, Milan, Paris, Rio de Janeiro, San Juan, Santiago, Sydney, Tokyo, Toronto, Vienna and Zürich. Key clients include the Eastman Kodak Company; Ford Motor Company; the Hertz Corporation; Honda Motor Company; IBM; Johnson & Johnson; Kellogg Company; Liggett & Myers Tobacco Company; Nestlé; Pan American World Airways; PepsiCo, Inc.; and Unilever (Lever Brothers). While most of the files are in English, some of the documents are written in Spanish and Portuguese.

The collection is organized into three Series--the **General Office Files Series**; the **Central and South American Office Files Series**; and the **Annual Marketing Plans and Reports Series**.

The **General Files Series** contains correspondence, memoranda and periodical reports on JWT management and marketing, JWT's international offices and operations, as well as on other international advertising agencies. Topics include capital expenditures, fees and commissions, management salary and bonus policies, and stock incentive plans. The correspondence on international

new business includes clients such as Hertz, Honda, and IBM. Arranged alphabetically.

The **Central and South American Offices Files Series** contains correspondence and reports on JWT budgets, market shares, profits, marketing research and product launches, as well as newsletters and some newspaper clippings pertaining to individual country offices of JWT throughout Latin America. The documents reflect the communication between JWT personnel and the dealings between JWT and its large international clients such as Ford, Johnson & Johnson, Kellogg's, Kodak, Lever, Liggett & Myers, Pan American World Airways, Pepsi-Cola, and Nestle, as well as prospective clients like Siemens and local clients in Central America and South America. The documents provide insights into JWT's operation in the expanding advertising markets of Central and South America. This series also includes assessments of the respective countries' economies, census data, and the competition in the advertising market. Moreover, it shows the increasing importance of television advertising in the Latin American market. Organized alphabetically.

**Annual Marketing Plans and Reports Series** contains status and planning reports from JWT's international operations. The documents assess the respective country's economy, politics, and the advertising and media market as a context for presenting a review of the JWT's offices' financial and organizational performance that includes billings, expenditures, and profits, salaries, personnel, specific clients, and the company's public relations in the respective past year. This analysis of strengths and weaknesses provides the bases for a discussion of the targets and objectives for the respective next year. Arranged alphabetically.

**Restriction on access:** Sensitive personnel materials pertaining to individual employee matters are closed to non-JWT users until 2043. Those items have been physically removed to **Restricted Materials**. Fragile original materials have been relocated to **Removed Materials**. Use Copies are available to patrons.

Additional information on JWT's international advertising operations may be found in the **J. Walter Thompson Co. London Office Records**, the **J. Walter Thompson Co. Frankfurt Office Records**, the **Harry Clark Papers**, the **Arthur Stridsberg Papers**, and the **Shirley F. Woodell Papers**. In addition, files relating to Thomas Sutton may be found in the **Denis Lanigan Papers** and the **Peter Gilow Papers**.

## Biographical/Historical

Date	Description
1923 Feb. 9	Born Thomas Schulhof, in Berlin (of Austrian Jewish descent, the

<b>Date</b>	<b>Description</b>
	Schulhof family relocated to England to escape the Nazis, and changed its name to Sutton during World War II)
1948	Received M.A. in Philosophy, Politics, and Economics from St. Peter's College, Oxford University
1949	Research officer at British Market Research Bureau (BMRB), a subsidiary of J. Walter Thompson Co. (JWT) London
1951	Left JWT to work as Advertising and Market Research Manager for Pasolds Limited, a textile manufacturer
1952	Returned to JWT London, and sent to Frankfurt, Germany, as Managing Director; charged with reopening the JWT office in Germany which had ceased operations in 1934
1960	Returned to England to assume position of Managing Director, JWT London
1966	Executive Vice President, International
1966-1972	Executive Vice President at JWT New York, responsible for all 37 of JWT's international operations
1970	International Advertising Man of the Year Award

<b>Date</b>	<b>Description</b>
1972	Stepped down from New York post to become General Manager for JWT Japan in Tokyo
1980	Executive Vice President, JWT's Asia-Pacific operations
1981 Dec.	Executive Vice President, JWT Group
1983 Dec. 31	Retired as Executive Vice President of J. Walter Thompson Company and a member of its Board of Directors, and as Executive Vice President of JWT Group, Inc.
1994 Dec. 9	Died at the age of 71

Sutton received several honors during his lifetime. In Great Britain he served on the Council of Institute of Practitioners in Advertising and headed their Development Committee. He was also a Fellow of the Royal Historical Statistical Society and a fellow of the Institute of Statisticians. In the United States, Sutton was a member of the Advisory Board of International Business Program of Rutgers University.

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## **Administrative Information**

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### **Publication Statement**

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## **Access Restrictions**

Collection is restricted.

Sensitive personnel materials pertaining to individual employee matters are closed to non-JWT users for 75 years from the date of the file creation.

Fragile originals are closed to patron use. Consult Use Copies in files.

Researchers must register and agree to copyright and privacy laws before using this collection.

All or portions of this collection may be housed off-site in Duke University's Library Service Center. There may be a 48-hour delay in obtaining these materials.

Please contact Research Services staff before visiting the David M. Rubenstein Rare Book & Manuscript Library to use this collection.

## **Use Restrictions**

The copyright interests in this collection have not been transferred to Duke University. For more information, consult the copyright section of the Regulations and Procedures of the David M. Rubenstein Rare Book & Manuscript Library.

## **Acquisition Information**

The J. Walter Thompson Company Thomas Sutton Papers were received by the David M. Rubenstein Rare Book & Manuscript Library as a transfer in 1987.

## **Processing Information**

Processed by Richard Collier, Andrea Franzius, Ashley Urquhart, April 2006

Encoded by Richard Collier

Completed April 2006

Accession is described in this finding aid.

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## Names and Subjects

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- Advertising agencies -- South Africa
- Advertising agencies -- Puerto Rico
- Advertising agencies -- Switzerland
- Advertising agencies -- Spain
- Advertising agencies -- Netherlands
- Advertising agencies -- Mexico
- Advertising agencies -- Perú
- Advertising agencies -- Pakistan
- Advertising agencies -- Colombia
- Advertising agencies -- Chile
- Advertising agencies -- Canada
- Advertising agencies -- Brazil
- Advertising agencies -- France
- Advertising agencies -- Europe
- Advertising agencies -- Employees
- Advertising agencies -- Denmark
- Advertising agencies -- Germany
- Advertising agencies -- Great Britain
- Advertising agencies -- Italy
- Advertising agencies -- Japan
- Advertising agencies -- Belgium
- Advertising agencies -- Austria
- Advertising agencies -- Australia
- Advertising agencies -- Argentina
- Television advertising
- Marketing research
- Photographic prints
- Advertising agencies -- Venezuela
- Advertising agencies -- United States
- Advertising -- Research
- Advertising -- History -- 20th century
- J. Walter Thompson Company. Brussels Office
- J. Walter Thompson Company. Bogotá Office
- J. Walter Thompson Company. Santiago (Chile) Office
- J. Walter Thompson Company. Amsterdam Office
- International Business Machines Corporation
- Honda Motor Company
- Hertz Corporation
- Ford Motor Company
- Eastman Kodak Company
- J. Walter Thompson Company. Frankfurt Office
- J. Walter Thompson Company. Johannesburg Office

- J. Walter Thompson Company. Karachi Office
- J. Walter Thompson Company. Lima Office
- J. Walter Thompson Company. Buenos Aires Office
- J. Walter Thompson Company. Caracas Office
- J. Walter Thompson Company. Ceylon Office
- J. Walter Thompson Company. Copenhagen Office
- J. Walter Thompson Company. Paris Office
- J. Walter Thompson Company. Rio de Janeiro Office
- J. Walter Thompson Company. San Juan Office
- J. Walter Thompson Company. London Office
- J. Walter Thompson Company. Mexico City Office
- J. Walter Thompson Company. Milan Office
- J. Walter Thompson Company. New York Office
- J. Walter Thompson Company. Zürich Office
- John W. Hartman Center for Sales, Advertising & Marketing History
- J. Walter Thompson Company
- J. Walter Thompson Company. Tokyo Office
- J. Walter Thompson Company. Sydney Office
- J. Walter Thompson Company. Vienna Office
- J. Walter Thompson Company. Toronto Office
- PepsiCo, Inc.
- Pan American World Airways, Inc.
- Unilever (Firm)
- Sutton, Thomas, 1923-1994
- Kellogg Company
- Johnson & Johnson
- Nestlé
- Liggett & Myers Tobacco Company

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## Collection Inventory

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### General Office Files Series, 1966-1971

**Physical Description:** 2 boxes

**Scope and Contents note**

Contains correspondence, memoranda and periodical reports on JWT management and marketing, JWT's international offices and operations, as well as on other international advertising agencies. Topics include capital expenditures, fees and commissions, management salary and bonus policies, and stock incentive plans. The correspondence on international new business includes clients such as Hertz, Honda, and IBM. Arranged alphabetically.

Capital Employment in JWT, 1970

Box 1

Correspondent agencies, 1968-1972	Box 1
<b>Physical Description:</b> 3 folders	
International Advertising Association, 1966	Box 1
<b>Physical Description:</b> 2 folders	
Latin American seminar, 1970-1971	Box 1
<b>Physical Description:</b> 6 folders	
Managers' Meeting III: People Management, 1970	Box 1
<u>Memoranda</u>	
Commission structure, 1967-1972	Box 1
Management bonus program, 1969-1971	Box 1
Remuneration of senior executives, 1969	Box 1
New business, 1969-72	Box 2
<b>Physical Description:</b> 3 folders	
Public stock offering, 1969	Box 2
<b>Physical Description:</b> 2 folders	
Statistical background, international operations, 1968 and 1969	Box 2
Stock incentive plans, 1969-1972	Box 2
<b>Physical Description:</b> 2 folders	

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### **Central and South American Office Files Series, 1965-1969 and undated**

**Physical Description:** 3 boxes

#### **Scope and Contents note**

Contains correspondence and reports on JWT budgets, market shares, profits, marketing research and product launches, as well as newsletters and some newspaper clippings for JWT offices in Argentina, Brazil, Chile, Mexico and Peru, among others. The documents reflect the communication between JWT personnel and the dealings between JWT and its large international clients such as Ford, Johnson & Johnson, Kellogg's, Kodak, Lever, Liggett & Myers, Pan American World Airways, Pepsi-Cola, and Nestlé, as well as prospective clients like Siemens and local clients in Central America and South America. The

documents provide insight into JWT's operation in the expanding advertising markets of Central and South America. This series also includes assessments of the respective countries' economies, census data, and the competition in the advertising market. Moreover, it shows the increasing importance of television advertising in the Latin American market. Arranged alphabetically. A few folders of "general" material are listed first under some office names.

**Access Restrictions:**

**Restriction on access:** Sensitive personnel materials pertaining to individual employee matters are closed to non-JWT users until 2043. Those items have been physically removed to **Restricted Materials**; a dummy folder, indicated by a title enclosed in brackets, has been substituted for the original material.

**Argentina**

Budget, 1967-1968	Box 3
Clients, 1967-1968	Box 3
Correspondence, 1967-1968	Box 3
<b>Physical Description:</b> 3 folders	
Finance, 1967-1968	Box 3
New business, 1968	Box 3
[Personnel, 1968: Folder removed to Restricted Materials]	Box 3
Regular reports, 1968	Box 3
[Salaries and profit sharing, 1967-1968: Folder removed to Restricted Materials]	Box 3

**Brazil**

Budget, 1968-1969	Box 3
[Cavalcanti, Carlos, 1968: Folder removed to Restricted Materials]	Box 3
Clients, 1967-1968 and undated	Box 3
<b>Physical Description:</b> 3 folders	
Correspondence, 1968	Box 3
<b>Physical Description:</b> 2 folders	

Medical/Pension plan, August 28, 1968	Box 3
New business, 1967-1968	Box 3
Pepsi-Cola, 1967-1968	Box 4
[Personnel, 1968 and undated: Folder removed to Restricted Materials]	Box 4
Press clippings, 1967	Box 4
Regular reports, 1967, 1968	Box 4
[Salaries and profit sharing, 1968: Folder removed to Restricted Materials]	Box 4
<b>Transfers</b>	
[Eaves, Elliott, 1968: Folder removed to Restricted Materials]	Box 4
[Gibson, Chuck, 1968: Folder removed to Restricted Materials]	Box 4
[Raiburn, Gerald, 1966, 1968: Folder removed to Restricted Materials]	Box 4
[Wallace, Robert, 1968: Folder removed to Restricted Materials]	Box 4
<b>Chile</b>	
General, 1968	Box 4
Budget, 1967, 1968	Box 4
Clients, 1967, 1968	Box 4
Correspondence, 1968	Box 4
New business, 1968	Box 4
[Personnel, 1968: Folder removed to Restricted Materials]	Box 4
Regular reports, 1968	Box 4
[Salaries and profit sharing, 1968: Folder removed to Restricted Materials]	Box 4

## Colombia

General, 1968 Box 4

## Mexico

General, 1968 and undated Box 4

Budget, 1968 Box 4

Clients, 1968 and undated Box 4

Correspondence, 1968 and undated Box 4

New business, 1968, 1969 Box 4

Space 1968 Box 4

[Personnel, 1968: Folder removed to  
Restricted Materials] Box 4

Regular reports, 1968 Box 4

[Salaries, 1967, 1968: Folder removed to  
Restricted Materials] Box 4

## Peru

Budget, 1968 Box 4

Clients, 1968 and undated Box 5

Correspondence, 1967-1968 Box 5

**Physical Description:** 2 folders

New business, 1968 Box 5

[Personnel, 1967-1968: Folder removed to  
Restricted Materials] Box 5

Regular reports, 1968 Box 5

[Salaries and profit sharing, 1967-1968: Folder  
removed to Restricted Materials] Box 5

## Multiple Accounts and Country Offices

General, 1967-1968 Box 5

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Linten, Jose, television proposal, 1966-1967 Box 5

**Scope and Contents note**

Linten, a Spanish television executive, proposed the creation of the first Latin American television network.

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Marketing, 1968 Box 5

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**Annual Marketing Plans and Reports Series, 1966-1975 and undated**

**Physical Description:** 6 boxes

**Scope and Contents note**

Contains status and planning reports from JWT's international operations. The documents assess the respective country's economy, politics, and the advertising and media market as the context for then reviewing the individual JWT office's financial and organizational performance. These reviews include billings, expenditures, and profits, salaries, personnel, specific clients, and the company's public relations in the respective past year. This analysis of strengths and weaknesses then provides the basis for a discussion of the targets and objectives for the upcoming year. Also included for some countries are executive summaries of annual reports that offer a comparative overview of JWT's operations in larger geographical areas, such as Europe. Reports from JWT offices in countries where the company had only recently been established by the mid- or late 1960s, such as the Far East (like Pakistan), are often very short compared to the reports of more established offices in the larger countries of Europe, Scandinavia, or Latin America. Arranged alphabetically.

**Canada**

**JWT Canada**

Annual marketing report, 1967 Jan. 16 Box 5

**Europe**

**JWT Amsterdam**

Annual marketing plan, 1970-1973 Box 5

**Physical Description:** 3 folders

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Marketing plan, 1969 Box 5

Marketing report, 1967-1968 Box 5

**Physical Description:** 2 folders

### **JWT Brussels**

Annual marketing plan, 1970-1971 Box 5

Annual marketing report, 1968 Box 5

Client costing report on financial managers' meeting, 1973 Box 5

JWT Brussels, circa 1975 Box 5

Long term policy and objectives, 1972 Box 5

Marketing plan, 1969, 1973 Box 5

### **JWT Europe**

Executive summary of continental annual marketing reports, 1970 Nov. Box 6

### **JWT Frankfurt**

Annual management assessment and objectives, 1975 Box 6

Annual marketing plan, 1968-1972 Box 6

**Physical Description:** 4 folders

Annual marketing report, 1967 Box 6

**Physical Description:** 2 folders

Summary of the report on the office's business, 1973 Sept. 26 Box 6

### **JWT London**

Annual marketing report, 1966-1970 Box 6

**Physical Description:** 4 folders

### **JWT Madrid**

Annual marketing plan, 1969-1972 Box 6

**Physical Description:** 3 folders

Marketing plan, Emarbe S.A., 1972 Dec.	Box 6
<b>JWT Milan (JWT Italia)</b>	
5-Year plan, 1975 Apr.	Box 7
Annual account review, 1974 Mar.	Box 7
Annual marketing plan for 1974, 1973 Dec.	Box 7
Annual marketing report, 1967	Box 7
<b>Physical Description:</b> 2 folders	
Marketing plan, 1968-1972	Box 7
<b>Physical Description:</b> 4 folders	
Marketing plan, Emarbi S.r.l., 1972 Dec.	Box 7
<b>JWT Paris</b>	
Annual marketing plan, 1968-1970	Box 7
<b>Physical Description:</b> 3 folders	
Annual marketing report, 1966-1967	Box 7
Executive summary of 1973 marketing plan, 1973	Box 7
<b>JWT Scandinavia</b>	
Annual marketing report, Copenhagen, 1967 Nov.	Box 7
Marketing plan for 1971, 1970 Nov. 2	Box 7
Scandinavia, 1967-1972	Box 7
<b>Physical Description:</b> 2 folders	
Scandinavian marketing plan, circa 1973	Box 7
Second annual marketing plan, Copenhagen, 1968 Nov.	Box 7
<b>JWT Vienna</b>	
Annual management assessment/objectives, 1975 Jan.	Box 8

Marketing plan, 1968, 1972 Box 8

### **JWT Zürich**

Annual management assessment, 1975 Jan. Box 8

Annual marketing report, circa 1967 Box 8

Marketing plan, 1968-1972 Box 8

Marketing report, circa 1968 Box 8

### **Far East**

#### **JWT Ceylon**

Annual marketing report, 1966-1967 Box 8

#### **JWT Pakistan (Karachi)**

Annual marketing report, circa 1967 Box 8

Review of annual marketing reports,  
1968-1970 Box 8

### **Latin America and Caribbean**

#### **JWT Latin America**

1970 year-end closing/1971 revised reporting  
1971 Jan. Box 8

9 months operating results, 1971 Sept. 30 Box 8

Executive summary of Latin American annual  
marketing reports, 1972 Apr. Box 8

Financial review visit, 1971 Mar. 10-Apr. 20 Box 8

#### **JWT Argentina (Buenos Aires)**

Annual marketing plan, 1972 Dec. Box 8

Annual marketing report, 1965, 1968 Box 8

**Physical Description:** 2 folders

Argentina-Uruguay annual marketing report  
forecast, budget 1970, 1969 Oct. Box 8

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Presentation to the Executive Committee,  
1973 Apr. 2, Box 8

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**JWT Brazil (Rio de Janeiro)**

Annual marketing report, 1967-1968 Box 9

**Physical Description:** 2 folders

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Executive summary of marketing plans, circa  
1973 Box 9

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Marketing plan, 1973 Jan. Box 9

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Review of annual marketing report, 1966  
Dec. Box 9

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**JWT Chile (Santiago)**

Annual marketing plan, 1967-1969 Box 9

**Physical Description:** 3 folders

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Review of annual marketing report, circa  
1966 Box 9

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**JWT Mexico**

Annual marketing report, 1967-1972 Box 9

**Physical Description:** 5 folders

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Financial review, presentation made to the  
JWT Board of Directors in New York, 1973  
Feb. 14 Box 9

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**JWT Peru (Lima)**

Annual management assessment-objectives,  
1975 Jan. Box 9

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Annual marketing plan, background aspects,  
review and preview, 1972 Dec. Box 9

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Annual marketing report, 1966-1967 Box 9

**Physical Description:** 2 folders

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Executive summary of annual marketing  
plan, 1971 Dec. Box 9

---

Review of annual marketing report,  
1968-1969 Box 9

**Physical Description:** 2 folders

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### **JWT Puerto Rico (San Juan)**

Annual marketing plan, 1969-1970 Box 9

**Physical Description:** 2 folders

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Annual marketing plan, JWT Caribbean, 1972  
Dec. Box 9

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Annual marketing report, JWT Caribbean,  
1967-1969 Box 9

**Physical Description:** 3 folders

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### **JWT Venezuela (Caracas)**

Annual marketing plan, 1971 Nov. 1 Box 9

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Annual marketing report, 1966-1970, 1973 Box 9

**Physical Description:** 7 folders

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## **Pacific Area**

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### **JWT Australia**

Annual marketing plan, 1973 Box 10

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Annual marketing report, 1967 Box 10

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Annual report, 1968-1971 Box 10

**Physical Description:** 5 folders

**Access Restrictions:**

Original of 1968 report located in Removed Materials, Box 11 (Use Copy available in folder)

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Quarterly survey, Australia-New Zealand  
Limited, 1968 Oct. Box 10

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### **JWT Japan**

Annual marketing report, 1967-1969 Box 10

**Physical Description:** 4 folders

Marketing plan, appendix, 1973 Feb. Box 10

### **JWT Philippines**

Annual marketing plan, 1973 Box 10

Annual marketing report, 1966-1970 Box 10

**Physical Description:** 4 folders

### **South Africa**

#### **JWT Johannesburg**

Objectives and communications plan, 1977  
Jan. Box 10

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### **Restricted Materials, 1966-1968**

**Physical Description:** 1 box

**Access Restrictions:**

**Restriction on access:** Sensitive personnel materials pertaining to individual employee matters are closed to non-JWT users until 2043.

### **Central and South American Offices Files Series, 1966-1968 and undated**

#### **Argentina, 1967-1968**

Personnel, 1968 Box 11

Salaries and profit sharing, 1967-1968 Box 11

#### **Brazil, 1966-1968 and undated**

Cavalcanti, Carlos, 1968 Box 11

Kfuri, Joe, 1967 Box 11

Personnel, 1968 and undated Box 11

Salaries and profit sharing, 1968 Box 11

~~Transfers of JWT employees, 1966, 1968~~

Eaves, Elliott, 1968 Box 11

Gibson, Chuck, 1968 Box 11

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Raibourn, Gerald, 1966, 1968	Box 11
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Wallace, Robert, 1968	Box 11
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### **Chile, 1968**

Personnel, 1968	Box 11
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Salaries and profit sharing, 1968	Box 11
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### **Mexico, 1967-1968**

Personnel, 1968	Box 11
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Salary increases, 1967-1968	Box 11
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### **Peru, 1967-1968**

Personnel, 1967-1968	Box 11
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Salaries and profit sharing, 1967-1968	Box 11
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### **Removed Items**

**Physical Description:** 1 box

**Access Restrictions:**

**Restriction on access:** Original is closed to patrons. A Use Copy is available to patrons.

### **Annual Marketing Plans and Reports Series, 1968**

#### **Pacific Area, JWT Australia**

Annual report (original, Use Copy in files, box 10), 1968	Box 11
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