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When Triangulation Does Not Work: The FTAA and the EU-MERCOSUR FTA

The current trade talks between Latin American countries, the United States, and the European Union are at a standstill because of the triangular conditions of current negotiations. Both the US and the EU wish to develop special relationships with Latin America but based upon divergent interests. Current US policy on free trade is an attempt to reorganize global trade by placing it at the center of various bilateral and multilateral agreements. The establishment of the Free Trade Area of the Americas (FTAA) is one such effort. The EU, also desiring more favorable relations, is following its model of free trade along the lines already established through its Common Commercial Policy. Although both strategies are different, they have the same goal, namely, to develop more favorable trade agreements that can be established in the current Doha Round. Latin America in general, but Brazil in particular, hopes to use free trade with the EU to modify the FTAA. Evidence to support these arguments will come from archival research of the recently failed FTAA and EU-MERCOSUR negotiations. Implications of the research findings will focus on the newest actor in the continuing globalization of Latin American, namely the People's Republic of China.