

# How the US Acquires Clients

Contexts of Acquisition

## Some Basics of Client Acquisition

Client acquisition requires the consent of both the US and the new client – though consent of the client can be coercive

The “Dance” -- acquisition occurs only when the US asks and the Clients accepts  
Can take a long time and there can be numerous false steps

Why – The decision to take on a client is serious and potentially very costly for the US  
and credibility on the line  
And can have negative ramifications for the potential client

As noted US “delays” acquisition of Ethiopia and Jordan  
US offer of client status rejected by Cambodia – 1960 by Sihanouk and others pursuing  
non-alignment  
Many go very smoothly as both parties are willing and ready

## Basics continued

Client status once achieved has longevity -- while there is a sense of “development” of clients – there is no “graduation”

Renouncing US client status is difficult and dangerous and rare – usually occurs only when the client regime undergoes a fundamental transformation – Cuba, Iran etc. and usually become enemies

Note that relations can be difficult at times between the US and its clients (France) and sometimes leaders of clients can be significant problems --- Chavez in Venezuela

## Contexts of Acquisition

How the US acquires clients depends upon the following combination of factors

1. The situation in the country and the geographic region that the country is located
2. Range of immediate motives of the policymakers
3. The focus and size of the policy instruments and programs instituted by the US

**First context of acquisition – Post-occupation** – States emerge from a US military occupation – the problem is to create or recreate a sovereign state but one with a sustained US presence (similarities to decolonization of other empires)

So the focus is on the means to end a formal occupation and shift toward help a typically weak new regime

**Table 3.1**

**Clients Acquired: Post-occupation**

<b>Client</b>	<b>Date Acquired and Duration of Client Status</b>
Cuba	1902-1959
Italy	1945-present
Philippines	1946-present
South Korea	1948-present
West Germany (Germany)	1949-present
Japan	1951-present
Austria	1955-present
Grenada	1984-present
Marshall Islands	1986-present
Micronesia	1986-present
Palau	1994-present
Afghanistan	2001-present
Iraq	2004-present

# Contexts of Acquisition

## **Second context of Acquisition - Switching**

Switching occurs when an enemy of the US undergoes a major change in its regime without being occupied by US military forces -- so from an enemy to a client

Recall an enemy is a nonclient whose regime chooses to systematically differ from the US on foreign and domestic economic and political issues -- enemies come in a variety of ideological hues -- characterization of an enemy seems to be idiosyncratic – piecemeal and based on specifics – no apparent pattern but once state had been characterized as such it stays in that category for a long time

**Table 3.2**

**Clients Acquired: Switches**

<b>Client</b>	<b>Date Acquired and Duration of Client Status</b>
Nicaragua	1910-1979
Iran (ex-Mossadeq)	1953-1979
Ghana	1966-present
Indonesia	1966-present
Egypt	1978-present
Cambodia	1970-1975
Nicaragua	1990-present
Suriname	1991-present
Ethiopia	1991-present

## Contexts of Acquisition

**Danger** -- Here the new client is acquired because its regime faces danger from either internal enemies or from an external enemy state (often these are linked) – The US offers client status and all the US resources that entails to protect that state from its enemy – note the danger posed to the would be client is a function of the beliefs of US policymakers – not some “objective” reality – think about the “danger” created by Grenada in the 1980s toward other Caribbean countries



**Table 3.3****Clients Acquired: Danger**

<b>Client</b>	<b>Date Acquired and Duration of Client Status</b>
China	1943-1949
Greece	1947-present
Turkey	1947-present
Thailand	1950-present
Taiwan	1950-present
Pakistan	1954-present
South Vietnam	1955-1975
Lebanon	1957-1984
Ethiopia	1959-1977
Jamaica	1963-present
Trinidad and Tobago	1963-present
Congo (Zaire)	1963-1997
Laos	1964-1975
Jordan	1965-present
Tunisia	1967-present
Malaysia	1977-present
Singapore	1977-present
Barbados	1980-present
Saint Lucia	1981-present
Saint Vincent and the Grenadines	1981-present
Dominica	1981-present
Antigua and Barbuda	1981-present
Belize	1982-present
Saint Kitts and Nevis	1984-present
Bosnia	1996-present
Macedonia	1996-present

## Context of Acquisition

**Prewar/Post war Planning** – planning processes that both precede and follow wars  
In both cases the US organizes and takes on whole geographic regions of clients –  
focus in on making things (economic, political, security) be coordinated and run  
smoothly rather than on some specific and significant danger

Several of these but the major waves of acquisition occur in South America prior to  
WWII and in Western Europe after WWII

South America – military missions and economic and financial arrangements

W. Europe – The Marshall Plan – not just money but a host of institutional arrangements  
to coordinate and monitor aid

**Table 3.4**

**Clients Acquired: Pre-/Post-War Planning**

<b>Client</b>	<b>Date Acquired and Duration of Client Status</b>
Panama	1903-present
Dominican Republic	1905-present
Honduras	1911-present
Haiti	1915-present
Costa Rica	1919-present
Guatemala	1920-present
El Salvador	1922-present
Mexico	1940-present
Colombia	1940-present
Venezuela	1940-present
Bolivia	1940-present
Ecuador	1940-present
Peru	1940-present
Chile	1940-present
Paraguay	1940-present
Uruguay	1940-present
Brazil	1940-present
Canada	1941-present
Liberia	1942-present
Argentina	1946-present
France	1948-present

United Kingdom	1948-present
Belgium	1948-present
Netherlands	1948-present
Luxembourg	1948-present
Denmark	1948-present
Norway	1948-present
Iceland	1948-present
Portugal	1948-present
Sweden	1948-present
Australia	1951-present
New Zealand	1951-present
Spain	1953-present
Kuwait	1991-present
Bahrain	1991-present
Oman	1992-present
Qatar	1992-present
United Arab Emirates	1994-present

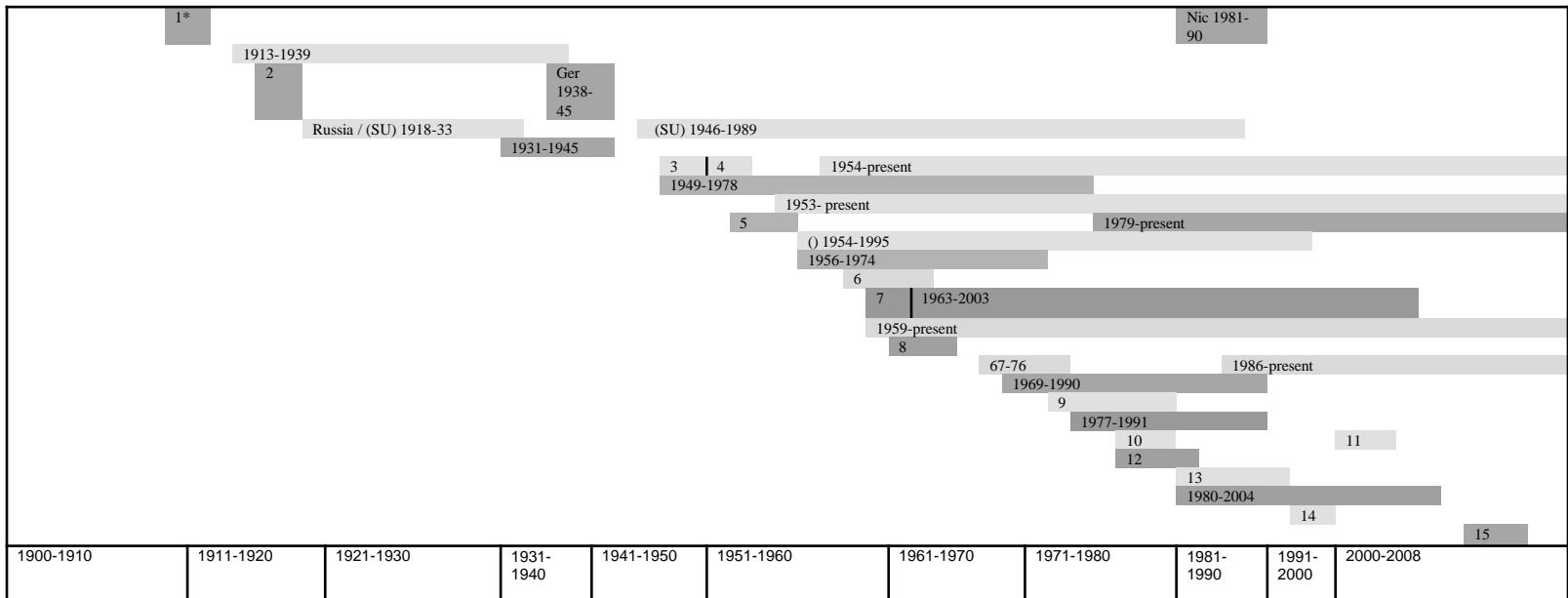
## Contexts of Acquisition

**Special Access** - acquisition in this context is based not upon the specifics at the time of acquisition as in the prior four contexts but rather based upon the historical relationship of the new client and the US -- that historical relationship gave the those states “special access” to US policymakers – the historical relationships varied and had a lot to do with either the perceptions of the US public and policymakers toward the peoples of those states and/or the long term lobbying efforts and relationships established

**Table 3.5**

**Clients Acquired: Special Access**

<b>Client</b>	<b>Date Acquired and Duration of Client Status</b>
Hawaii	1893-1898
Israel	1948-present
Saudi Arabia	1953-present
Guyana	1966-present
Bahamas	1985-present
Poland	1998-present



# Enemies of the United States

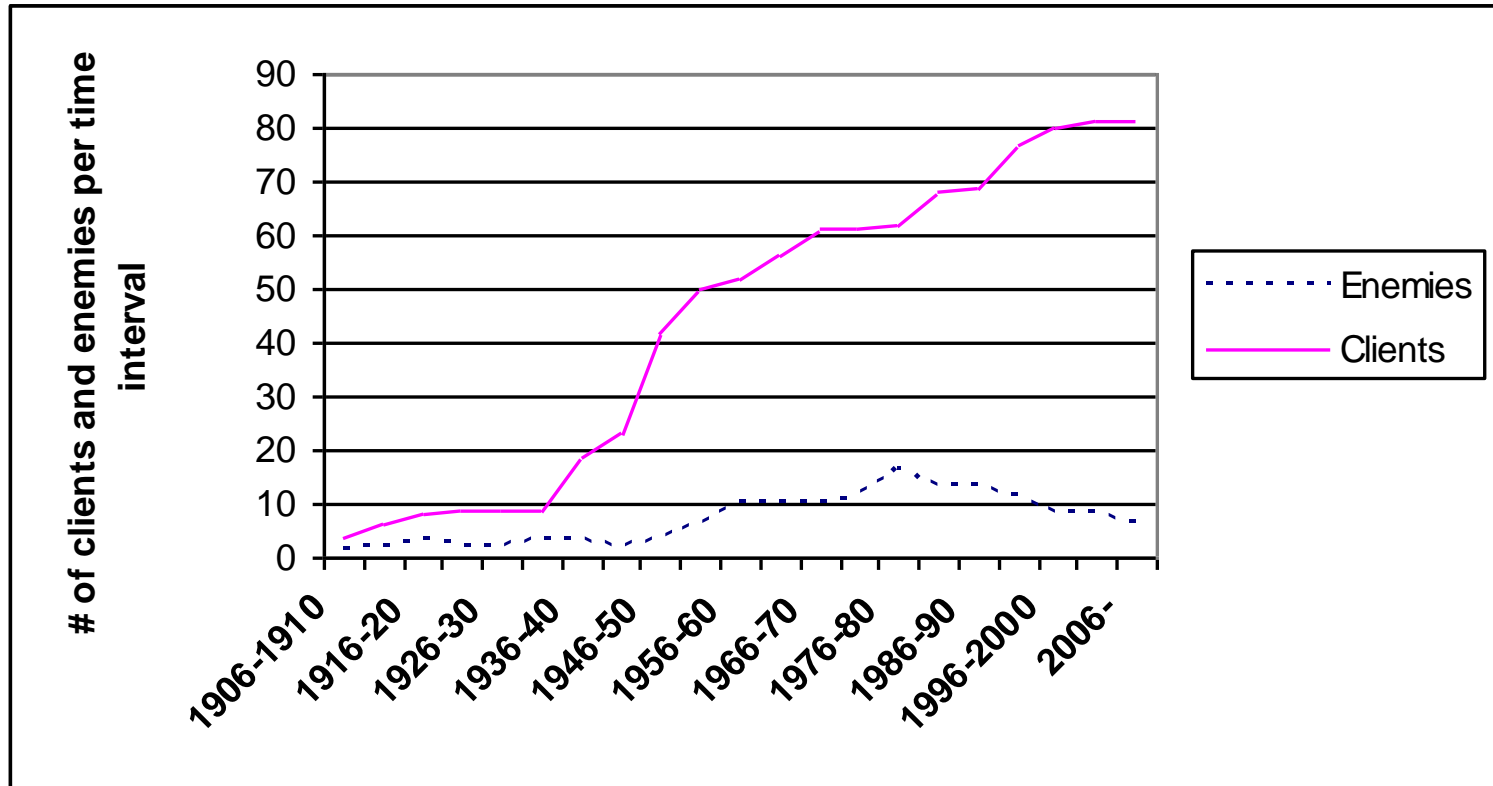
- **Nicaragua 1907-10** (1)
- **Mexico 1913-1939** (1)
- **Germany 1915-18** (1)
- **Russia 1918-1933** (0)
- **Japan 1931-1945** (1)
- **Germany 1938-45** (1)
- **Soviet Union 1946-89** (3)
- **Syria 1948-49** (1)
- **Syria 1949-51** (0)
- **China 1949-1978** (2)
- **N. Korea 1953-present** (1)
- **Iran 1953** (1)
- **Syria 1954-present** (1)
- **N. Vietnam 1954-1995** (3)
- **Egypt 1956-1974** (1)
- **Indonesia 1957-65** (2)
- **Iraq 1958-63** (1)
- **Cuba 1959-present** (2)
- **Iraq 1963-2003** (3)
- **Ghana 1960-65** (1)
- **Sudan 1967-76** (0)
- **South Yemen 1969-1990** (1)
- **Cambodia 1975-79** (0)
- **Ethiopia 1977-1991** (0)
- **Iran 1979-present** (1)
- **Afghanistan 1979** (0)
- **Suriname 1980-91** (0)
- **Libya 1980-2004** (2)
- **Nicaragua 1981-90** (1)
- **Sudan 1986-present** (0)
- **Afghanistan 2001** (1)
- **Grenada 1979-1983** (1)
- **Yugoslavia 1992-2000** (1)
- **Somalia 2006-07** (2)
- ( ) – indicates number of hostile US interventions  
n=37



# Historical Patterns of Client Acquisition

1. Three wars account for all pre/post war planning and that amounts to nearly half of all US clients acquisitions – followed by those acquired by danger (many during the Cold War)
2. Client acquisition spread out across the 100+ year era
3. Client acquisition once learned appears to be a “habit”
4. Geographical Spread of Client Acquisition

# US Clients and Enemies over time



1940



- New US Client States
- Existing US Client States

1950

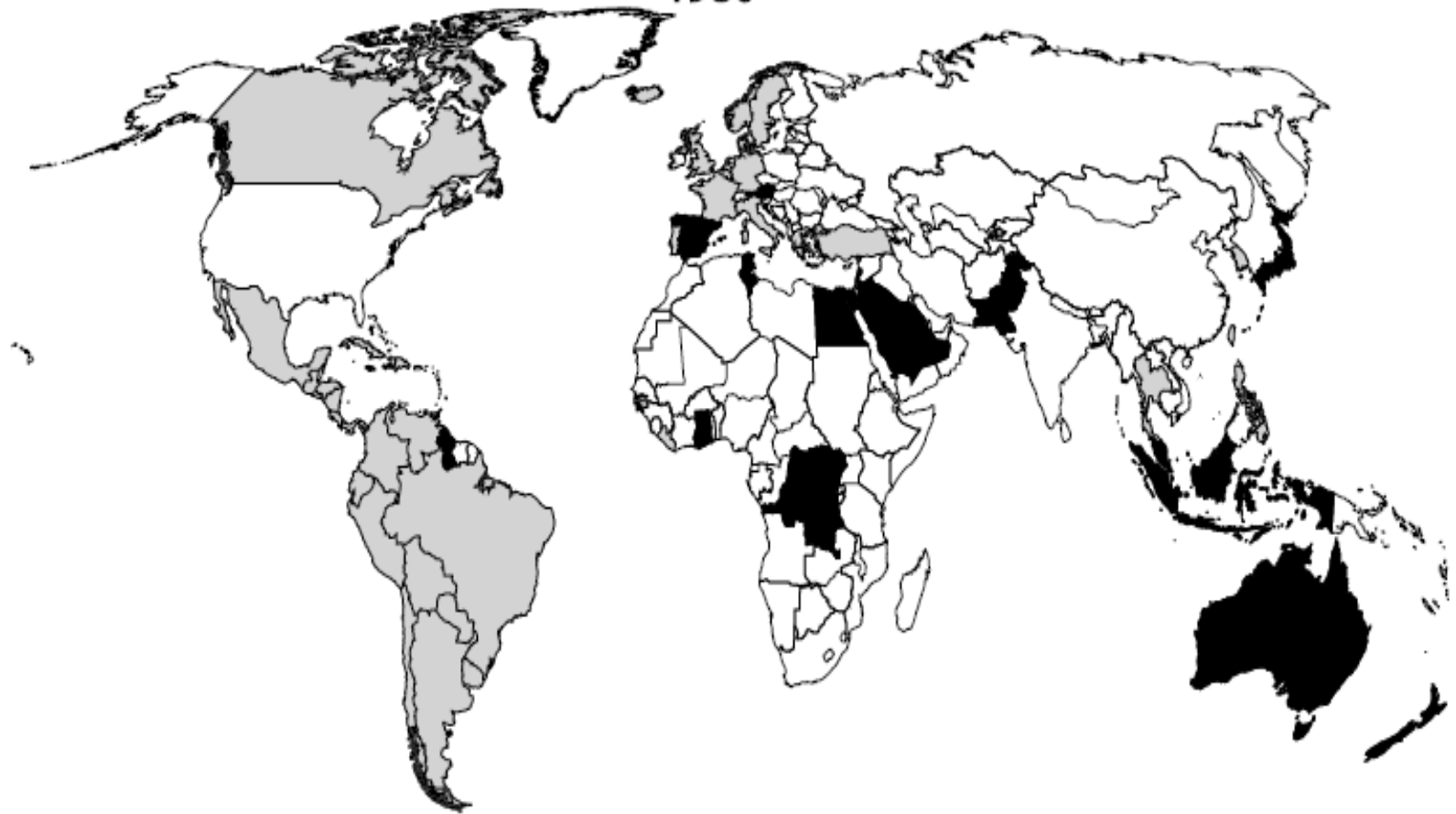


Europe



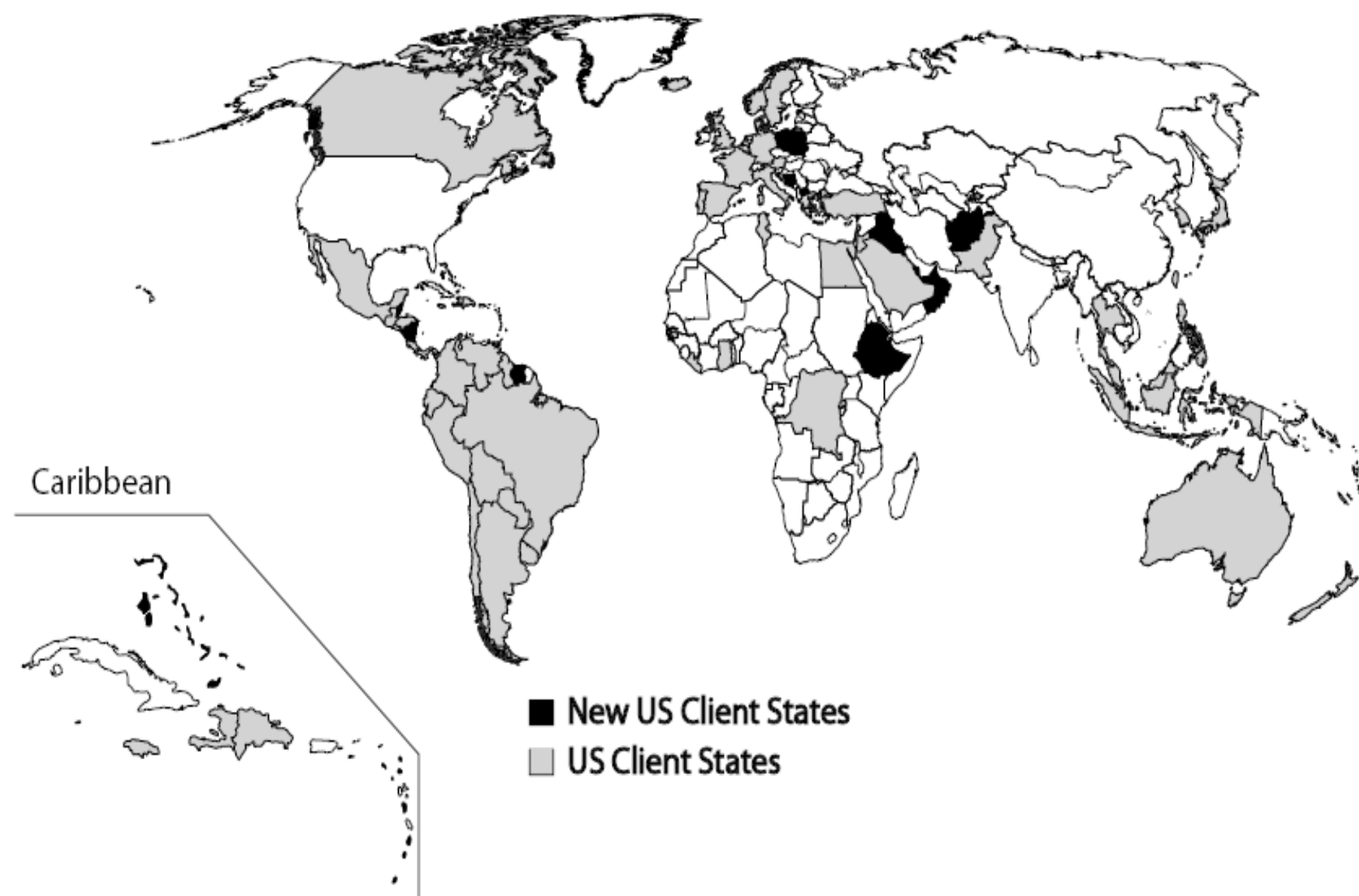
- Existing US Client States
- New US Client States

1980



- New US Client States
- Existing US Client States

2005



Caribbean

■ New US Client States  
■ US Client States