



**EUROPEAN UNION**  
DELEGATION TO THE UNITED STATES OF AMERICA

The Head of Delegation

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HH/mcvi

**NOTE TO**  
**MR. JEAN-LUC DEMARTY, DIRECTOR GENERAL, DG TRADE**  
**MR. PIERRE VIMONT, SECRETARY GENERAL, EEAS**  
**MR. DAVID O'SULLIVAN, CHIEF OPERATING OFFICER, EEAS**  
**MR. KOOS RICHELLE, DIRECTOR GENERAL, DG EMPL**

**Subject: EU-US Trade and Labour standards. Meeting with Union President Richard Trumka**

### **Summary**

1. I had lunch today at the residence with Richard Trumka, President of America's largest trade union AFL-CIO. In a wide-ranging discussion, originally planned to cover mainly the TTIP negotiations, he made a number of observations that I thought I should share with you.
2. Trumka was accompanied by his deputy chief of staff [article 4.1b]. He started out by saying that he thought TTIP was a once-in-a-generation opportunity to finally bring about a paradigm shift in the international rules of globalisation and trade. The American people had largely rejected the NAFTA model of liberalization (90% opposed it, he said), and were looking for a new model that would deliver greater benefits to workers and the middle class.

### **Detail**

3. [Not relevant].
4. [Not relevant].
5. Trumka then argued forcefully for acceptance by the US, through the TTIP negotiations, of the European Works Council system, possibly just in a few designated sectors. Trumka said the Works Council model could help reduce the oppositional nature of labour relations in the US, and move it towards the less adversarial European model, where workers and management focus more on overlapping interests and improvements to productivity. He claimed this was a feasible objective for a number of designated sectors.

6. [Not relevant].
7. In concluding, Trumka reiterated that he was willing to work with the EU and to give conditional support to TTIP. But it would have to deliver some convergence to higher standards (i.e. those in the EU), and include trade sanctions in cases of non-compliance. [Not releasable].

*[-signed-]*  
João Vale de Almeida