



National Mariachi Workshops for Educators®
July 9-13, 2018
Las Vegas, NV

Marcia M. Neel
President
2564 Farmington Avenue
Las Vegas, NV 89120
v. (702) 361-3553
f. (702) 492-0318

WELCOME to the **2018 National Mariachi Workshops for Educators®** co-sponsored by West Music Mariachi, Albertson's Foundation, Yamaha Corporation, Wenger Corporation, and Conn-Selmer, Inc. with optional graduate credit offered through VanderCook College of Music. We have assembled information to help you organize your trip/schedule.

Please read through the information below and feel free to contact us if you have ANY questions. We are looking forward to a WONDERFUL WEEK of fun and learning!

1. CONFIRMING DATES, TIMES AND BASIC INFORMATION:

The Workshops will again be held in the Conference Center at the ***Fabulous Golden Nugget Hotel and Casino*** in Las Vegas. The doors will open at 7:00 AM on Monday, July 9, 2018 with our opening kicking off promptly at 8:00 AM. Please plan to arrive between 7:00 AM and 7:30 AM to pick up your materials and say hello. The focus will be placed on the playing of secondary and tertiary instruments in the areas of your highest need. All participants will also have the opportunity to perform on their primary instruments to sharpen characteristic stylistic nuances as required by the various mariachi styles. Violins, trumpets, guitars, vihuelas guitarrones and harps will be provided but feel free to bring your own instrument. Violin parts can be doubled by flute so feel free to bring your's along if this is your primary instrument. The Workshops will conclude "officially" at 3:30 PM on Friday, July 13, 2018 followed by a celebration. Classes end at 4:00 PM Monday through Thursday.

2. MARIACHI HARP IS BEING OFFERED!

If you have been teaching mariachi for any length of time, you know that the harp provides a beautiful sonority to the ensemble. Willie Acuña, the highly regarded harpist with Mariachi Sol de Mexico, will introduce the new Serrana 34 harp that he crafted. Five harps will be available for teachers to use Monday through Wednesday. Sign-ups for exploratory class harp for beginners who may be interested will be taken on Monday morning. Teachers in Intermediate and Advanced classes will have the opportunity to take a 75 minute group lesson with Willie on Tuesday and Wednesday. Six (6) harps are available to be sold at a very special workshop price at the end of the week so be sure to visit with West Music about how YOU might be able to take advantage of this pricing! A flier on the Serrana 34 harp has been attached to this letter.

3. SPECIAL MEALS:

Special meals to accommodate Vegetarian, Gluten-free and Dairy-free needs will be made available. Please contact marcia @musicedconsultants.net **no later than Friday, June 29th** to arrange for your special meals.

4. TEACHING PROFESSIONALS:

Our esteemed clinician, Maestro **Jose Hernandez**, is co-sponsored by West Music and Conn-Selmer, Inc. He will work with all three (3) levels on selected material to address appropriate performance characteristics for each of the styles being studied. As the lead instructors for the Workshops, the highly successful mariachi educators from the Clark County School District's (CCSD) comprehensive, standards-based, award-winning Mariachi Program will again bring their talents and most effective materials and classroom strategies to share with all participants.

The 2017-18 CCSD district-wide Mariachi Program has well over 6,000 enrollees – the largest in the nation – and our instructors, **Ramiro Benavides, Robert Lopez, Erik Ramirez, and Yvette Sital** will share their instructional strategies as well as their ideas for recruiting and retaining students in your programs! We are also fortunate that CCSD mariachi educators **Thomas Garibay** (trumpet), **Fernando Gonzalez** (trumpet and guitar) and **Miriam Vazquez** (Voice) will also be joining us to provide a more comprehensive experience.

During the course of the instructional day (8:00 AM and 4:00 PM), all attendees will have extensive opportunities to learn or enhance their playing abilities on guitar, vihuela and guitarron as well as brush up on violin and trumpet playing skills. The week will close with a concert performance featuring all participants playing several of the mariachi arrangements of the various styles studied during the workshop. It will also feature one of the CCSD's Secondary Mariachi Ensembles. **Please be sure to bring a white shirt and black pants to wear in the Friday performance.** Moños will be provided!

5. REGISTRATION INFORMATION AND FEES:

Registration is closed and we are SOLD OUT again this year!

6. WEST MUSIC MARIACHI SATELLITE STORE ON SITE:

West Music Mariachi sets up a satellite store right on site in the Convention area of the Golden Nugget. They will provide everything you might need for your program from instruments to print materials. **All instruments used during the week are available for sale—INCLUDING the MARIACHI HARPS. West Music WILL accept school district PO's and credit cards on site.** For additional information, contact Randy Hargis at West Music Mariachi at: **RHargis@westmusic.com**. The special pricing is attached to this letter. The walk-away prices are PHENOMINAL!

7. HOTEL INFORMATION:

REMINDER: THE GOLDEN NUGGET HOTEL IS **NOT** ABLE TO ACCEPT CHECKS OR SCHOOL DISTRICT CREDIT CARDS FOR PAYMENT. YOU WILL NEED TO SUBMIT FOR REIMBURSEMENT FROM YOUR SCHOOL DISTRICT FOR THIS EXPENSE UNLESS YOU HAVE ALREADY MADE OTHER ARRANGEMENTS.

8. A VERY SPECIAL FRIDAY AFTERNOON:

Although the workshop will finish **officially** at approximately 3:30 PM on Friday, July 13th, we will celebrate our accomplishments well into the evening. Mariachi Acero, one of our local award-winning ensembles, will perform for all of us. **You won't want to miss this very special networking opportunity so DEFINITELY plan on staying late!**

9. ADDITIONAL LEARNING OPPORTUNITIES: Unique Master Classes and Private Instruction

- a. Tuesday, 4:15 PM- 5:30 PM: **DON'T MISS THE HARP MASTER CLASS** that Willie is offering. He will work with two of local high school harp students to demonstrate appropriate playing technique. The Master Class is being made available for \$25 per person which is payable on site.
- b. Wednesday, 4:15 PM-5:30 PM: Maestro Hernandez will provide a Master Class on **TECHNIQUE AND STYLISTIC NUANCES IN MARIACHI MUSIC**. The class will be an organized presentation and discussion around important stylistic topics focusing on mariachi violin and trumpet, orchestration, notation practices, phrasing, as well as stylistic trends and tendencies. Throughout the session, attendees will be encouraged to participate (play as well as Q&A) and explore the various musical styles. The Master Class is being made available for \$25 per person which is payable on site.
- c. Private lessons are available on all instruments including voice and may be arranged with the individual instructors upon arrival. Private lessons should be scheduled individually with the teacher of your choice. Lessons are \$45 per 45-minute session and are payable to the instructor directly. There are two time slots provided for private lessons each day: 4:15 PM – 5:00 PM and 5:15 PM – 6:00 PM.

10. MARIACHI JAM SESSION:

This annual event is held on Tuesday evening in the Convention Center. Bring your binders along with the parts that are being posted for you to **PRINT OUT IN ADVANCE AND BRING TO LAS VEGAS OR READ FROM YOUR TABLET**. The instructors will take us through the material and guest performing ensemble, Mariachi Acero, directed by Erik Ramirez, as well as Maestro Hernandez, will also be there to get in on the fun! Plan on playing your primary instrument and be sure to **B.Y.O.B!** You will be able to download the materials from the following sites the week of June 25th:

Beginning: <https://www.musicedconsultants.net/beginning-mariachi-jam-music.html>

Intermediate: <https://www.musicedconsultants.net/intermediate-mariachi-jam-music.html>

Advanced: <https://www.musicedconsultants.net/advanced-mariachi-jam-music.html>

11. EVERYTHING ELSE YOU NEED TO KNOW

All of the items referenced in this letter have also been posted on our website (see footer) and the following have been attached to this letter for your convenience.

- a. 1) Beginning, 2) Intermediate and 3) Advanced Schedules
- b. Serrana 34 Harp Flier
- c. Workshop Price List for Instruments
- d. Daily Luncheon Menu

Feel free to get back in touch if you have ANY questions. Looking forward to seeing you!

Regards,

Marcia M. Neel
Workshop Director

Introducing our new...

Serrana 34

With light tension, close string spacing, and a big, responsive sound, the Serrana is catching the fancy of players across a variety of genres who want a harp that is easy on the hands and very satisfying to play, not to mention under 20 pounds! While it's proving to have a wider appeal than we initially expected, it still fulfills its original purpose as a much-needed resource for mariachi school music programs.

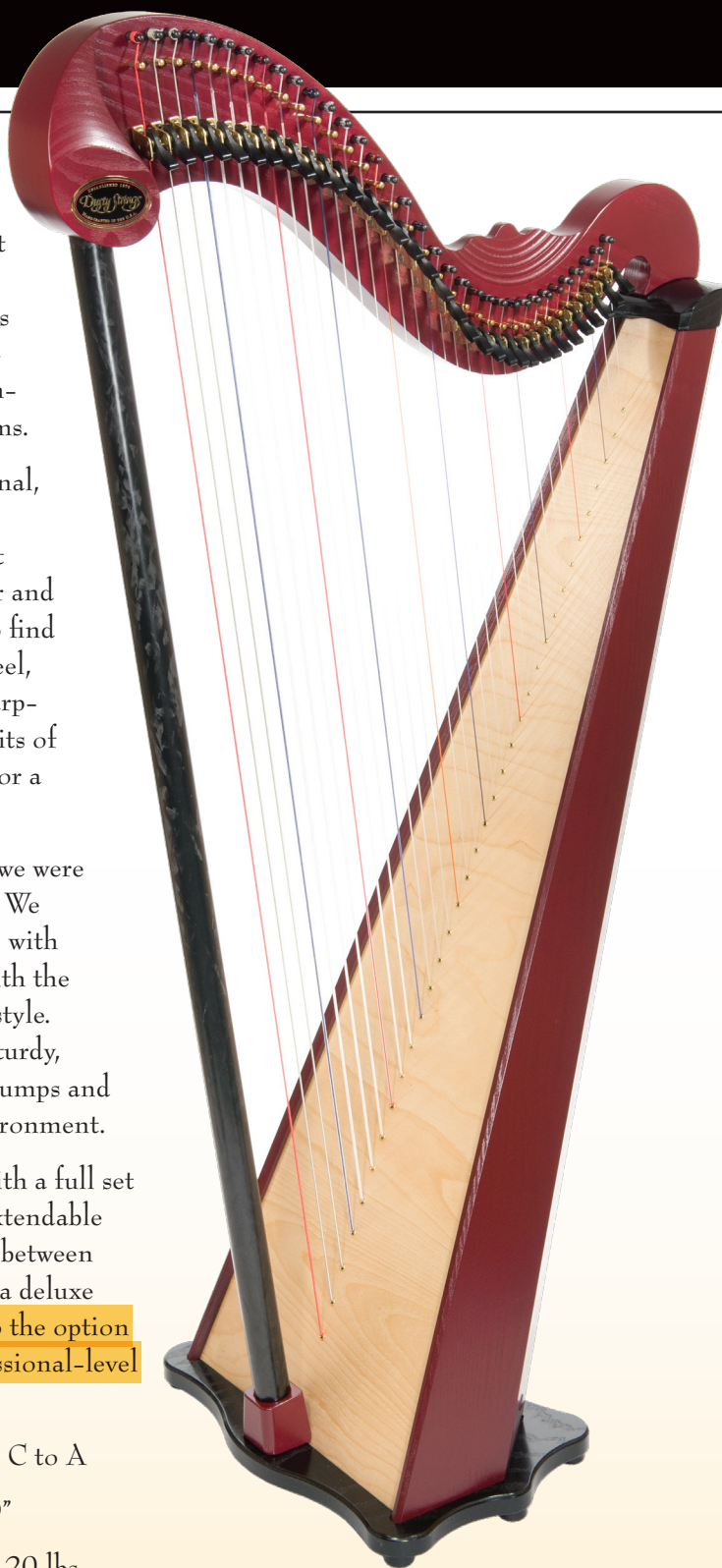
These programs are known to be valuable educational, musical and cultural experiences for the students involved. Harp has traditionally been an important part of the mariachi ensemble, but we've heard over and over again how difficult it is for music educators to find harps that meet all their needs. Traditional look, feel, and sound are important, and so are durability, sharp-
ing levers, and tuning stability. Add to that the limits of a school budget, and it becomes quite a challenge for a school program to incorporate harp.

After learning about the power of these programs, we were inspired to create a model that speaks to this need. We combined time-tested elements of the Ravenna 34 with a new neck, a carbon fiber pillar, and a string set with the lighter tension and closer spacing of the mariachi style. The result is a big, open voice on a very portable, sturdy, and affordable harp that can handle the everyday bumps and bruises of the school environment.



The Serrana 34 comes with a full set of Loveland levers, two extendable legs for easy adjustability between sitting and standing, and a deluxe padded case. There is also the option to amplify with the professional-level Dusty Harp Pickup.

- 34 strings, 4½ octaves, C to A
- Height without legs: 49"
- Weight with legs: under 20 lbs.
- Made in the U.S.



DUSTY STRINGS COMPANY

3450 16th Ave W • Seattle, WA 98119 • (206) 634-1656 • www.dustystings.com



Randy Hargis
Education Consultant
1212 5th St
Coralville, IA 52241
rhargis@westmusic.com
817-881-2561

Las Vegas Mariachi Training 2018

Las Vegas Mariachi Training 2018		Retail Price	Everyday West Music Price	Workshop Price *Shipping Not Included	Buy & Take Price
Vihuelas					
303325	José Hernández Signature Series Vihuela	\$1,199.95	\$795.00	\$715.50	\$615
354630	West Music Vihuela Case	\$150.00	\$99.99	\$89.99	
352478	Levy's Classical Guitar Strap, Black	\$40.99	\$29.99	\$26.99	
355996	Guadalupe Guitarra de Golpe Strings, Light Tension	\$12.50	\$12.50	\$11.25	
354806	Guadalupe Strings, Black	\$7.00	\$7.00	\$6.30	
354804	Guadalupe Strings, Clear	\$7.00	\$7.00	\$6.30	
354805	Guadalupe Strings, Yellow	\$7.00	\$7.00	\$6.30	
353272	Dunlop Large Fingerpick, White	\$1.25	\$1.20	\$1.08	
353271	Dunlop Medium Fingerpick, White	\$1.05	\$1.05	\$0.95	
Guitarróns					
303324	José Hernández Signature Series Guitarrón w/ Chrome Tuners	\$2,099.95	\$1,295.00	\$1,165.50	\$966
355218	Westwood Guitarrón Deluxe Case	\$499.99	\$399.99	\$359.99	
354629	West Music Guitarrón Case	\$360.00	\$249.00	\$224.10	
354802	Levy's Poly Guitar Strap, Black	\$17.99	\$11.99	\$10.79	
353123	Levy's Guitar Strap, Black	\$14.99	\$8.99	\$8.09	
355241	Westwood Universal Tripod Stand	\$89.99	\$34.99	\$31.49	
354799	Guadalupe Silvered Copper Strings	\$35.00	\$35.00	\$31.50	
354798	Guadalupe Classic Copper Strings	\$30.00	\$30.00	\$27.00	
355354	Guadalupe Phosphor Bronze Strings, Light	\$30.00	\$30.00	\$27.00	
354803	Guadalupe Red Copper Wound Strings	\$30.00	\$30.00	\$27.00	
Guitars					
304350	Westwood C-50 Classical Guitar w/Hard Case	\$249.99	\$179.99	\$161.99	\$142
303442	Yamaha C40II Classical Guitar	\$221.00	\$139.99	\$125.99	
302277	Westwood CG39 Full-Size Classical Guitar	\$126.99	\$84.95	\$84.95	\$65
351018	D'Andrea Classical Guitar Strap	\$8.75	\$5.99	\$5.39	
351471	On-Stage Professional A-Frame Guitar Stand	\$42.99	\$22.95	\$20.66	
350955	Pro-Arte EJ45 Nylon Classical Strings	\$20.15	\$8.99	\$8.09	
351887	West Music Classical Nylon Strings, Medium	\$8.99	\$5.00	\$4.50	
355296	Westwood Pickguard, 80cm x 80cm	\$79.99	\$45.00	\$40.50	
355297	Westwood Pickguard, 6" X 12"	\$10.99	\$7.00	\$6.30	
355280	Westwood Pickguard, Clear	\$10.99	\$7.00	\$6.30	
354736	Planet Waves Duralin Picks, Medium/Heavy, 100 pack, Wide	\$42.90	\$30.05	\$27.05	
354735	Planet Waves Duralin Picks, Medium/Heavy, 25 pack, Wide	\$12.90	\$9.05	\$8.15	
354734	Planet Waves Duralin Picks, Medium/Heavy, 10 pack, Wide	\$5.90	\$3.95	\$3.56	
Violins					
306373	José Hernández Signature Series Violin, 4/4 Outfit	\$1,987.00	\$1,987.00	\$1,788.30	\$1,598
304291	José Hernández Cocula Series Violin, 4/4 Outfit	\$798.00	\$798.00	\$718.20	
356780	José Hernández Signature Series Violin Case, 4/4	\$200.00	\$200.00	\$180.00	\$610
356779	José Hernández Cocula Series Violin Case, 4/4	\$98.00	\$98.00	\$88.20	
355236	Cadenza Model 301 Carbon Fiber Bow, Violin 4/4	\$120.00	\$96.00	\$86.40	
350089	K. Holtz Model 10 Fiberglass Bow, Violin 4/4	\$70.00	\$56.00	\$50.40	
351327	Ingles SA-20 Violin Stand	\$39.99	\$29.95	\$26.96	
351306	Helicore H310 Violin String Set, 4/4	\$86.75	\$39.95	\$35.96	
352245	Prelude J810 4/4 Violin String Set, 4/4	\$37.75	\$17.40	\$15.66	
350454	Ultra Violin Practice Mute	\$9.61	\$6.75	\$6.08	
350450	Tourte Round 2-Hole Violin Mute	\$1.65	\$1.65	\$1.49	
	Everest ES Model Shoulder Rest, Violin 4/4 Green, Blue, Purple, or Hot Pink	\$20.99	\$17.99	\$16.19	
353989	Everest EZ Easy Model Shoulder Rest, Violin 4/4,	\$16.99	\$13.99	\$12.59	
SPC36749	Don't Fret Fingerboard Markers, Violin 4/4	\$7.95	\$5.95	\$5.36	
351950	Wittner Violin Fine Tuner, Black	\$3.00	\$3.00	\$2.70	
353059	Wittner Violin Fine Tuner, Nickel	\$3.00	\$3.00	\$2.70	
Harps					
306362	Dusty Strings Serrana 34 Lever Harp Outfit	\$2,795.00	\$ 2,795.00	\$2,515.50	\$2,415
306376	Dusty Strings Serrana 34 Lever Harp Outfit w/Pick-Up	\$3,190.00	\$ 3,190.00	\$2,871.00	
Trumpets					
401387	Bach Strad LR190S43B José Hernández Trumpet, Silver Finish	\$4,792.00	\$3,349.00	\$3,014.10	\$2,964
401386	Bach Strad LR19043B José Hernández Trumpet, Lacquer Finish	\$4,592.00	\$3,219.00	\$2,897.10	
401862	Yamaha YTR-5330MRC Mariachi Trumpet	\$2,644.00	\$1,668.99	\$1,502.09	\$1,452
410063	Yamaha YTR-200ADII Advantage Student Trumpet	\$1,295.00	\$850.00	\$765.00	
450781	Yamaha SB7X-2 Silent Brass System, Trumpet	\$229.99	\$172.50	\$155.25	\$715
452620	José Hernández Signature Series Trumpet Mouthpiece	\$99.00	\$65.00	\$58.50	
450416	Bach Trumpet Mouthpiece, 3C	\$84.00	\$56.00	\$50.40	
450420	Bach Trumpet Mouthpiece, 5C	\$84.00	\$56.00	\$50.40	
450421	Bach Trumpet Mouthpiece, 7C	\$84.00	\$56.00	\$50.40	
450449	Bobcat Mouthpiece Puller	\$75.75	\$60.60	\$54.54	
451385	Konig & Meyer Trumpet Stand	\$30.99	\$24.99	\$22.49	
451889	On-Stage Stands Trumpet Stand	\$21.99	\$14.95	\$13.46	
450167	Bach Deluxe Polishing Cloth, Silver Instruments	\$10.00	\$8.00	\$7.20	
450189	West Music Polishing Cloth, Lacquer Instruments	\$4.50	\$4.50	\$4.05	
450316	Blue Juice Valve Oil 2oz.	\$6.30	\$5.05	\$4.55	
450340	Superslick Tuning Slide Grease .25oz Jar	\$3.00	\$3.00	\$2.70	

Tuners/Metronomes/Audio				
500385	Yamaha HD-200 Harmony Director	\$1,500.00	\$1,500.00	\$1,350.00
650074	Yamaha STAGEPAS 400i 400-Watt Portable PA System	\$949.00	\$699.99	\$629.99
730220	Zoom H1n Handy Recorder	\$119.99	\$119.99	\$107.99
356102	Planet Waves NS Micro Soundhole Tuner	\$42.80	\$19.95	\$17.96
355666	Planet Waves NS Micro Violin Tuner	\$45.85	\$19.95	\$17.96
354515	Planet Waves NS Mini Headstock Tuner	\$35.40	\$13.50	\$12.15
500456	Snark ST-2 All Instrument Chromatic Tuner	\$39.00	\$19.99	\$17.99
750340	Rapco Proformance PRP-10 Instrumental Cable, 10 Feet	\$13.99	\$12.95	\$11.66
500121	West Music Wire Music Stand with Bag	\$19.99	\$9.99	\$8.99
Method Books				
839205	Libro Acompañante Musical, Grijalva, Score/Teacher			\$16.00
839209	Libro Acompañante Musical, Grijalva, Guitarron			\$6.00
839206	Libro Acompañante Musical, Grijalva, Trumpet			\$6.00
839208	Libro Acompañante Musical, Grijalva, Vihuela/Guitar			\$6.00
839207	Libro Acompañante Musical, Grijalva, Violin			\$6.00
839200	Simplemente Mariachi, Neel/Grijalva, Teacher, Book & CD			\$29.95
839204	Simplemente Mariachi, Neel/Grijalva, Guitarron, Book & CD			\$9.95
839201	Simplemente Mariachi, Neel/Grijalva, Trumpet, Book & CD			\$9.95
839203	Simplemente Mariachi, Neel/Grijalva, Vihuela/Guitar, Book & CD			\$9.95
839202	Simplemente Mariachi, Neel/Grijalva, Violin, Book & CD			\$9.95
CDs				
853104	La Historia Del Mariachi, Hernandez			\$13.95
853145	La Musica, Hernandez			\$14.95
853105	Mariachi Pride and Passion, Hernandez			\$13.95
853306	Este Es Mi Mariachi, Mariachi Cobre			\$15.00
853307	Mariachi Cobre			\$15.00
853308	XXV Aniversario, Mariachi Cobre			\$15.00
853348	Corazon De Mujer, Mariachi Mujer 2000			\$16.95
853349	La Nueva Imagen Del Milenio, Mariachi Mujer 2000			\$16.95
853302	Rancheras Y Mas Rancheras, Mariachi Tepalcatepec de Micho			\$5.00
853298	El Gallito Giro, Mariachi Tepalcatepec de Micho			\$10.00
853299	Chiquita Ingrata, Mariachi Tepalcatepec de Micho			\$10.00
853301	Pajarillo de La Sierra, Mariachi Tepalcatepec de Micho			\$10.00
853305	Puras Rancheritas, Mariachi Tepalcatepec de Micho			\$5.00
853275	25th Aniversario Sol De Mexico			\$14.00
853464	35th Aniversario Sol De Mexico			\$14.95
853276	Sentimiento Ranchero, Sol De Mexico			\$14.00
Music				
839927	Camino De Guanajuato Grade 3, Ortiz			\$35.00
839925	Canta, Canta, Canta, Jimenez			\$35.00
844427	Cielito Lindo Grade 2.5, Hernandez			\$30.00
844428	Cielito Lindo Grade 2.5, Hernandez, Score Only			\$5.00
839931	Despacito, Sanchez			\$35.00
839928	El Hijo del Pueblo, Sanchez			\$35.00
839210	El Rey de la Huasteca, Hernandez			\$40.00
839924	El Siete Mares Grade 3, Ortiz			\$35.00
844425	El Son De La Negra Grade 4, Hernandez			\$30.00
844426	El Son De La Negra Grade 4, Hernandez, Score Only			\$5.00
839933	Ella Grade 3, Ortiz			\$35.00
839211	Las Ciudades, Jimenez/Hernandez			\$32.00
839926	Las Mañanitas Grade 2/3, Nevin			\$35.00
844429	Marieta Grade 3, Hernandez			\$30.00
844430	Marieta Grade 3, Hernandez, Score Only			\$5.00
844431	Me He De Comer Esa Tuna Grade 2.5, Hernandez			\$30.00
844432	Me He De Comer Esa Tuna Grade 2.5, Hernandez, Score Only			\$5.00
844423	Por Un Amor Grade 2.5, Parra/Hernandez			\$30.00
844424	Por Un Amor Grade 2.5, Parra/Hernandez, Score Only			\$5.00
839930	Si Te Vas Grade 3, Cuevas/Sanchez			\$35.00
839929	Sin Ti Grade 3, Sanchez			\$35.00
Texts & Reference				
861628	Canta, mariachi, cantal, Hernandez, Book & Online Audio			\$39.99
805180	Los Mariachis, Hernandez, Book & CD			\$19.95
825392	Mariachi Music in America, Sheehy, Book & CD			\$49.95
Books				
839935	Foundations of Mariachi Education Volume 1, Gradante			\$38.00
844349	Mi Vida Mis Viajes Mis Vivenci, Martinez			\$35.00



DAILY LUNCHEON MENU

*Special meals to accommodate Vegetarian, Gluten-free and Dairy-free needs are available.
Contact marcia@musicedconsultants.net no later than Friday, June 29, 2018, to arrange for your meals.*

Monday

A variety of Seasonal Lettuces served with Thinly Sliced, Vine Ripened Tomatoes,
Tarragon-Mustard Vinaigrette
Teriyaki Grilled Chicken Breast
Coconut Ginger Rice and Roasted Sesame Broccoli
Seasonal Accompaniments
Rolls and Sweet Butter
Lemon Layer Cake
Vanilla Genoise, Lemon Crème, Candied Lemon
Iced Tea, Water

Tuesday

Tomato Basil Bisque
Classic Cobb Salad
Crisp Iceberg Lettuce, Grilled Breast of Chicken, Crumbled Bleu Cheese,
Applewood Smoked Bacon, Diced Tomato, Hard-boiled Egg and
Avocado in a Creamy Bleu Cheese Dressing
Seasonal Accompaniments
Rolls and Sweet Butter
Dark Chocolate Crème brulee
Berries and Shaved Chocolate
Regular and Decaffeinated Coffee
Premium Hot Tea Selection
Iced Tea, Water

Wednesday

Baby Spinach Leaves
Sliced Mushrooms, Aged Sherry Vinaigrette
Tortellini Primavera
Ricotta Tortellini, Sauteed Vegetables and
Basil, Light Parmesan Cream Sauce
Seasonal Accompaniments
Rolls and Sweet Butter
Sour Cream Cheesecake
Mixed Berries and Vanilla Whipped Cream
Regular and Decaffeinated Coffee
Premium Hot Tea Selection
Iced Tea, Water

Thursday

Cesar Salad

Romain Lettuce Hears, Parmesan Reggiano, Focaccia Croutons

Grilled Flat Iron Steak

Fried Onions, Butter Smashed New Potatoes

Seasonal Accompaniments

Rolls and Sweet Butter

Warm Chocolate Cake

Almond Tuille, Vanilla Creme, Brandied Cherry Reduction

Regular and Decaffeinated Coffee

Premium Hot Tea Selection

Iced Tea, Water

Friday

Mexican Fiesta Luncheon

CONCERT!