

GIG

FOR WORKING MUSICIANS



Do'Ah

With *World Dance* in the top 10 of Billboard's New Age chart, Do'Ah is quite tickled to be signed to Global Pacific/CBS, one of the heavyweight labels in the New Age/World music scene. And it only took them 14 years to get the deal! Randy Armstrong (balofon, adodo, mandolin harp, Japanese biwa, sitar, mbira, charango, and percussion) fills us in:

"It was a pretty lengthy process for us. We had already recorded for Philo/Rounder. We got that deal by sending out cassettes, believe it not, to A&R people all over the country at major labels and independents. It was through the vision of the founder of Philo Records, Doug Schubart, back in 1976 that he decided to sign the group for a four record deal. That took us from 1977 to 1984. At that time, Philo Records filed Chapter 11, and was bought by Rounder Records. Rounder offered us a one record plus one option deal. We took it, and recorded our fifth album, *World Dance*.



"After we recorded and mastered that album, we told Rounder that we wanted to have the option to shop for major distribution, and they told us they'd give us a certain period of time to shop for major distribution.

"We saw an article in *Jazziz* magazine on labels, and Global Pacific was listed. When it described what the label was about and saw that they had a distribution deal with CBS, we said, that's an option. We also had a list of 26 other labels that we felt were possibilities. We went down the list, directly and through people who shopped us. At that time, we saw the Global Pacific opportunity, checked it out, sent them a tape, and their A&R person, Greg Westmoreland, loved it.

"Through a lengthy negotiation, we managed to do a buy-out of the master. The album subsequently came out on the Global Pacific/CBS label.

"It was a very intense process, and it took a lot of perseverance and patience, and most importantly, a belief in the music. If anybody'd asked us in 1974 if we thought we could get a major distribution deal, we would have said forget it. But because music has been changing, especially in the contemporary jazz and instrumental music area, we found that it was much more open."

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