

## EDITOR'S LETTER



This issue of *Professional Deck Builder* begins the redesign of the magazine's regular issues (remember that *Professional Deck Builder* was purchased from its former publisher, Dempsey Management, by Hanley Wood last June). It takes months to put together an issue of a magazine,

and frankly, we just didn't have time enough to develop much new material. Most of what fills the pages of this issue is what the publishing world calls "repurposed material."

For an industry whose mission is to produce information in clear language people can understand, the use of the phrase "repurposed material" is ironic. What does that mean, anyway? I'm guessing the phrase was thought up by some marketing flack to take the edge off the truth, which is that we're rerunning old stuff.

Now, the old stuff we're rerunning is new to *Professional Deck Builder*. It was harvested from back issues of our sister publication, *JLC The Journal of Light Construction*. The information is good, and relevant to deck builders. But this isn't its first rodeo.

Jim Craig's "Better Decks = Higher Profits" is a piece by a veteran deck builder. It's packed with information not only about better construction,

but about better profits, as well. "Sonotube Tips" comes from New Hampshire builder Robert Hatch, and includes a new sidebar about sizing footings to meet the 2006 IRC requirements. "Housed-Stringer Exterior Stairs" is an article I wrote for *JLC* about a year ago, and features a method for bombproof exterior stairs (the young, handsome guy in the pictures is not me). Anne West's feature on franchises is brand-new material, and opens a window on yet another way to structure a business.

The departments in this issue are a blend of new and old material. All of the old material is marked as such, and like the articles, it's been vetted for relevance and updated where appropriate.

The next issue will contain far less old stuff, with nearly all of the articles having been specifically developed for *Professional Deck Builder*. Expect the same quality of information as in the current issue. Just don't expect to have seen it before.

I hope you find this issue, repurposed material and all, to be useful and interesting. Let me know how we're doing. If you love or hate something you see here, e-mail me. If you do it better, I want to know how. Found a great tool or product? My contact information is below. Don't hesitate to use it.

A handwritten signature in black ink that reads "Andy Engel". The signature is fluid and cursive, with a long horizontal line extending to the right.

Andy Engel  
Editor

Unlike most of the people you know,  
we want your two cents.

In future issues of *Professional Deck Builder*, we plan to publish your letters and e-mails. While it's nice to hear about what we're doing right, it's more interesting to hear about what we're doing wrong. If you saw some-

thing you loved or hated, or if you've got a tip that could help out other readers, we want to know. Send letters or e-mails to the addresses below.

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