



## OUTDOOR RUNNING TRACKS

### In Outdoor Tracks, Consistency is Key



### THE COMPANY

Pro Track and Tennis, Inc., is a family-owned business based out of Omaha, Nebraska. Owner Lance Laurent has been active in the track and tennis court resurfacing industry for more than twenty years, and proudly founded Pro Track and Tennis, Inc. in 2005. Mr. Laurent has extensive knowledge of the sports surfacing industry and has personally installed more than 400 running tracks and just as many court surfaces.

### THE CHALLENGE

The unpredictability on the jobsite and of the weather are our two biggest challenges. In this business, work cannot be completed when it is raining, and heat and humidity can pose issues during the curing process. We do not want the materials to set too quickly which is contingent upon the climatic conditions on-site. Also, if there is any irregularity in the asphalt planarity, our contractors will have to take extra care to ensure even installation of the system. Each job is a little different, so preparing our contractors to deliver a consistent end-product every time, despite varying conditions, poses a real challenge.

### THE SOLUTION

Product consistency is the key element to enable our contractors to overcome these challenges. We have used various products from other manufacturers, but we found they can perform differently from one job to another. Our two lead track installers, who each have more than 20 years of experience, stated that the Tru-Motion products provide consistency. They are the ones handling the product day-in and day-out, and I have only heard positive feedback from them. They specifically like the structural spray because it consistently delivers excellent coverage.

What is important to me is the products are competitively priced and my contractors are familiar and successful with the products. Anything that causes problems in the field can slow you down and cost you money. If something does not go as planned, the provided support is very important, and the Carlisle staff provides the type of accessibility and support to help make us more successful.

“Carlisle’s staff provides the type of accessibility and support to help make us more successful”

– Lance Laurent

Learn more about Carlisle’s rubber capabilities at [www.UltimateRB.com](http://www.UltimateRB.com).

#### CARLISLE POLYURETHANE SYSTEMS

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