



Falcon ProFiles is a regular feature of this publication, highlighting Falcon Operator achievements, experiences and milestones. If you would like to share your story (or one of a fellow Falcon operator), please e-mail: toni.busuttill@falconjet.com or call: (201) 541-4736. Or, you may e-mail: marie-alex.munoz@dassault-aviation.fr, or call: 33-1-47-11-64-23.

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Georgia's Governor, Sonny Perdue (left) with Lance Toland, in front of Toland's Falcon 10. The AOPA recently honored the governor with an award for his support of general aviation, and Toland is quick to point out that the Falcon 10 is the only jet that can operate out of all of the state's general aviation airports. One initiative the governor is spearheading will change that, though: his goal is to extend all of the state's rural airport runways at least 5,000 feet by the year 2010.

When Lance Toland took possession of a 31-year-old Falcon 10 in 2005, some naysayers quipped, asking if Toland's latest acquisition was just another of his famous historical aircraft bartering deals. *Indeed.*

While Toland's Falcon was "born" in 1974, it is a "21st century business tool" according to the founder of Lance Toland Associates, a mono-line aviation insurance agency with clients including individuals as well as corporations. "In my business, it's vital to respond and react quickly. Being able to say 'see you tomorrow morning' – even when traveling to remote locations and smaller airfields – is extremely important. My business has grown about 17% in the last year or so...and the Falcon has definitely contributed to that success by providing me with the speed and agility I need to save time and work as efficiently as possible. My decision to buy the F10 was leveraged by its reputation in the world of aviation as being one of the best business jets ever built, period. It's tough, right down to its landing gear."

With 191 Falcon 10s still in operation today, Toland's is another "living" testament to the Falcon's longevity and continuous reliability. "It's the first Falcon I've ever flown, and it's a very balanced aircraft. Giving you my perspective as a pilot, it's quick, adaptable and flexible. I also have extensive experience in aircraft maintenance, and recently we performed a C Inspection on our 10. It really gave me familiarization with the aircraft as a whole, and reaffirmed my belief that when it comes to older airframes, they just don't build 'em like that anymore."

Toland has already logged over 300 hours on his Falcon 10 since he acquired it, and is happy to report 100% dispatch reliability thus far! "It's really a brutally strong aircraft. There's a reason the 10s sell for more today than they did brand new – and it's justified."

