



Information Item	Newest CANZ Council member gambles on the long haul
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Karl Leonard is a bit of a gambler – not the Roulette Table kind but one who is willing to throw his lot in to try something new.

More often than not, his gambles pay off.

The newest of two Crane Association of NZ Councillors, he trained as an automotive technician, landing himself a near decade-long career at North Shore Toyota.

He threw it in for a four-year OE, travelling Europe and Eastern Europe before learning enough German to get by in Austria for three years – where he also met his now wife.

Returning to the land of the long white cloud in 2009, his long-time family friend's business was growing and expanding. So, he knocked on the new owner's door and asked for "a crack at that parts manager role".

But three days in, he threw that in for a more traditional role in the workshop.

Before long, Karl was climbing the ladder, attaining roles like service manager, technical, sales and "a bit of everything".

Now he couldn't be happier with the cards he's been dealt as Allcrane Sales and Services Manager; often spending time on the road up and down the country.

As for joining the Association's Council, that's an easy answer for Karl.

"I joined because I have a passion for cranes and a passion for the industry.

"I've been involved in the industry for about eight years now with Allcrane, so I'm just trying to take – not a step in a different direction – but a progressive step to become more involved with industry rather than just working in the background.

"I'm Allcrane's Service Manager and Product Specialist but the role encompasses many responsibilities really, including nationwide service and overall management of the whole team under Mike's leadership.

"So, no two days are the same. Just in the last two weeks I've been in Nelson, Blenheim, Havelock, Christchurch, Queenstown, Palmerston north, New Plymouth, Gisborne and Napier.

The beauty, he says, of wearing “many hats” is that while staying in touch with customers he can help them with a multitude of requests.

But as for his goals while on Council, he’s keen to encourage more ‘younger’ guys like himself into the industry, and to speak up when an issue arises.

“While attending a few conferences and the functions over the years, I got to know quite a few of the industry’s key players – Scott McLeod, Tony Gibson through work and CANZ – and talking to them about what the Association does.

“They voiced their encouragement of having the younger generation play a leading role in the Association – not that I’m young, I’m 40 in a couple of years – but it would be nice to have those younger guys promote it to the younger generation.”

While he’s trying to find his feet, Karl says he’s thoroughly enjoying the experience; how he can add value to the Association and the industry, finding his voice on issues, and developing methods to implement his goals.

You see other sides of the industry you wouldn’t normally see in your everyday life, he adds.

“The plus side is I’m not going anywhere anytime soon – I don’t have any short- or long-term goals to use this as a steppingstone to go anywhere else outside of the industry.

“I’m committed to being in the industry long-term, my career history says the same thing. I have a crack at something until I’ve accomplished my goals then I see if there is anything left more for me, so I’ve got a lot more to go before I even get close to that in this industry.”

Karl Leonard  
Allcrane Sales and Services Manager  
CANZ Council Member

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