

Allen Haynes:

Inspiring the Next Generation of PCAs

Mindy DeRohan, CAPCA ED Manager

Allen Haynes has been active in the agricultural industry for more than 38 years. He specializes in nutrient management and crop protection programs and consults mostly in almonds, wine grapes, pistachios, raisins, grains and forages. Besides his PCA license, Allen holds his QAL, CCA and is an OSHA First Responder Technician.

Allen attended Reedley Junior College and finished his studies at California State University, Fresno. He earned his PCA license in 1983 and has fulfilled various industry duties along the way, including agriculture chemical delivery driver, field application, in-plant fertilizer blending, and more. Allen entered full-time management in 2008 and is currently a Retail Area Manager – Manager of Agronomic Services with Simplot Grower Solutions in Fresno.

While nematode management is problematic to growers as the industry slowly shifts away from fumigation, Allen believes that Asian citrus psyllid is of greatest concern for the pest management industry. “If I had to pick one pest or problem, it would be the Asian citrus psyllid. It’s not often that one pest has the potential to wreak havoc and devastate a single industry and I’m afraid it’s now California’s turn. The citrus industry has to get in front of this. What happened in Florida has clearly demonstrated what happens when action comes too late.”

Allen believes that IPM is an integral part of the industry: “We live in a growing world with an ever-growing population. To feed that growth, we need to grasp onto every new innovation we can. IPM is a process you can use to address pest problems in a controlled way that minimizes risk to people and the environment, it involves a common sense approach with scientifically proven principles. That’s why they call it *Integrated Pest Management*. It’s not just checking fields anymore, though that is still a big part of it.”

Developing good pest management resistance programs are challenging to crop consultants in today’s industry. “The tools for crop protection choices and pest reactions are constantly changing. Today’s Crop Adviser has to be at the top of their game to fulfill the due diligence necessary to achieve the expectations of their grower. The grower depends on that knowledge to help maximize his financial target.”

Allen encourages a strong partnership between a crop consultant and their growers. “There is a



generational change happening and we are seeing that the successors are becoming more interested and, in most cases, more educated. They want to know how they are spending their money.”

“Grower interaction is my favorite part of being a PCA. I love helping the growers with their issues,” Allen said. “I work to educate our growers and clients as much as I can. For me to validate a recommendation, I need

that grower to know and understand the economic value of utilizing that advice.”

Allen describes that sometimes working with stakeholders can be challenging when trying to educate clients and growers. “There is a lot of information available out there, but there seems to be a feeling of lethargy, a kind of a ‘wait and see’ attitude. I describe it like voting: If you don’t participate, you can’t complain!”

He encourages all PCAs to get involved in their local chapters, as new input is critical for future growth. Allen believes in improving his own professionalism as

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CAPCA Chapter:

Fresno-Madera

Education: *Reedley Jr. College and CSU Fresno*

Family: *wife, Francine & daughters Coree and Allee*

Interests:

Non-fiction reading, movies, and travel (not enough!)

well: “Even at my management level, I continue to try and attend any training presentation that I can. If I can learn even one new thing it makes it all worthwhile. By demonstrating my attendance it validates to my sales teams the importance I put into the effort. I also continue to try and participate as much as work allows in other industry organizations.” Allen is currently serving as the President of the Fresno/Madera CAPCA Chapter, Treasurer of the California CCA Program, and is also involved in the Ag One Foundation at Fresno State, as a PNW-CCA, and Farm Bureau.

There have been two highlights in Allen’s career as a PCA. First, actually earning his license: “I was a military brat raised

on Marine Corp bases all over the U.S. and how I got into ag, I’ll never know!” Second, whenever a younger PCA asks for his input: “Providing assistance to younger PCAs makes me feel that I have accomplished something! This person has the confidence that I can help, and I am happy to.”

Allen continues: “We can all agree that we work in a competitive industry. With that said, I can truly say that when in a pinch, there are few people in our industry who won’t lend a helping hand. Success makes us all look good. I rely on the relationships I have developed over the years as they rely on me. It’s still a people business. It’s still a social business. We have great industry support!” 🌱