

Done deals: Enthusiastic Hatfield spreads out in Clark Tower

By Tom Bailey Jr.

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From the corner offices on Clark Tower's 31st floor, Hatfield & Associates employees can see far down Poplar beyond the cylindrical Hilton Hotel or watch aircraft come and go.

If they weren't so busy, that is.

Work is healthy enough at the 14-employee firm that it has just signed a new lease expanding its space another 900 square feet to total about 3,000 square feet.

Hatfield & Associates provides services that include transportation management, freight-bill auditing, and transportation management system software.

"It's just a great location," owner and president Jack Hatfield said of Clark Tower, 5100 Poplar.

To illustrate his point, Hatfield noted during a phone interview that despite rain that day, he and his employees would never have to get wet.

"You can have dinner or lunch upstairs in the Tower Room, can go to the Post Office (downstairs), and there's a bank downstairs," he said. "And if you want, you can walk all over the place."

He spoke while waiting for clients to join him in the firm's conference room, complete with its stunning views.

"They love it," he said of the clients.

The two-year lease extension was handled for the landlord by Frazier Baker of In-Rel Management.