

拓恒

Footprints of TECON

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苏州拓恒建筑科技有限公司 市场部主办 内部资料 免费交流

拉丁美洲建筑市场分析

Análisis del mercado de la construcción latinoamericano

--- Silvia



时间过的飞快，转眼间我来拓恒工作已经有 10 个月了。我也很开心找到了一份能运用到我专业的工作。从翻译到与西语客户的直接沟通，每一天都是一次有益的挑战。而众所周知，拉美市场是西语的主市场，我也搜寻并整理一些拉丁美洲建筑市场的信息，分享给大家。

拉丁美洲建筑市场规模预计 2024 年为 6759.9 亿美元，预计到 2029 年将达到 8425.2 亿美元，在预测期内（2024-2029 年）复合年增长率为 5%。

该地区对房地产和基础设施不断增长的需求推动了市场的发展。此外，政府项目和放松建筑产出的政策也推动了市场。

拉丁美洲的建筑业正在迅速扩张。该地区是多个国家的所在地，每个国家都有独特的政治和经济气候。尽管存在这种差异，但由于多种因素的影响，建筑业仍在整个地区扩张。

尽管有这些因素鼓励扩张，但拉丁美洲的建筑业仍面临一些障碍。建设项目资金缺乏是主要问题之一。由于缺乏融资渠道，许多地区的大型建设项目面临融资挑战。小型建筑公司可能会发现很难从传统贷款机构获得融资，但这一点尤其如此。

缺乏有能力的劳动力是拉丁美洲建筑业面临的另一个问题。缺乏熟练劳动力困扰着该地区许多国家，尤其是工程和建筑等技术专业领域。由于缺乏合格的劳动力，按时并在预算内完成建设项目可能具有挑战性。

城市化是推动拉美建筑业的主要因素之一。越来越多的人为了更好的经济前景而迁移到城市，该地区正在迅速变得更加城市化。这一趋势正在推动对新住宅、企业和道路、桥梁和公共交通系统等基础设施项目的需求。

2022 年第二季度，该地区的酒店建设项目总数包括 555 个项目和 90,496 间客房。在经历了近两年因疫情造成的不确定性之后，拉美酒店业终于出现了复苏的迹象。随着边境限制和地区检疫要求的放松，消费者信心有所上升。与 2021 年第二季度相比，前往拉美国家的航空客运量大幅增加。该地区有 40 个项目总计 8,481 间客房于 2022 年上半年开工建设。2022 年第二季度，新项目公告量同比增长 57%，达到 36 个项目 /6,208 间客房。

El tiempo vuela muy rápido y han pasado 10 meses desde que comencé a trabajar en TECON. También estoy muy feliz de haber encontrado un trabajo donde puedo aplicar mis conocimientos. Desde la traducción hasta la comunicación directa con clientes de hispanohablantes, cada día es un desafío gratificante. Como todos sabemos, el mercado latinoamericano es el principal mercado para los hispanohablantes. También he buscado y recopilado información sobre el mercado de la construcción latinoamericano y la compartí con ustedes.

Se espera que el tamaño del mercado de la construcción en América Latina sea de 675,99 mil millones de dólares en 2024 y alcance los 842,52 mil millones de dólares en 2029, creciendo a una tasa compuesta anual del 5% durante el período previsto (2024-2029).

La creciente demanda de bienes raíces e infraestructura en la región está impulsando el mercado. Además, los proyectos y políticas gubernamentales para relajar la producción de la construcción también impulsaron el mercado.

La industria de la construcción en América Latina se está expandiendo rápidamente. La región alberga varios países, cada uno con un clima político y económico único. A pesar de esta disparidad, la industria de la construcción continúa expandiéndose en la región debido a una variedad de factores.

A pesar de estos factores que alientan la expansión, la industria de la construcción en América Latina aún enfrenta varios obstáculos. La falta de financiación para proyectos de construcción es uno de los principales problemas. Los proyectos de construcción a gran escala en muchas regiones enfrentan desafíos financieros debido a la falta de canales de financiación. Las pequeñas empresas constructoras pueden tener dificultades para obtener financiación de prestamistas tradicionales, pero esto es especialmente cierto.

La falta de mano de obra capacitada es otro problema que enfrenta la industria de la construcción latinoamericana. La falta de mano de obra calificada aqueja a muchos países de la región, especialmente en profesiones técnicas como la ingeniería y la construcción. Completar proyectos de construcción a tiempo y dentro del presupuesto puede ser un desafío debido a la falta de mano de obra calificada.

La urbanización es uno de los principales factores que impulsan la industria de la construcción en América Latina. La región se está urbanizando rápidamente a medida que más y más personas se trasladan a las ciudades en busca de mejores perspectivas económicas. Esta tendencia está impulsando la demanda de nuevas viviendas, negocios y proyectos de infraestructura como carreteras, puentes y sistemas de transporte público.

El total de proyectos de construcción de hoteles en la región incluyó 555 proyectos y 90.496 habitaciones en el segundo trimestre de 2022. Después de casi dos años de incertidumbre provocada por la pandemia, la industria hotelera de América Latina finalmente está mostrando signos de recuperación. La confianza del consumidor ha aumentado a medida que se suavizan las restricciones fronterizas y los requisitos de cuarentena regional. El tráfico aéreo de pasajeros hacia países de América Latina aumentó significativamente respecto al segundo trimestre de 2021. La región cuenta con 40 proyectos que suman 8.481 habitaciones cuyo inicio de construcción está previsto para el primer semestre de 2022. En el segundo trimestre de 2022, los anuncios de nuevos proyectos aumentaron un 57% interanual, alcanzando 36 proyectos/6.208 habitaciones.

拓恒情怀：团队协作与个人成长的辉煌乐章

TECON feelings: teamwork and personal growth of the brilliant music chapter

---Ashley

在拓恒的怀抱中，我踏入了一个充满活力与团队精神的新世界，仅三个月的时间，却如同翻阅了一卷丰富多彩的人生画卷。初夏的太湖，以其宁静美景为背景，我们团队携家带幼，共享了一场别开生面的亲子时光。阳光、笑声与自然的和谐共鸣，孩子们的纯真与“UNO”牌桌旁的欢声笑语，共同编织成一幅温馨而生动的记忆画卷。这样的团建活动，不仅是对童真的追忆，更是团队情谊的深刻体现。

融入拓恒的日子里，我深刻体会到了企业文化的独特魅力与团队间默契协作的力量。从深夜与客户跨时区沟通的 Bonnie，到海外出差归来即刻投入无锡培训的 Mark，遇到困难挫折时给我温暖安慰的 Serena，以及总是能将各种复杂概念深入浅出帮助我们消化理解的 James。每一位同事都以实际行动展现了专业精神和对工作的全情投入。这份敬业，不仅激励我在专业领域持续精进，更教会了我职场中至关重要的一课——时间管理。在主管 Joan 的指导下，我学会了制定日程、区分任务优先级，并合理规划休息，确保高效而不失平衡的工作节奏。这一转变，让我在紧张的工作环境中仍能保持清晰的头脑和高昂的斗志。

面对新环境的挑战与工作压力，我曾感到无所适从。幸运的是，团队的支持如同灯塔，指引我前行。通过开放的沟通与协作，我掌握了任务分配的艺术，调整了心态，学会了适时求助。这一过程，让我认识到，在挑战面前，积极心态与有效策略的结合是通往成功的桥梁。团队的每一份努力，不仅促进了个人成长，更为企业的持续进步注入了源源不断的活力。

在拓恒，每一个故事都是一曲鼓舞人心的乐章，它们汇聚成一股向上的洪流，让我深信：真正的成功，是个人奋斗与集体智慧的交响。这段宝贵的职场经历，犹如一颗璀璨的星，照亮我前行的道路，提醒我保持初心，与这群卓越的伙伴们携手，共创更加辉煌的未来篇章。在这里，我不仅仅是工作的参与者，更是团队精神的见证者与传承者，共同书写属于我们的非凡旅程。



In the embrace of TECON, I stepped into a new world full of vitality and team spirit, only three months time, but it is like flipping through a volume of colourful life scrolls. Taihu Lake in early summer, with its serene beauty as the background, our team with families and children, shared a unique family time. The harmonious resonance of sunshine, laughter and nature, the innocence of the children and the laughter around the "UNO" card table together weave a warm and vivid memory scroll. This kind of group building activity is not only the memory of children's innocence, but also the deep reflection of team friendship.

In the days of integrating into TECON, I deeply experienced the unique charm of enterprise culture and the power of tacit cooperation between teams. From Bonnie, who communicates with customers across time zones late at night, to Mark, who immediately puts himself into the training in Wuxi after returning from overseas business trip, to Serena, who gives me warm comfort when encountering difficulties and frustrations, and to James, who can always help us digest and understand all kinds of complex concepts in a simple and deep way, every colleague demonstrates his professionalism and dedication to his work with practical actions. This dedication not only inspires me to continue to improve in my professional field, but also teaches me a crucial lesson in the workplace - time management. Under the guidance of my supervisor Joan, I have learnt to set up a schedule, prioritise tasks and plan breaks to ensure an efficient and balanced work pace. This transformation has enabled me to maintain a clear mind and high morale in a stressful work environment.

I was overwhelmed by the challenges and pressures of a new environment. Fortunately, the support of my team has been a beacon of light to guide me along the way. Through open communication and collaboration, I have mastered the art of task allocation, adjusted my mindset and learnt to ask for help when appropriate. This process made me realise that in the face of challenges, the combination of a positive mindset and effective strategies is the bridge to success. Every effort of the team not only promotes personal growth, but also injects constant vigour into the continuous progress of the enterprise.

In TECON, every story is an inspiring music, they converge into a torrent of upward movement, which convinced me that real success is the symphony of individual struggle and collective wisdom. This valuable workplace experience, like a bright star, illuminates my way forward, reminding me to keep my original intention and work hand in hand with this group of outstanding partners to create a more brilliant future chapter. Here, I am not only a participant in the work, but also a witness and inheritor of the team spirit, writing together the extraordinary journey belonging to us.

初次跨国出差：曼谷之行的成长与收获

First time on a cross-country business trip: growing up and gaining in Bangkok

--- Leo



当得知即将踏上曼谷之旅，我初以为是同事们的玩笑，毕竟在技术团队中，唯独我对此行毫无准备，对爬架领域的了解近乎空白。正式的派遣通知携带着既激动又紧张的心情到来：激动于这将是我的首度跨国之旅，能够沉浸于异域文化的魅力；不安则源于首次海外出差的未知挑战，以及对自己英语沟通能力和专业技能的自疑。

落地曼谷时已是晚上8点，热带的热情与活力即刻包围了我。三月的热带气候让人猝不及防，而我仍裹着不合时宜的冬装。城市的脉动随着摩托车的轰鸣声起伏，交通的繁忙映衬着这座城市的活力。

曼谷的售后经历远比预期更为丰富。它不仅是关于技术传授，更是与客户深度沟通，理解他们的特有需求与审美偏好的过程，同时还需灵活应对现场的各种突发状况。几天后，我的主管 Eric 抵达曼谷，无疑是我此次行程中的强心剂。他不仅在工作中展现出非凡的应变能力，与客户的交流更是游刃有余，无论是业务探讨还是日常闲聊，Eric 总能轻松驾驭。他的这种从容，不仅让我深感敬佩，更激发了我自我提升的决心。

Eric 在售后指导阶段，以其精湛的专业技能和高效的教学方法，显著提升了项目进展与施工质量。他通过直观的板书和耐心的讲解，教会了施工团队如何合理分组以加速组装进程，大大提高了项目的施工效率。同时，Eric 争对在地面所有构件组装完成再吊装，这一细节把控，有效保证了工程的高品质。在 Eric 的引领下，团队协作达到了前所未有的高度，成员间形成了紧密配合，工作氛围积极向上，如同一个高效运转的大家庭，客户对此赞不绝口。他的指导不仅限于技术层面，更在于激发团队精神，建立互帮互助的工作文化。Eric 的领导智慧和人际交往的艺术，为我树立了学习的标杆。

曼谷之行，不仅让我的专业技能得到了实质性的提升，更让我掌握了有效沟通与问题解决的策略，为我的职业生涯注入了满满的动力与信心。这段经历让我充满了向上的动力和信心，未来的工作中，我将继续努力，不断进步。

When I learnt that I was about to embark on a trip to Bangkok, I initially thought it was a joke amongst my colleagues; after all, I was the only one in the technical team who was unprepared for the trip, and my knowledge of the climbing frame field was almost non-existent. The official dispatch notice came with both excitement and nervousness: excitement because it would be my first cross-country trip and I would be able to immerse myself in the charms of an exotic culture; and uneasiness because of the unknown challenges of my first overseas business trip and self-doubt about my English communication and professional skills.

It was 8pm when I landed in Bangkok, and the warmth and energy of the tropics immediately surrounded me. The tropical climate of March caught me off guard, and I was still wrapped in my out-of-place winter clothes. The pulse of the city ebbed and flowed with the roar of motorbikes, and the rush of traffic mirrored the city's energy.

The after-sales experience in Bangkok has been far richer than expected. It's not just about technical skills, it's about connecting with customers, understanding their specific needs and aesthetic preferences, and being flexible enough to deal with any situation on site. The arrival of my supervisor, Eric, in Bangkok a few days later was a real boost to my trip. Not only did he show remarkable resilience in his work, but he was also very comfortable in communicating with clients, whether it was a business discussion or just a casual chat, Eric was always at ease. His calmness not only made me admire him, but also inspired my determination to improve myself.

In the after-sales coaching stage, Eric's exquisite professional skills and efficient teaching methods have significantly improved the progress of the project and the quality of construction. He taught the construction team how to reasonably group to speed up the assembly process through intuitive boards and patient explanations, which greatly improved the construction efficiency of the project. At the same time, Eric's attention to detail in assembling all the components on the ground before lifting them effectively ensured the high quality of the project. Under Eric's leadership, teamwork reached an unprecedented level, with close co-operation between members and a positive working atmosphere, like a large and efficient family, which was highly praised by the client. His guidance is not only limited to the technical level, but also to stimulate team spirit and build a work culture of mutual trust and support, Eric's leadership wisdom and the art of interpersonal communication have set a benchmark for me to learn from.



The trip to Bangkok not only improved my professional skills substantially, but also enabled me to master effective communication and problem solving strategies, which injected full momentum and confidence into my career. This experience has filled me with upward momentum and confidence, and I will continue to work hard and make progress in my future work.

TP60 塑料模板，点亮埃塞建筑行业

TP60 plastic formwork, lighting up the Ethiopian construction industry

---Jerry

非洲的阳光炙烤着大地，埃塞俄比亚的空气中弥漫着泥土的气息。我这次远赴非洲，不是为了观光，而是为了完成一项重要的任务——为客户提供塑料模板的售后指导。

抵达项目现场，迎接我们的却是一幅与预期相去甚远的景象。场地条件十分恶劣，暴雨刚过，地面泥泞不堪，甚至连叉车都深陷泥潭。首要任务是协助客户将不同区域的材料分类，这对我们来说无疑是一项艰巨的任务。

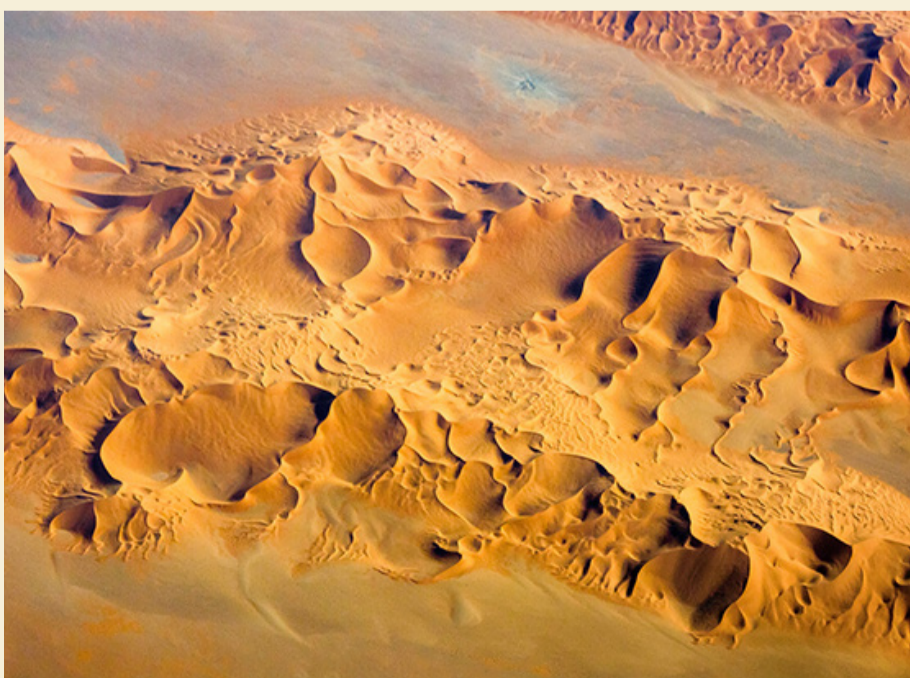


克服了炎热干燥的非洲气候带来的种种困难，我们来到下一个环节：向客户详细讲解了安全技术和施工方案，耐心解答他们提出的各种技术疑问，并结合现场情况进行深入说明。

接下来的实际操作环节，是此次售后服务的重中之重。由于当地工人们对于塑料模板并不熟悉，最初的安装效率十分低下，但这并没有阻碍我们。我们耐心地一步一步指导，并现场演示操作技巧，最终让他们逐渐掌握了安装方法，施工速度也随之提升。项目经理欣喜地告诉我，我们的产品工作效率是当地传统产品的3-4倍！

看着工地上矗立起来的一道道塑料模板墙，我感到由衷的欣慰。这次售后指导不仅帮助客户解决了技术难题，更重要的是，让当地工人们掌握了全新的施工技术，为他们带来了更高效、更便捷的施工体验，也为非洲基础设施建设贡献了一份力量。

夕阳西下，金色的光芒洒满了非洲大地，照亮了这片充满希望的土地。我们踏上了返程的旅途，心中充满了对未来的期许。这次埃塞俄比亚之行，不仅让我亲眼见证了塑料模板在非洲的应用，更让我深刻体会到，技术服务不仅仅是产品的延伸，更是对客户和社会的责任。我们希望用科技的力量，为非洲的繁荣发展贡献自己的力量，让更多像埃塞俄比亚这样的国家，享受到科技带来的便捷和高效。



The African sun is scorching the earth, and the air of Ethiopia is filled with the smell of earth. I went to Africa not for sightseeing this time, but for completing an important task - providing customers with after-sale guidance on plastic formwork.

Arriving at the project site, we were greeted with a scene far from our expectation. The site conditions were very poor, the ground was muddy after heavy rain, and even the forklift trucks were stuck in the mud. The first task was to assist the customer in sorting the materials from different areas, which was a daunting task for us.

After overcoming all the difficulties caused by the hot and dry African climate, we came to the next step: we explained the safety technology and construction programme to the customers in detail, patiently answered their various technical questions and provided in-depth explanations in the light of the site conditions.

The next practical operation is the most important part of this after-sales service. As the local workers were not familiar with plastic formwork, the initial installation efficiency was very low, but this did not hinder us. We patiently guided them step by step and demonstrated the operation skills on the spot, and eventually they gradually mastered the installation method, and the construction speed was also increased. The project manager happily told me that the working efficiency of our products was 3-4 times higher than that of local traditional products!

Looking at the wall of plastic mould boards standing up on the construction site, I felt heartily gratified. This after-sales guidance not only helped the customer to solve the technical problems, but more importantly, enabled the local workers to master the new construction technology, which brought them a more efficient and convenient construction experience, and also contributed to the construction of infrastructure in Africa.

As the sun was setting, the golden rays of light covered the land of Africa and illuminated this land full of hope. We embarked on the return journey, full of expectations for the future. This trip to Ethiopia not only let me witness the application of plastic formwork in Africa, but also let me deeply appreciate that technical service is not only an extension of the product, but also a responsibility to customers and society. We hope to use the power of science and technology to contribute to the prosperity and development of Africa, so that more countries like Ethiopia can enjoy the convenience and efficiency brought by science and technology.

埃塞俄比亚的崛起：非洲的中国

The Rise of Ethiopia: The China of Africa

--- James

2024年的6月，端午假期的第一天，我踏上了前往埃塞俄比亚的航班，第一次来到非洲大陆这块古老又神奇的土地。第一次知道埃塞俄比亚是在中学时的地理书上，而如今当自己身临这个国家，有一种时空交叠的感觉。因此，我对于埃塞俄比亚前世今生又做了一些了解。

埃塞俄比亚，全称埃塞俄比亚联邦民主共和国，地处非洲东北部，周边的邻国有吉布提、索马里、苏丹、南苏丹、肯尼亚、厄立特里亚等国，国土面积达110万平方公里。埃塞俄比亚也是有着悠久历史的一个非洲国家，有文字历史记载的历史长达3000多年，是非洲的一个古国，它也是人类非洲起源说的发源地。现如今非洲总共有54个国家，而这54个国家里，有53个在近代都曾经成为西方列强的殖民地（利比里亚由美国黑奴和美国殖民协会建立），只有一个国家自始至终基本上保持了独立，从未成为殖民地。而这个国家就是埃塞俄比亚。

1991年埃塞俄比亚政府将目光投向中国，正式开始了向中国学习之路，以中国模式为模版，积极发展基础建设和制造业。在中国的帮助之下，埃塞俄比亚经济迅速发展。从2004年开始，埃塞俄比亚的GDP平均增速达到10.44%。甚至超过了同一时期越南、印度这些新兴经济体的平均增速。究其原因，一方面归功于埃塞俄比亚改革开放的政策红利，一方面得益于“中国模式”的借鉴，走出口导向型经济之路。

进入2010年以后，尝到“中国模式”甜头的埃塞俄比亚政府，更加积极向中国靠拢。埃塞俄比亚多次派人前来中国取经，全方位向我国借鉴改革开放的发展经验。他们大兴土木，为招商引资铺路搭桥，基础设施日新月异。除了在基础设施方面大力改造外，埃塞俄比亚还借鉴了中国政治稳定的先进经验，确保了单一政党对国家的绝对领导，避免了西方那种政治内斗的混乱政局。自1991年执掌政权以来，埃塞俄比亚民主革命阵线力保政局稳定。全国上下一条心，一路向东看，不搞意识形态斗争，一切围绕经济建设保驾护航。通过打击贪腐、行政不作为等手段，向外界展示了埃塞俄比亚的招商决心。稳定的投资环境，吸引了大量外资进入，其中尤以中方企业居多。据不完全统计，中国在埃塞俄比亚有2000多个投资项目，包含土木工程、采矿冶金、电子产品、电信网络等等，其中大头是制造业也就是工厂，占到投资总数的三分之二以上。

埃塞俄比亚之所以被称为非洲的中国，一是人口数量庞大，超过1.25亿，而且增长还在持续高速增长，年均人口自然增长率超过2.9%（我国目前人口已经开始负增长）；二是经济，埃塞已经连续多年经济高速增长，经济增长速度不仅是在非洲处于最前列，就是在世界上也排在最前列！而且埃塞还是拥有三千年文明史的文明古国。根据当年世界银行预测结果显示，2018年至2021年四年间，世界上经济增速最快的四个国家中，非洲的埃塞俄比亚却赫然在列。

随着埃塞俄比亚不断学习中国的发展经验，不断进行内部的改革和开放，经济发展很快，整个国家那是发展迅速，成为非洲增长最快的国家。正是因为如此，埃塞俄比亚未来甚至能成为非洲的最大经济体，这一点也是非常可能的。除此以外，中国经验告诉埃塞俄比亚，要实现国家富强，就要搞好基础设施建设。埃塞俄比亚本是个农业国，又处在高原，很多地区没有公路和铁路，城市里也缺乏轨道交通。而在中国的帮助下，埃塞俄比亚政府贷款修路，在20年里让国内形成交通网。大量的公路和铁路不仅联通了国内的各大城市，还把埃塞和沿海邻国联系在一起，给予这个缺乏出海口的内陆国很大的帮助。

从2000年到2020年，在“中国模式”的帮助下，埃塞俄比亚被非盟称为“非洲火箭”，年平均GDP增长率超过9%，GDP翻了十倍，是21世纪经济增速最快的国家。鉴于埃塞俄比亚的繁荣和稳定，非盟把自己的总部都放在了该国首都亚德雷斯亚贝巴。而就在我来到埃塞俄比亚之前的一个星期，波音公司也宣布波音非洲总部将落户埃塞俄比亚。

如今的埃塞俄比基础设施在不断完善，该国也开始大力学习中国的经济模式，使得经济开始了迅速的发展。最近几年，埃塞俄比亚成为了非洲发展最快的国家。在中国的帮助下，埃塞俄比亚的经济高速增长必将持续，未来必定会爆发巨大的潜力。



In that distant sea, the colorful coral reefs are like a garden full of treasures embedded in the seabed, dazzling in the deep blue sea, arousing people's endless reverie and longing for the Maldives. With the infinite desire for this paradise-like scenery, James and I embarked on this dream journey through a business trip.

However, the reality was very different from the serenity of our fantasies. As soon as we stepped out of the airplane, we were immediately surrounded by the humid sea breeze, the blazing sunlight and the incessant roar of motorcycles. Nevertheless, the heat of the tropical sun seemed to ignite our passion for exploring the unknown. Unfortunately, we were soon met with cold water - low demand, low standards and a lack of systematic templates cooled our enthusiasm and challenges ensued.

In the days that followed, we embarked on an in-depth study tour, highlighted by an unforgettable transportation experience. Given that the Maldives is made up of scattered islands, we took a bus-like watercraft that weaved in and out of the waves for a bumpy but flavorful voyage. A relay of airplanes and boats led us to the project site until nightfall. On our first night on the island, we held a crucial product safety and technical briefing meeting in the simple but energetic site cafeteria. This meeting not only strengthened the safety awareness and operation skills of the project team, but also facilitated in-depth technical exchanges and safety strategy discussions, laying a solid foundation for the smooth progress of the project.

In the following days, we worked side by side with the local team and went deep into the project hinterland. Through close communication and collaboration, we overcame a series of technical obstacles together, and the field visits and on-site guidance enabled us to have a clearer grasp of the progress of the project, while deepening the tacit understanding and cooperation between each other. The study tour, although full of challenges, was also very rewarding. It not only enhanced the efficiency and quality of project execution, but also opened up new horizons for our personal professional knowledge and skills. We firmly believe that the experience accumulated during this trip will be a valuable asset for our future work, and will inspire us to continue to work hard and contribute to the success of the project.

During this month-long period, every worker, from the technical backbone to every ordinary worker, has mastered every process of construction and dismantling. Although they were exhausted, they were overflowing with joy and sense of achievement. This is just the beginning of the story of my first encounter with the Maldives, and I will continue to write more exciting moments of growth, challenge and triumph in the coming chapters.

苏州园林

The Classical Gardens of Suzhou

在中国旅游门类中，或不可缺的有园林一项；中国园林是由建筑、山水、花木等组合而成的综合艺术品，这里便是了解中国传统文化最好的实践地；中国四大名园（颐和园、承德避暑山庄、拙政园、留园），唯苏州独占其二，自有“江南园林甲天下，苏州园林甲江南”的说法。

In China's tourism category, or indispensable to have a garden; Chinese gardens is a combination of architecture, landscape, flowers and trees into a comprehensive work of art, here is the best practice to understand the traditional Chinese culture; China's four major gardens (Summer Palace, Chengde Summer Resort, The Humble Administrator's Garden, Liuyuan). Suzhou is home to two, giving rise to the saying, "Gardens in the south of the Yangtze River are the best in the world, and Suzhou gardens are the best among them."



古典园林教科书 -- 留园

“留园”最早为“东园”，后改“寒碧山庄”，因园主刘恕俗称“刘园”，后世以谐音易名“留园”。

留园几乎每任园主都对奇石格外偏好，第一任园主徐泰时斥巨资购得宋代“艮岳遗石”（及花石纲），名约“冠云峰”、“瑞云峰”（后移至苏州织造府，现为苏州第十中学）；刘恕改建东园时，购奇石十二块置于园中重要位置；盛康购得此园后，又添置两块石峰，一座任命名“瑞云峰”，另一座称“岫云峰”。

明代的园林营造几乎荡然无存，现所遗留的内容多为清代建成，唯中西部任依稀可辨明代的空间格局。留园可划分为东西南北中四部分。中部以山水景观与核心建筑为主；东部是密集的建筑群与多个庭园的组合；西部有土石大假山和自然山林；北部旧构已毁，现改为盆景园。

留园结构分区清晰，使其游览路线明确、顺畅；在“园主”有意识的引导中，体验园林布景的“小心机”。

留园入口处的空间序列，定是游人流连忘返的原因之一，也使众多建筑专家推崇备至。园林狭窄的巷道曲折有致，通过虚实变化、明暗对比逐渐引人入胜。狭长的径道连接起数座小院，在视觉上达到隔而不断、欲扬先抑的效果；颇有“庭院深深深几许”之趣。园林中区由转折的爬山曲廊连接几组重要的建筑，沿着云墙布置一圈，形成连续的内向画面，一些关键的景点和建筑构成互相对景，在保持节奏、韵律的同时充分呈现景观的层次与组合，给人强烈的视觉构图印象。还有东区西部五峰仙馆及其周边建筑组群，它们更明显地被各种庭院、天井分隔，但通过连廊和室内外空间渗透形成互相包容的整体，带来流动的体验。留园的营造既有宏观的把握，也有细节的掌控，在布局、层次、要素处理上非常系统、完整，充分传达了中国传统造园的各种成熟理念与技巧。

Classical Garden- Linger Garden

The Linger Garden, originally known as the “Eastern Garden,” was later renamed “Hanbi Villa.” Due to the homophonic similarity with the name of its owner, Liu Shu, it came to be colloquially known as “Liu Garden,” and eventually “Linger Garden.”

Each successive owner of the Linger Garden had a particular fondness for unique rocks. The first owner, Xu Tai, spent a considerable sum to acquire the Song Dynasty “Remnant Rocks of the Genyue Garden” (also known as the Flower and Rock Gang), naming them “Crown Cloud Peak” and “Auspicious Cloud Peak” (later moved to the Suzhou Weaving Bureau, now Suzhou No. 10 Middle School). When Liu Shu renovated the Eastern Garden, he purchased twelve unique rocks and placed them in prominent positions within the garden. After Sheng Kang acquired the garden, he added two more rock peaks, naming one “Auspicious Cloud Peak” and the other “Cloud Peak.”

The Ming Dynasty gardens create almost nothing, now the remaining content of the Qing Dynasty built, only the central and western part of any vaguely recognizable space pattern of the Ming Dynasty. The garden can be divided into four parts: east, west, south, north and center. The central part of the garden is dominated by landscape and core buildings; the eastern part is a combination of dense buildings and multiple gardens; the western part has large rockeries and natural mountains; the northern part has been destroyed and is now changed into a bonsai garden.

The clear structural zoning of the Linger Garden ensures a well-defined and smooth touring route. Under the intentional guidance of the “garden owner,” visitors can experience the subtle intricacies of the garden’s design.

The spatial sequence at the entrance of the Liuyuan Garden is surely one of the reasons why visitors linger and make many architectural experts esteem it. The narrow alleys of the garden are winding and twisting, gradually attracting visitors through changes in reality and contrasts of light and darkness. The narrow path connects several small courtyards, which visually achieves the effect of isolation and continuation, and desire to raise and first suppress; it is quite interesting to see “how deep the courtyard is”. Garden in the middle area by turning the climbing corridor connecting several groups of important buildings, along the cloud wall arranged in a circle, forming a continuous inward picture, some key attractions and architectural composition of each other to the scene, in maintaining the rhythm, rhythm at the same time, fully presenting the landscape of the levels and combinations, giving a strong impression of the visual composition. There is also the Wufeng Xiankan and its surrounding architectural groups in the western part of the East District, which are more obviously separated by various courtyards and patios, but through the corridors and penetration of indoor and outdoor spaces to form a mutually accommodating whole, bringing a flowing experience. The creation of the Liuyuan has both a macroscopic grasp and control of details, and is very systematic and complete in its layout, hierarchy, and treatment of elements, fully conveying the various mature concepts and techniques of traditional Chinese gardening.



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