

# A well-attended **LANDGLASS** stand at Vitrum wows visitor traffic

At the prestigious glass industry trade show this year the editorial team of Glass Technology International spoke to Sales Director Shark Xu of LandVac about the new technologies for vacuum glass his company is leveraging - including how he expects they'll revolutionise the market.



**GTI:** Shark, looking at your 2023 and 2022 numbers, what are your reflections concerning year-on-year performance at LandVac?

**Shark Xu:** As a wholly-owned VIG subsidiary by LandGlass, we're certainly seeing visible growth, which is hardly surprising when one's offering a product that's cutting edge. Here we estimate a business increase of about 65 percent this year as compared with 2022. It's traceable to the fact that the innovation we're putting out there has started to become well-



known around the world. So, given that window makers and architects are already quite informed about this technology, what we're showcasing here at Vitrum is exactly what's making it increasingly limitless nowadays after having had certain limits in the past.

**GTI:** Beginning from company performance, can you speak to any improvements to this technology over the years, including where your contribution as Landglass has been?

**SX:** At Landglass, improvement is always a must and something to which we pay constant attention. In per-

formance terms, we began seeing that we'd reached a healthy peak but then we found we were staying at that point. What soon became clear to us is that it's panel dimension and not so much performance that'll always have more protagonism over 2023 and 2024. Here we had some limits for a while, but what we know now is that dimension is set to become almost limitless due to new technologies that are affording us the possibility to create large glass panels with the same vacuum technology and the same performance. So while we were constrained until

2023 by glass dimension, this fresh development will allow ever more customers to harness our kind of technology. Over the years that'll see us opening a new market where double and triple glazing will get progressively substituted by a vacuum technology that's free of a vacuum port. From an aesthetic point of view that's very important. Mind, too, that between one pane and the other our spacers are almost invisible as we've significantly reduced the space between the two glass layers. So where we were once limited to a dimension of 1.5 metres by 2.5, we're now moving to 2.4 by 4.2.

**GTI:** Shark, how does this technology inform your company's commitment to sustainability - and specifically energy saving?

**SX:** Landglass is working with the China Sustainable Energy Program to reduce CO2 emissions and certainly our product types are allowing for energy saving in buildings. Here the U-value is unbeat-

able, being at  $0.4 \text{ W/m}^2\text{K}$ . What we see is that triple glass has a limit - not in performance terms but in respect of weight and thickness. Many in the market are starting to understand how tricky that is. Today architects begin to design projects with sizable glass thickness. It means installations are getting very difficult and not so cost effective. As for LandVac, our technology can reach a thermal performance that's superior to triple glazing. Indeed we see vacuum technology as representing the future of the market. That's a matter of volume. For us volume is very important because it allows us to make investments that will then lend traction to the technology itself while also getting the word out. It figures: the more that people see our technology, the more we can develop solutions for our customers.



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