

# Nissan/Infiniti Parts Department

## Clean Cabin Air and Good Profits

As you know, most Nissan vehicles have a feature that helps keep the interior environment healthy and comfortable. It's your job to inform them and recommend regular filter replacement, which is a profitable job.

The idea of filtering the air that ventilates a vehicle's interior isn't new. In fact, Nash introduced the "Weather Eye" system in 1938 (that's 70 years ago!), one of the features of which was filtration. Very little happened along those lines for many decades, but the concept came alive again in the 1990s. In fact, various Nissan and Infiniti cars and SUVs have had cabin filters for over a dozen years.

The air filter removes unwanted particles such as mold, bacteria, pollen, tobacco smoke residue and dust from the vehicle's HVAC system. It also minimizes the bad odors associated with such contaminants. In addition, it helps minimize odors associated with driving: exhaust fumes; environmental and industrial pollution and others (ever drive past a dead skunk or a hog farm?).

Nissan owners require clean air in their vehicles. Replacing the cabin air filter routinely helps keep interior air as clean as possible.

The trouble is that most motorists don't have a clue that their cars even have this great feature. So, it's your responsibility to educate them so that they can have the benefits they deserve. You will also see a good profit on replacement. Use the Owner's Manual as a sales tool.

Also, many models were delivered with a filter-capable HVAC system, but with no filter actually installed. An original-equipment-design air filter kit is available from your local Nissan/Infiniti dealer's parts department for upgrading these systems.

### Choked off

The cabin air filter, just like the engine air filter, needs to be changed regularly. Clogged or restricted filters reduce the airflow from the vents resulting in poor circulation. Symptoms include inadequate heating or cooling, inefficient windshield defrosting, or bad odors. The evaporator may even freeze up, stopping flow at the vents.

Nissan/Infiniti recommends that the cabin filter be changed annually, or every 15,000 miles, whichever comes first, or more

frequently in dusty conditions.

Whenever you replace a filter, don't forget to affix the caution information and service reminder label to the inside lip of the glove box, or to the driver's door pillar. It will help remind the customer to have the cabin air filter checked and build business for you.

Genuine Nissan/Infiniti cabin filters take out over 90% of particles over three microns. For even better air purification, or to address odor problems, ask your dealer about the availability of premium charcoal filters for the model in question.

Maintaining the air filtration system is a "win-win" situation for both you and your customer. They continue to receive the benefits of clean air, better heat and air conditioning efficiency; and you get an additional boost to your work orders. |

