

# Filtering through

MIM finds out how straightforward cabin filter installation can be courtesy of Corteco.

**T**raditionally, replacing cabin filters as part of the service schedule has been considered a low priority because it's not always obvious where they are. Some mechanics and few motorists understand the role of the cabin filter - and how important it can be to many individuals.

Greater awareness about breathing problems caused by traffic fumes and high pollen counts is changing attitudes to cabin filters. Outside the UK and across Europe, more cabin filters are being installed at service time as repairers respond to the health benefits they offer drivers and their passengers.

Tests show that in daily traffic, the quality of the air inside the cabin can be between 5-6 times worse than the air quality outside at the kerbside. An unchanged cabin filter will soon compromise the performance of an air conditioning system it was designed to support.

Anyone susceptible to airborne irritants like dirt, dust, pollen, or the effects of exhaust fumes/unpleasant smells sucked in through the air-intake will experience avoidable and unnecessary discomfort of some sort. And yet, as the sequence below clearly shows, cabin filter replacement can be very straightforward, while the benefits to people inside the car are significant.

Vehicle designers might continue to hide the location, but if you choose a reputable brand, most cabin filter replacements jobs are straightforward.

For example, a leaflet inside every Corteco cabin filter box identifies the location, which is a major advantage in terms of convenience and speed. Online manuals also identify the location.

It takes only a few minutes more to install most replacements. Moreover, there are no fluids to drain and no ramps are required to fit them.

Corteco says that installing a new cabin filter - but particularly one equipped with activated carbon - is the fastest way to boost service levels, increase customer satisfaction and raise sales margins at the same time.

Sales figures support this. Franchise dealer workshops currently fit three times more cabin filters per week than independent garages. Perhaps they are also aware of the additional margins that can be achieved from improving the comfort and driving experiences to the customer. One way of looking at it is to say that based on the RRP, that's a significant difference in revenue. Corteco says that another way of looking at it is to say that based on the benefits to customer health, it's a significant difference in the quality of service.

## Installation procedure

Replacing the cabin filter on a 2.0L Citroen Picaso Xara can take less than five minutes.



**#1** Choose a cabin filter replacement from a credible source that's guaranteed to fit. That way, the coffee will still be warm when you've finished the job.

**#2** Finding the cabin filter can be tricky, but the most reputable brands include diagrams to help locate it.

**#3** On this model, the cabin filter is on the left hand side of the engine compartment, immediately below the driver-side wiper.

**#4** Three lugs hold the cabin filter cover in place.

**#5** The lugs just twist out.

**#6** They can't be overtightened.

**#7** The old cabin filter shows significant discolouration.

**#8** Check out the difference.

**#9** The correct replacement just slips into place.

**#10** Replace the cover and lugs. Tighten up.

