Quality Water Treatment Expands Guidance on Choosing Water Softeners for Whole House Use

October 30, 2026

Box Elder, South Dakota - October 30, 2026 -
Selecting the best water softener for a whole house involves more variables than many homeowners expect. Hard water leaves scale in pipes and water heaters, reduces how well soap performs, and spots glassware, yet the market offers salt-based ion exchange systems, salt-free conditioners, and a wide range of treatment capacities. Many households struggle to determine which approach fits their specific water source and daily usage, and Quality Water Treatment has broadened its consultation resources to help address that decision.

The company's current collection centers on four SoftPro whole house units: the SoftPro Elite HE and the SoftPro ECO, each available in configurations for city water and for well water. According to the company, the Elite HE represents the higher-efficiency tier, while the ECO serves as the more budget-conscious option. The QWT Water Softeners for Whole House lineup is organized by water source so households can narrow choices before testing begins.

Salt-based systems rely on ion exchange, a process in which calcium and magnesium are swapped for sodium or potassium so that hardness is removed entirely. The company notes that these systems prevent scale, improve soap performance, and protect appliances, but they require salt refills, brine tank

maintenance, and brine discharge that some municipalities restrict, along with a small amount of added sodium.

Salt-free conditioners take a different path. Rather than removing hardness minerals, they alter how those minerals behave, often through template-assisted crystallization. The company states these units need no salt, produce no wastewater, add no sodium, and occupy a compact footprint, though they prevent scale without removing hardness. As a result, soap inefficiency can persist, and they are less suited to very hard water.

The company emphasizes that neither approach is universally superior. The right selection depends on water hardness, household needs, and personal preference. A softener also does not address sediment, chlorine, taste, or odor, so the collection includes the SoftPro Chlorine+ filter, a chlorine and fluoride filter, and an iron filter. The company notes that sediment pre-filtration helps protect softener components.

"The most common mistake is choosing a system before understanding the water," said a spokesperson for Quality Water Treatment. "A test report tells homeowners whether chlorine, chloramine, or iron are present, and that information shapes whether a salt-based or salt-free solution makes sense."

To support sizing, the company offers a free Water Intelligence Engine tool and a Water Score report that match households to a system based on the local water profile. Correct sizing matters because an undersized softener regenerates too frequently while an oversized one wastes capacity.

"Sizing is where performance is won or lost," the spokesperson added. "Our aim is to match the household to the system, not the other way around."

Quality Water Treatment is a family-owned company founded in 1990 by Craig Phillips, known as "The Water Guy," with more than 30 years in water treatment. The Quality Water Treatment Water Softeners program includes consultation before and after purchase, installation support services, and a limited lifetime warranty on the SoftPro Elite and ECO lines, per company statements. Readers can learn more at qualitywatertreatment.com.

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For more information about Quality Water Treatment, contact the company here:Quality Water TreatmentQuality Water Treatment1-866-278-4130help@qualitywatertreatment.com514 Americas Way, Suite 9104 Box Elder, SD 57719

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Quality Water Treatment

Quality Water Treatment has been providing high-quality, safe, and healthy water treatment solutions to families and businesses for over 3 decades.

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