



# JOJO Tank Cleaning Side-Hustle Guide



# Introduction

JoJo tanks are everywhere in South Africa – homes, schools, farms, businesses, guesthouses and complexes.

Because of dust, algae, insects and sediment buildup, these tanks need cleaning every 6–12 months.

Most people don't know how to do it safely or don't want to climb inside the tank.

This creates a simple, high-demand service you can start with low costs.



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# Overview

A JoJo tank cleaning business removes dirt, sludge, algae, and debris from household and commercial water tanks.

Your job includes:

- Draining the tank (partially or fully)
- Scrubbing interior walls
- Removing sediment
- Rinsing safely
- Optional water refill service

This service is needed in both urban and rural areas because South Africans rely heavily on stored water.



# Who This Guide Is For

This guide is ideal for:

- Anyone who wants a quick-start side hustle
- Handymen expanding services
- Garden services looking for add-ons
- Youth wanting low-cost business ideas
- Rural households with many JoJo tanks around



# Benefits

- Low startup cost – most tools under R2 000
- High demand – tanks get dirty fast
- Repeat job every 6–12 months
- Easy to scale – add tank repairs, gutter cleaning, filters
- Works in any province
- Cash business – no complicated quoting



# Step-By-Step Setup Guide

## Step 1: Learn the Cleaning Process

Watch 2–3 YouTube videos on JoJo tank cleaning and safety.  
Practice on a friend's tank.

## Step 2: Buy Basic Equipment

Brushes, pump, gloves, hosepipe, mild detergent, mask.

## Step 3: Decide Your Service Area

Work within 10–15 km first to save fuel.

## Step 4: Create a Simple Offer

Example:

“Full JoJo Tank Cleaning (1–10kL tanks) – includes draining, scrubbing, rinsing, and water refill coordination.”

## Step 5: Start Marketing

Take before/after photos from your first job.



# Startup Costs

Item	Cost (Approx)
Water transfer pump	R500–R900
Long-handle brush	R80–R150
Hosepipe	R120–R300
Gloves + mask	R50–R150
Mild eco-friendly cleaner	R40–R80
Buckets & cloths	R40–R80
Transport (fuel)	R50–R150 per job

Estimated Startup Cost: Around R900–R1 500



# Tools & Materials Needed

- Submersible or transfer pump
- Scrub brushes
- Hosepipe
- Ladder (optional depending on tank size)
- Eco-friendly cleaning solution
- Protective gloves
- 2–3 buckets
- Flashlight or headlamp
- Gutter cleaning tools
- Water testing kit (optional upsell)



# How to Find Customers

Here are quick, effective ways:

1. Target homeowners with JoJo tanks

Just walking around the neighbourhood reveals tanks everywhere.

2. Facebook Marketplace

Upload before/after pictures – this works extremely well.

3. WhatsApp Status

Post your services and encourage friends to share.

4. Approach complexes & estates

Offer discounted first-time cleaning.

5. Partner with plumbers

They often refer clients for tank cleaning.



# Pricing Strategy

Suggested beginner pricing (standard 2 500L–5 000L tanks):

- R250 – R350: Basic clean
- R350 – R550: Full scrub + rinse + sludge removal
- R600+: Large tanks (5kL–10kL)

Add-ons:

- Gutter cleaning: +R100–R200
- Water filter change: +R80–R150



# Daily Operations

- Travel to client
- Photograph tank condition (before)
- Drain water using pump
- Scrub interior walls
- Remove sludge and debris
- Rinse thoroughly
- Reconnect and ensure water lines are clean
- Take after photos
- Receive payment
- Record the job for repeat-service reminders



# Common Mistakes & Fixes

Mistake 1: Using harsh chemicals

Fix: Only use mild, eco-safe cleaners.

Mistake 2: Damaging the outlet or float valve

Fix: Avoid forcing tools near fittings.

Mistake 3: Leaving sediment behind

Fix: Use a headlamp to see all corners.

Mistake 4: Overcharging before you build trust

Fix: Keep pricing competitive at first.

## Legal /Safety /Notes

- No formal licence needed for this business
- Follow basic safety: gloves, mask, tank stability check
- Make sure ladders are secure
- Don't enter a tank without someone nearby
- Use eco-friendly products (safe for drinking water storage)



# Products to Consider

You may promote these to clients or online:

1. Submersible water pumps – ideal for tank emptying
2. Eco-friendly water tank cleaners
3. Rainwater gutter filter kits

(Use these to earn extra commissions through your affiliate catalogue.)

## Final Checklist

- ✓ Pump working and tested
- ✓ Brushes + hose packed
- ✓ Eco cleaner ready
- ✓ Before/after photo setup
- ✓ Travel costs calculated
- ✓ WhatsApp status updated
- ✓ Safety gear on hand
- ✓ Quote template prepared



# FREE VS PREMIUM

Feature	FREE GUIDE	PREMIUM GUIDE
1. Basic Overview	✓ Basic intro	✓ Deeper business breakdown
2. Step-By-Step Setup	✓ Starter steps	✓ Advanced systems & processes
3. Tools & Resources	✓ Essential tools only	✓ Full recommended toolkit
4. Scripts & Templates	✓ Basic scripts	✓ Expanded script pack
5. Pricing Guidance	✓ Simple markups	✓ Advanced pricing models
6. Financial Breakdown	✓ Basic startup costs	✓ Detailed profit model
7. SA Legal & Compliance Notes	✗ Not included	✓ Key legal requirements
8. Worksheets & Templates	✗ Not included	✓ Printable worksheets & templates
9. Marketing Funnel & Growth Strategy	✗ Not included	✓ Full marketing & growth roadmap
10. Scaling & Expansion Plan	✗ Not included	✓ Expansion roadmap & strategies