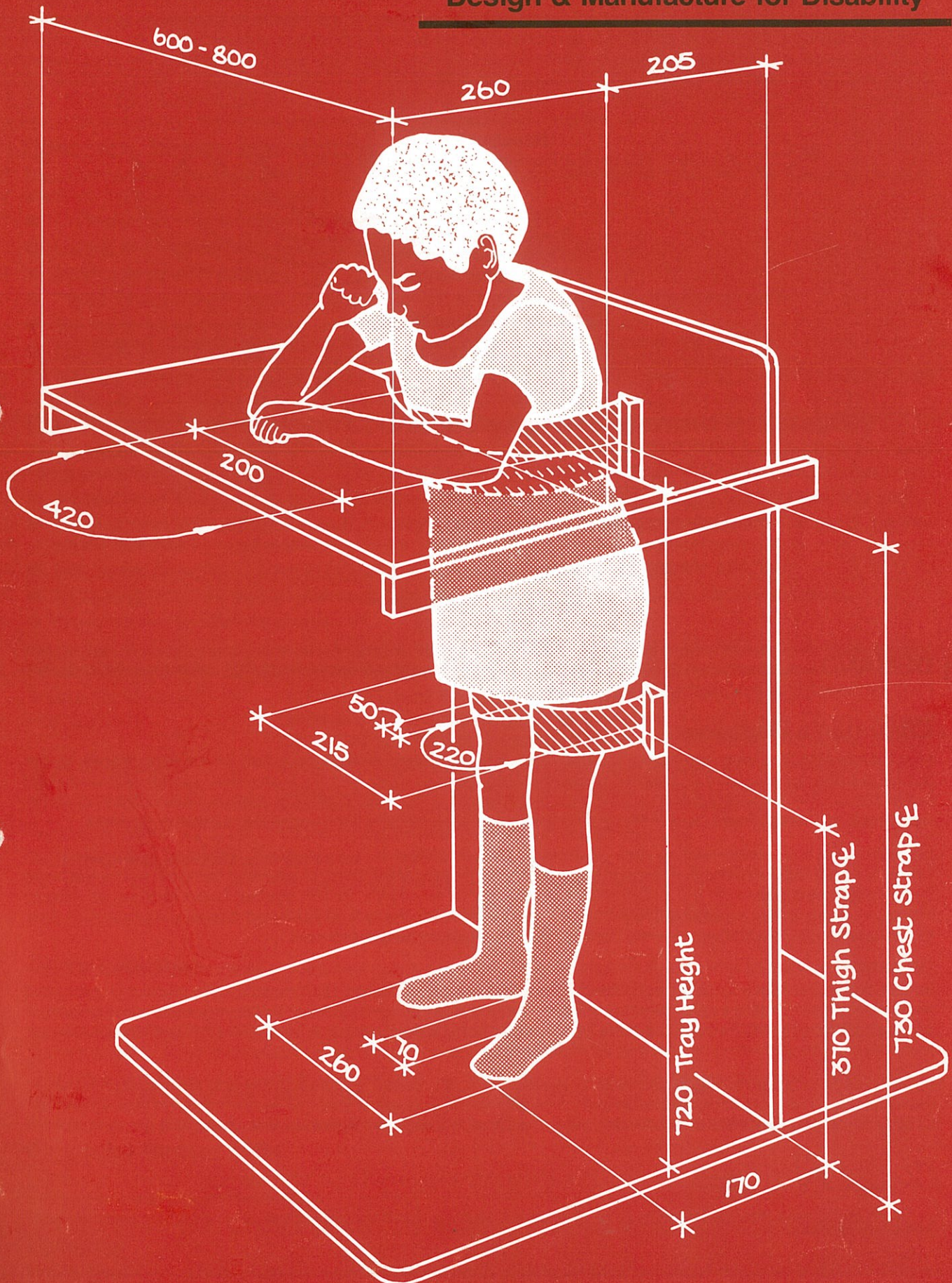


DEMAND

Design & Manufacture for Disability



ANNUAL REPORT 1984

DEMAND

Registered under the Charities Act 1960 No. 280618
99 Leman Street,
London E1 8EY
Telephone: 01-488 9869

Principal Patron

The Rt Hon The Earl of Snowdon GCVO RDI

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Honorary Legal Adviser
Sir David Napley

DEMAND was established in 1980, following a decade of development in the designing and making of equipment for disability at the London College of Furniture.

Chairman's Message

Much progress has been achieved in 1984. Our well equipped workshop is now in full use, thanks to the continued help and support of British Petroleum, Marks and Spencer and our many other generous friends and benefactors. The main lesson learned this year is the length of time that it takes to design, research and develop new projects – which need careful monitoring and adaptation before commercial production is possible.

We now have four more exciting new projects to be completed next year, which will bring much benefit to severely handicapped people. Although we are very conscious of the delays in making "one-off" items, we hope to do better next year with the appointment in January of ex-CNAA course student Brian McKee, as Project Manager. Sohaila Heidarian and Diane Hobley, two other ex-students who achieved outstanding results in their examinations, are working whole time continuing their very worthwhile projects.

DEMAND is now faced with several options as to how to develop and streamline operational practices. We have to plan and agree a practical "vision of the future" and to map out the path to that vision. We are at a key stage of our development, where independent and objective professional advice can provide very worthwhile guidance as to our future growth. Through the great generosity of the Gatsby Charitable Trust, P.A., the well known consultancy firm, will be providing us with that advice in 1985.

I would like to express our deep gratitude to all who have contributed to the progress and extension of our work, especially our Hon. Director, Bernard North, who continues to give his inspired leadership and direction to the Charity since his retirement as Vice-Principal of the London College of Furniture last year.

Clare Renton

The Lady Renton

Annual Report

2 Workshop and Studio

Under the vigorous direction of our Workshop Manager Eric Barnes, further essential equipment has been added to enable us to undertake more sophisticated experiments and prototypes. We have negotiated with the Manpower Services Commission for the appointment of additional craftsmen who will help us to reduce the waiting list of those who urgently need personalised aids. We hope to bring more of the new designs initiated by our designers and the postgraduate course into commercial production. We have also provided transport for students and our research and design teams working in hospitals and care organisations.

7 Research, Design and Making

The present programme includes, in addition to the on-going production of "one-offs", the following projects which we hope will result in commercial production:

- A domestic wheelchair, sponsored by the Hans Arndt Trust.
- Seating for the specialised needs of disabled children in schools.
- Seating for geriatric patients.
- Tables for use in the Richard Cloudesley School, sponsored by the Cripplegate Foundation.
- Seating for stroke patients, sponsored by the British Petroleum Company.
- The 'Talia' prone board for children of small stature, sponsored by The Enid Blyton Trust.

We are also engaged in a survey to design the interior fitting and furnishing of the new Headquarters and Resource Centre for the Greater London Association for Disabled People at 336 Brixton Road, London.

18 The Postgraduate Diploma Course in Design of Equipment for Disability

The generous sponsorship of Marks and Spencer has enabled us to provide scholarships supporting the fourth one year course directed by Brian Boothby MA at the London College of Furniture. New projects include:

- Adjustable tables to be used by handicapped school children in wheelchairs for – learning, play and eating.
- Research into seating disabled people, looking particularly at moulding techniques and the use of thermo-plastic materials.
- Aids for improving hand function for those with joint deterioration due to arthritis.
- A teaching aid for the Wolfson Centre to help therapists and patients on communication problems.
- Speech therapy professional aids.

Past students of this course have now begun to make a substantial impact on the provision for disabled people in this country and abroad. Appointments include:

- Three physiotherapists – for: the Cheyne Centre and The Great Ormond Street Hospital for Children.
- Five designers – for: **DEMAND**; The Manpower Services Commission and Bethnal Green Hospital; Mavispace (Wheelchair design); Specialised kitchen fittings and Interior Design.
- Three researchers – for: the Norfolk Health Authority (on problems associated with geriatrics); University College, London (on electronic hearing aids) and the London College of Furniture (on computer controlled design of posture support seating).
- Two designer/makers – for: the Redbridge Health Authority; in private practice.
- Two overseas students have taken posts:
 - In Spain to continue research in communication aids.
 - In Nigeria as Technical Officer at the University of Ife.
- Three graduates are attending other institutions to study for Masters Degrees.

40 Administration

We are deeply indebted to Julian Ross for his work as Honorary Administrative Director which has helped us so much in our formative years. He has now taken up other charitable work but we have been extremely fortunate that Alec Chenery, who recently retired from his post as Head of Communication and Foundation Studies at the College is now with us as Honorary Deputy Director.

Joan Carr continues to provide invaluable skills as accounting officer. The Epson computer is coming into increasing use and can now be linked with a compatible unit at the College.

We are pleased that much of our administrative work continues to be provided on a voluntary basis.

42 Financial Report 1984

Donations, fund raising events and bank interest brought income during the year to just under £88,000.

Expenditure was just under £60,000.

Workshop expenditure reflected the higher running costs resulting from increased capacity and production.

52 Funding

We continue to rely entirely upon donations from voluntary sources to meet our recurring costs which are likely to continue to increase as the volume of work expands.

54 + 6 + 1 (60)



Students of the CNAA postgraduate course in an exercise to cast a chair seat for subsequent moulding in plastic

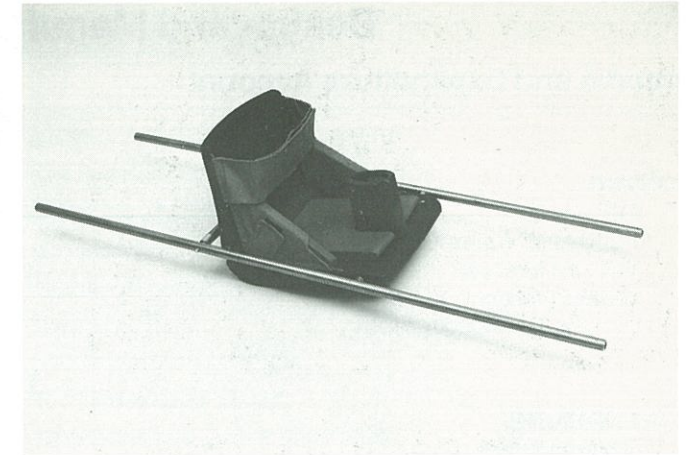


Senior designer Brian McKee in the design studio

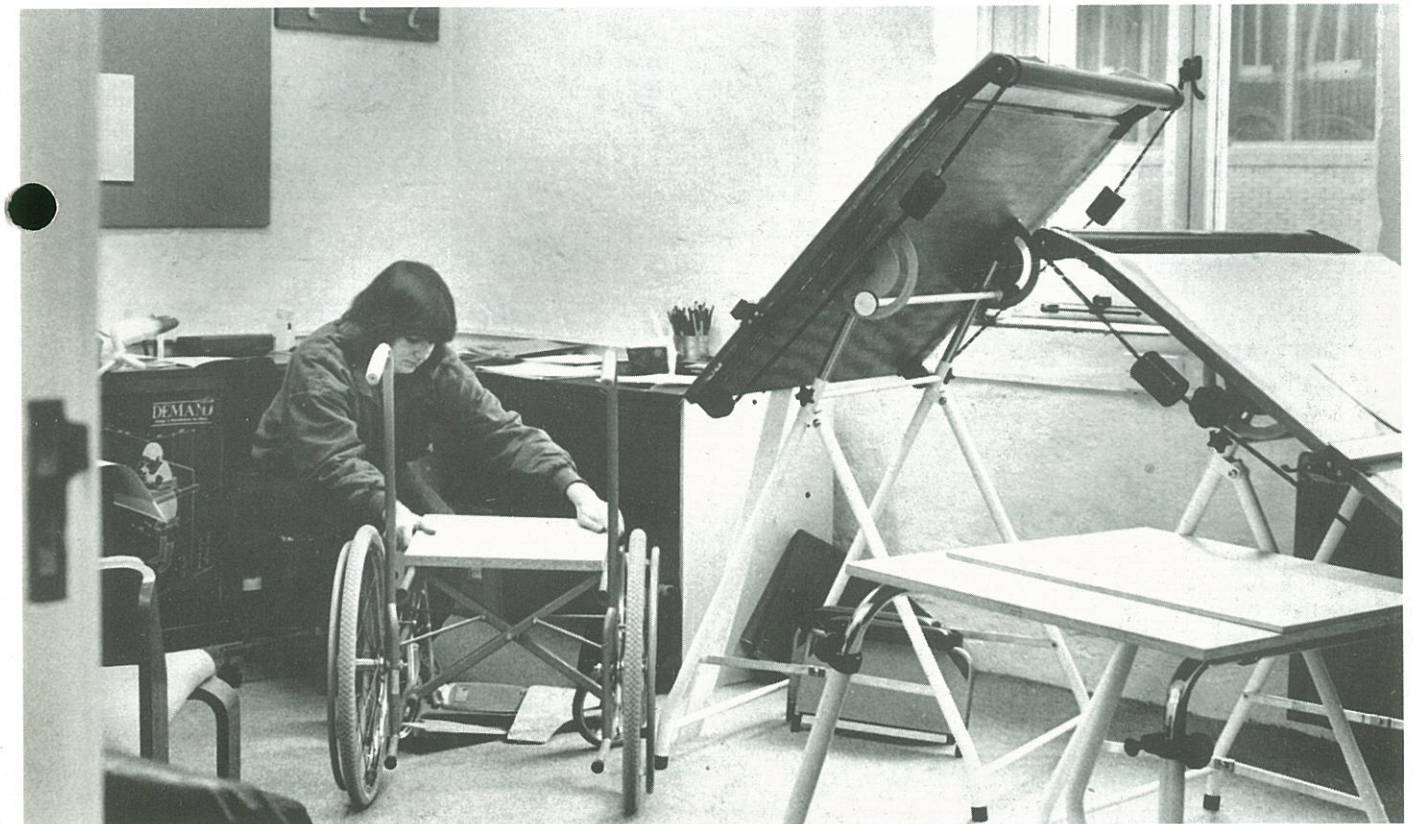
DEMAND AT WORK



A specially adapted seat for use both in kayak and canadian canoes and for carrying children over rough terrain



Communication aid for non verbal children, using 'eye-pointing' techniques



Diane Hobley developing a test rig to assist research on the 'stroke' chair

DEMAND

Design and Manufacture for Disability

Income and Expenditure Account for the year ended 31 December 1984

	1984 £	1983 £
INCOME		
Donations	76,685	73,313
Fund raising events	480	4,109
Deposit Interest	10,304	11,161
Taxed interest	74	—
Income Tax Recoverable	258	263
	<u>87,801</u>	<u>88,846</u>
EXPENDITURE		
Scholarships		
Fees	3,194	4,896
Subsistence Allowance	3,125	7,987
	<u>6,319</u>	<u>12,883</u>
Prototypes and Materials	3,083	2,596
Fund Raising Expenses	435	1,151
Research Expenses	7,391	6,006
Workshop Expenses	27,881	22,236
Administration Expenses	3,226	2,621
Irene Mould Prize Award	100	—
Depreciation	11,349	8,715
	<u>59,784</u>	<u>56,208</u>
Excess Income to General Fund	<u>28,017</u>	<u>32,638</u>

Note: The fixed assets are being written off over their expected useful lives at the following rates:
Leasehold Property Over the period of the lease. Tools and Equipment At 10% per annum on cost.
Motor vehicle At 20% per annum on cost.

Balance Sheet 31 December 1984

	1984 £	1983 £
FIXED ASSETS (Net of depreciation)		
Leasehold Property	7,697	14,175
Tools and Equipment	16,224	14,650
Motor vehicles	6,715	—
	<u>30,636</u>	<u>28,825</u>
QUOTED INVESTMENTS – At cost	1,004	—
CURRENT ASSETS		
Debtors and Prepayments	5,200	4,506
Cash and Bank Balances	124,595	108,502
	<u>129,795</u>	<u>113,008</u>
CURRENT LIABILITIES		
Advance Receipts	3,250	10,000
Creditors	1,875	3,540
	<u>5,125</u>	<u>13,540</u>
	<u>124,670</u>	<u>99,468</u>
	<u>156,310</u>	<u>128,293</u>
Represented by:		
GENERAL FUND		
Balance brought forward	128,293	95,655
Excess of Income over expenditure for the year	28,017	32,638
HONARARY TREASURER/TRUSTEE	<u>156,310</u>	<u>128,293</u>
Alex Jacob		

REPORT OF THE HONORARY AUDITORS TO THE TRUSTEES OF DEMAND

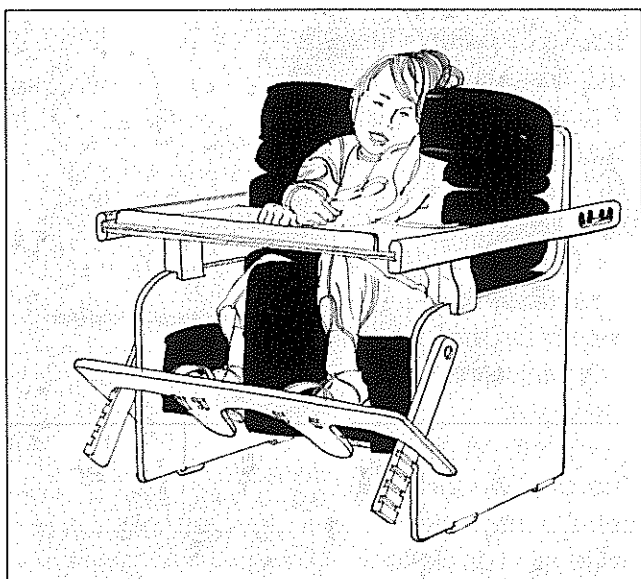
We have examined the annexed Balance Sheet and Income and Expenditure Account which have been prepared under the historical cost convention. In our opinion, the accounts give a true and fair view of the state of Demand's affairs at 31 December 1984 and of the income and expenditure for the year ended on that date.

33 St James's Street, London SW1A 1HX 21 February 1985

HERBERT PEPPER AND RUDLAND Chartered Accountants

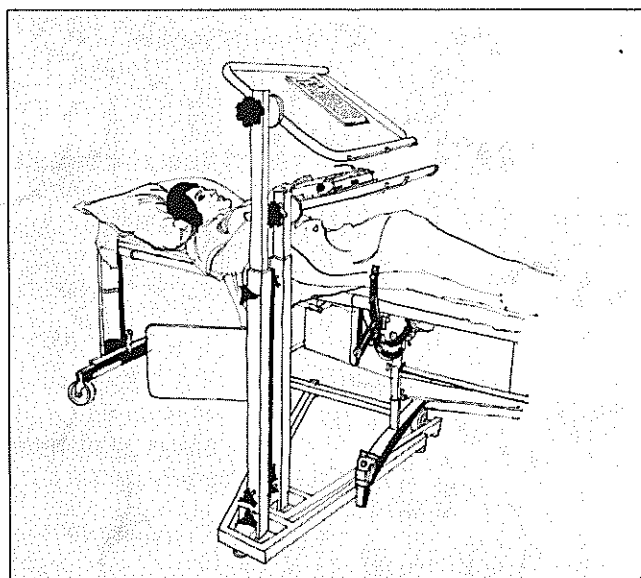
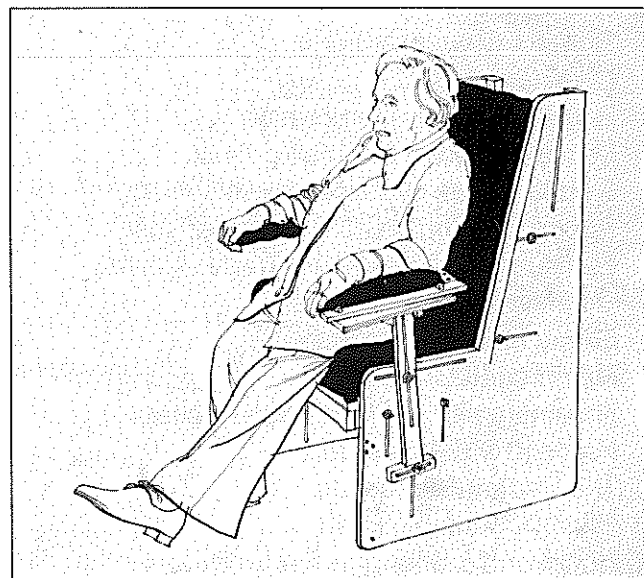
Principal Donors in 1984

Anonymous	Ministering Children's League
Adint Charitable Trust	Samuel Montagu & Co.
Hans Arndt Trust	Victor Mould Esq
Barclays Bank PLC	National Westminster Bank PLC
N. Balfour Charity Trust	Nestlé Charitable Trust
Benham Charitable Trust	Peacock Trust
BOC Group PLC	Pinchin Denny and Co.
British Electric Traction Co. PLC	P.F. Charitable Trust
British Petroleum Company PLC	Trustees of Dr John Radcliffe
John Brown & Company PLC	Rank Organisation PLC
Bucklebury Trust	RTZ Services
BUFA	Bank of Scotland
City Squash Club	St. Georges School
Robin T. Cole Esq	Burdett-Coutts School
Cripplegate Foundation	Notre Dame High School
R. Day Esq	Shell UK Limited
Drapers Charitable Fund	Mr & The Hon Mrs Tim Scott
Delta Group PLC	Soroptimist International Woolwich
English Property Corporation	Sir David Steel
Esmee Fairbairn Charitable Trust	Thomson Organisation PLC
Electra House Group Charitable Trust	Tudor Trust
Robert Fleming & Co. Charitable Trust	Unilever PLC
Furniture, Timber & Allied Trades Union	Worshipful Company of Vintners
Gilchrist Educational Trust	J.S. Webb Esq
Grand Metropolitan PLC	
Hambros PLC	
Hammersmith & West London College	
Harrison & Willis Limited	
The Hedley Foundation	
Hilden Charitable Fund	
Hongkong & Shanghai Banking Corp. PLC	
Imperial Group PLC	
Jephcott Charitable Trust	
J.N. Memorial Fund	
Kleinwort, Benson Charitable Trust	
Ladbroke Group PLC	
Brian Lancaster's Trust	
Edgar Lawley Foundation	
Sir Edward Lewis Foundation	
John Lewis Partnership	
Lloyds Bank PLC	
The Corporation & Members of Lloyds & Lloyds Brokers	
Marks & Spencer PLC	
Johnson, Matthey PLC	
Miss Marsh Charitable Trust	
Metropolitan Police	
Midland Bank PLC	



- ◀ A chair for a four year old boy with cerebral palsy. He is very floppy and unable to support himself. This chair gives support in the right places to keep him in a good position while playing or being fed.

A chair for a geriatric lady born with a rare bone disease – locking of the large joints. She was unable to rise from any existing chair with ease and seemed likely to have to go into care. Four years later she is still in her own home, able to get up and sit down and move about. ▶



- ◀ A table designed for bedridden children in Pugh's Traction from Nursery School to sixth form ages. The patient here has a typewriter on the lower table and a work book on the perspex surface of the higher table.

Every charitable trust, corporate body or private citizen with aims or wishes to alleviate disability in young and old, at home or overseas, should support DEMAND. Please give generously and earn the gratitude of the disabled and infirm everywhere. You can make a gift by donation or codicil to your will. Please make cheques payable to DEMAND, 99 Leman Street, London E1 8EY, Telephone: 01-488 9869