

ANNUAL REPORT 1994



DEMAND

Design & Manufacture for Disability

DEMAND

Design and Manufacture for Disability

Registered Charity no. 1008128

Principal Patron

The Earl of Snowdon GCVO RDI

Patrons

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Baroness Darcy de Knayth

The Rt Hon Alfred Morris AO QSO MP

Miss Esther Rantzen OBE

The Lord Renton PC KBE QC

The Lord Wolfson FBA

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David Smith (Hon Treasurer)

Lady Hermione Grimston

Dr Leslie Massey

Thomas Mercer

Hon Medical Advisers

Dr Peter Mills FRCP

Dr Michael Swash FRCP

Auditors

Herbert Pepper & Rudland

Chief Executive

Brian Greathead

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A message from Esther Rantzen OBE Patron of DEMAND

I am writing to tell you about a brilliant idea, and like so many brilliant ideas it is in fact very simple. It is to bring together doctors, designers and the craftsmen who make furniture, to work for people who need very special designs which can completely transform their lives.

Jenny, a dear little four year old, has suffered since birth from Rett syndrome, a dreadful degenerative disease of her muscles. Her medical advisors were unable to find anything that provided her with the support and comfort she so urgently needed. They sought the help of DEMAND, a specialist charity founded 14 years ago. It creates furniture and equipment for children and adults with serious disabilities when no other solution exists. DEMAND, this unique charity, built for Jenny a unique armchair which has transformed her young life.

Here is another problem, sadly a common one. David suffers from cerebral palsy. A young man of 20, he can't sit, stand or walk, nor can he speak or communicate in any way. DEMAND built for David a special bed which has made his impossible life a little more tolerable.

And of course there are thousands like Jenny and David, and frail old people too, who need the invention and skill, and the loving care of DEMAND. But to create these little miracles they need our money. I wholeheartedly commend to you the work of DEMAND and I hope that for the sake of some of the children and adults, in greatest need in our society, that you will respond generously.

Esther Rantzen



Chairman's Foreword

DEMAND is a most practical and innovative charity which provides priceless gifts for children and adults with severe disabilities. DEMAND's work is now recognised throughout the country and the need for our special services steadily increases, year by year. This Annual Report highlights only some of the valuable work carried out during 1994.

DEMAND is different in that we provide tangible solutions to real problems. When equipment is not available, we are often the last resort to meet special needs. Our designers and craftsmen are skilled and dedicated. They assess problems in conjunction with medical professionals and then design and manufacture the solutions in our well equipped workshops. By the nature of our work, our most significant expenditure is the employment of our designers and craftsmen.

I know that many of you are concerned that donations may be wasted on unnecessary administration. At DEMAND if a task can be done in house - and it usually can - it is. We write and compile the Annual Report ourselves. We incur no public relations costs. The photographs, taken by our staff and used in the Annual Report, are genuine. You will appreciate that it is not always appropriate to publish some of the most severe cases. I want you to know that at DEMAND every aspect of both cost control and accountability is meticulously managed and open to any scrutiny.

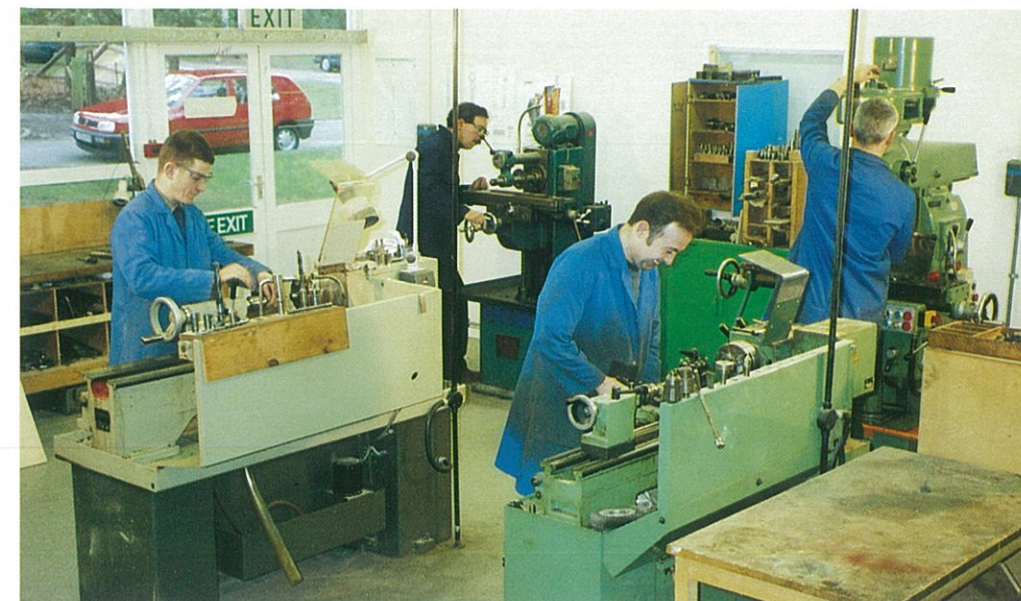
As always we extend to you a warm welcome to visit DEMAND to see for yourselves the quality work we undertake on behalf of disabled people. I ask you to lend your support in whatever way you can.

Michael Warr

Michael Warr



DEMAND at Work



DEMAND makes unique equipment for anyone who has need, regardless of their ability to pay. We try to help all who come to us however serious and disabling their problems. The gift of a special item of equipment may enable them to continue to work, to take employment that would otherwise not be possible or allow them to live independently at home.

Our well equipped workshops are situated within the grounds of Napsbury Hospital. The spacious 6000 sq ft premises are equipped to meet the long term needs of the Charity. There is a design centre, woodwork shop, metalwork shop, plastic forming and upholstery room, welding shop and a spray booth. There is excellent car parking and the single storey building enables disabled people to visit us easily.

DEMAND's designers and craftsmen work in close co-operation with physiotherapists, occupational therapists, health visitors and social workers: in schools, clinics, hospitals and people's own homes. All project assessments are carried out by our qualified designers who personally supervise the projects through to completion. Our skilled craftsmen ensure a high standard of workmanship.

Requests for DEMAND's help are ever increasing and our output is governed by the number of craftsmen we can afford to employ. Our hope for the future is that we will be able to fund the employment of additional craftsmen to meet the ever increasing need for DEMAND's services.

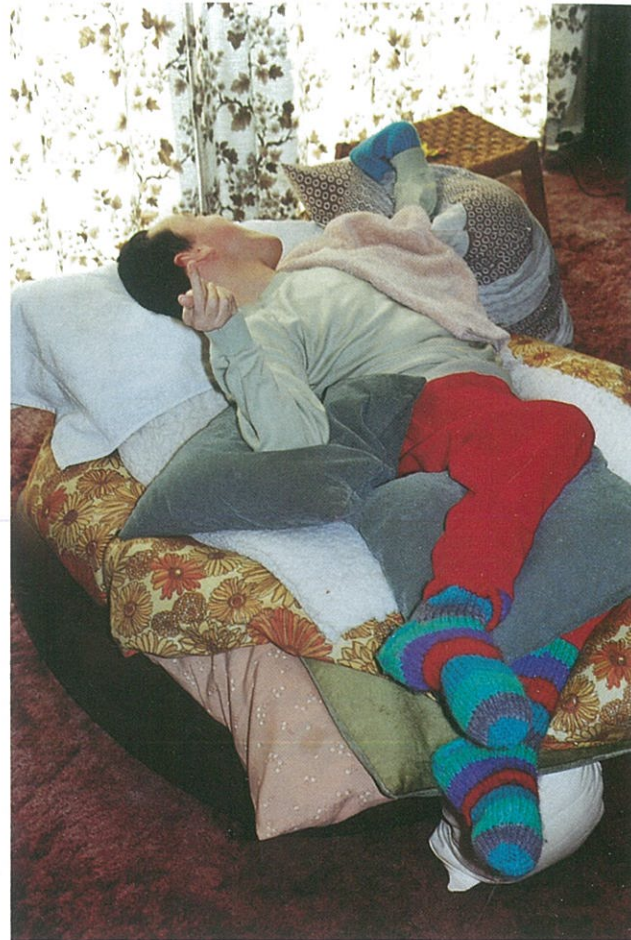


Day Bed for David

David is 20 years old. He has cerebral palsy. He is severely mentally and physically handicapped. He cannot sit, stand or walk. He cannot speak or communicate in any way. He lives at home with his mum and dad who care for him and love him dearly. David used to spend the day lying on the floor supported only by cushions. This was making his extreme physical problems even worse.

DEMAND designed and manufactured a day bed for David. The bed is made from separate foam sections of different densities and contoured exactly to his shape. This ensures that David is fully supported and as comfortable as possible. The bed can be tilted to raise his head so that he is more aware of his surroundings. It can be wheeled from room to room and his mother can take David with her into the garden.

As the photograph shows, his parents no longer have the difficult task of lifting him to adjust his cushions. The provision of the bed has greatly improved David's quality of life.



Armchair for Jenny

Jenny is four and an only child. She lives at home with her mother and father. She has Rett syndrome, an incurable degenerative disease that only affects girls. She cannot walk. She cannot hold herself upright when sitting and must wear a chest brace to support her upper body. She was spending most of her time sitting in a chair propped up with cushions and blocks of foam.

DEMAND designed and made a unique fully upholstered armchair for Jenny. It has head and side supports, a tilt back seat to prevent her from sliding forward and contoured cushioning for postural control and comfort. A removable tray was also provided.



As the photograph shows, Jenny is a bright and cheerful young lady. The provision of this chair has transformed her young life.

Standing Frame for Donald

Donald is 49 years old and lives in North London. He is a lecturer at the University of London. He has multiple sclerosis. Over the past year his condition has deteriorated and he is now totally dependent on his wheelchair. His physiotherapist was concerned that sitting down all day would adversely effect his general health. It is necessary for Donald to stand up for a period of time each day to obviate these problems. As Donald's physiotherapist was unable to find a suitable standing frame she came to DEMAND for help.

DEMAND designed and built a standing frame to which Donald can transfer from his wheelchair. He places his feet into fixed supports and using special handles pulls himself into a standing position. The frame incorporates knee and chest supports together with straps which he can do up himself. The frame supports him comfortably and firmly. A lift up tray enables Donald to work when using the standing frame.

Donald and his physiotherapist are delighted that he can now carry out his therapy at home and without assistance.



Workstation for Andrew

Andrew, aged ten, has cerebral palsy. He lives at home in St Albans. He has limited speech and poor control of his arm movements. He uses a computer for learning, for therapy, for communication and for play. The computer was sited on a static, no adjustable table. This was totally unsuitable as Andrew did not have any support for his arms when operating the computer. Andrew's occupational therapist asked DEMAND to help.

Our designers visited Andrew and assessed his needs. DEMAND designed a computer workstation which positions the computer and its peripherals to exactly suit Andrew. It has adjustable arm supports so that Andrew can control his movements. It is height adjustable and has a tilting keyboard shelf.

The provision of this computer workstation enables Andrew to use his computer comfortably. This allows him to spend more time developing his learning, therapy and communication skills.

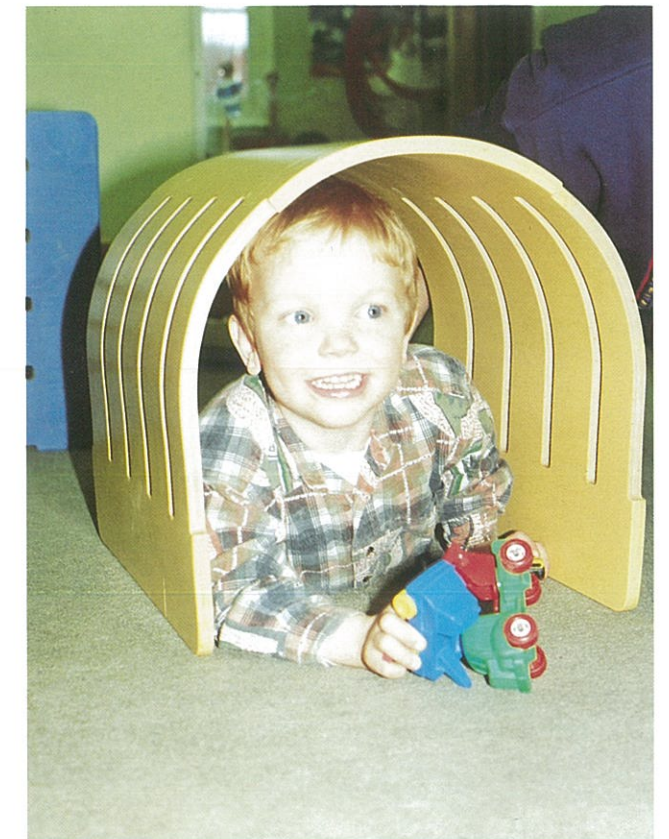


Therapy through Play

Physiotherapists from the Child Development Centre, St Albans Hospital, wanted some special play and therapy apparatus for children with cerebral palsy. They needed apparatus which could be used for remedial exercises and which the children would enjoy using. They asked DEMAND to help.

Working with the physiotherapists our designers drew up a specification for some Play Therapy Tunnels. They are made from wood laminates moulded around a former and are attractively painted in bright colours. The tunnels are used for a range of different therapy exercises and games. The children can crawl through the tunnels, climb over them or use them as slides. They can be converted into seats, steps or tables by inserting special platforms into the slotted sides.

The Play Therapy Tunnels are very popular with the children and their physiotherapists. DEMAND were subsequently asked to build additional tunnels for the Child Development Centre in Hemel Hempstead and for Meadow Wood, a special school in Watford.



Armchair for Hannah

Hannah, who is six, has cerebral palsy. She lives in Harrow, with her mother, father and sister. She can only sit unsupported for short periods. Her physiotherapist believes that through exercises her condition can be significantly improved. The exercises require great effort and by mid afternoon Hannah is very tired.

When resting Hannah used a child's wooden chair or was propped up with cushions on a sofa. The wooden chair was uncomfortable and when sitting on the sofa she would inevitably end up in a slumped position. Her physiotherapist felt that her seating was harmful to her and asked DEMAND to help.

DEMAND designed and made for Hannah a customised armchair. The cushioning is contoured to give her excellent support and comfort. It has a high back with a separate headrest and can be adjusted to allow for her growth. It has a large removable tray for meals and leisure activities.

Hannah and her parents are overjoyed with the support and comfort this armchair provides.



Gardening Chair for Mike

Mike loves his garden and spends as much time as possible working in it. As a young man he contracted poliomyelitis, which left him with severe weakness in his back and legs. Mike is now 54. He can walk a little with the aid of full length leg callipers and crutches.

Mike must sit down when working in his garden. He was using an old wooden chair with two planks of wood screwed to the legs to prevent it sinking into the ground. Mary, his wife, would carry the heavy and cumbersome chair, with great difficulty, to where he wanted to work. The chair became broken and dangerous and DEMAND were asked to help.

After visiting Mike at home in Bristol, DEMAND designed and built a lightweight, but strong and rigid, gardening chair made from plastics. The chair has a moulded seat mounted on a tubular frame. The legs are fitted with large pads to prevent them sinking into the earth. Mary can carry the chair effortlessly and indeed Mike is able to carry it for short distances. He is delighted with his gardening hobby, in comfort and without becoming unduly tired.

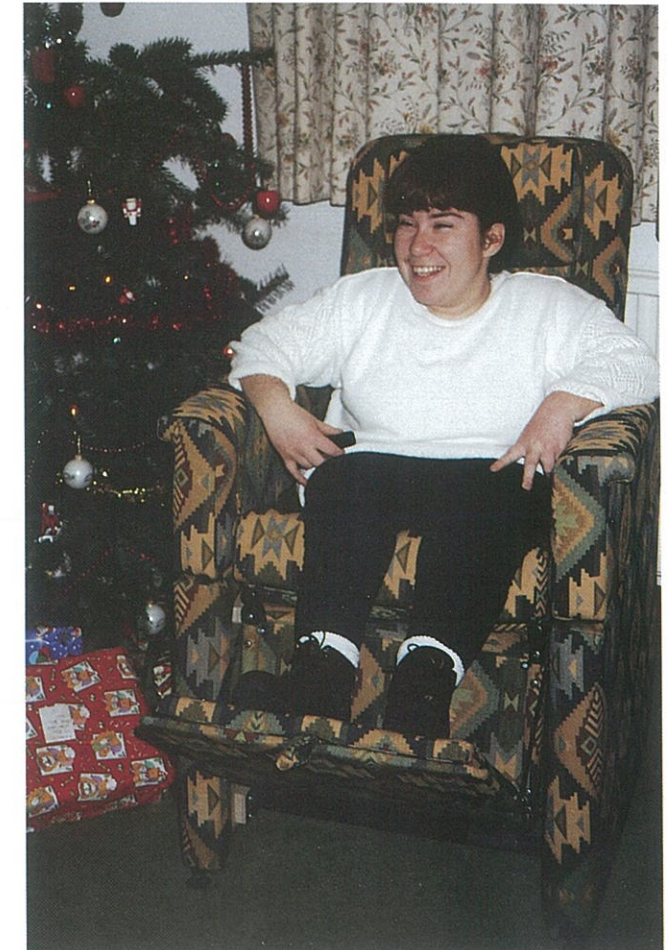


Armchair for Claire

Claire is a bright and lively fourteen year old. She lives at home in Harrow with her mother, father and brothers. She has spina bifida and scoliosis. She cannot walk, stand or sit without support. Claire desperately wants to be as independent as possible. Her parents have modified their house to meet her needs. She has her own adapted bathroom for privacy and a special high bed which she can get into herself from her wheelchair. However, she did not have an armchair which she could get into unaided. Claire's occupational therapist asked DEMAND to help.

DEMAND designed and made a motorised armchair. The chair has lift up arms which allows Claire to transfer to her wheelchair unaided. At the touch of a button she can recline it to the most comfortable position. There is a fold out footrest which supports her feet and legs at the same position as her wheelchair. The chair cushioning is customised to give her support and comfort. The chair is upholstered in fabric chosen by Claire.

Claire is absolutely delighted with her chair. The independence she has gained is extremely important to her.



An Aid to Stroke Recovery

Cerebrovascular accident (CVA) is the leading cause of neurological disability in Western society. In Europe alone one million new cases occur every year. It is the third most common reason for acute admissions to hospitals in the UK. At any one time 10,000 hospital beds are occupied by patients needing rehabilitation treatment.

The Wolfson Stroke Chair was specially designed by DEMAND for the treatment of CVA patients in the early stages of recovery. It was the result of a five year research and development programme partially funded by the Wolfson Foundation. Thousands of stroke and neurological patients have benefited from its unique design since it was launched in 1988.

The photograph shows a medical team at "Jimmy's", St James Royal Infirmary, Leeds, together with one of their patients being treated in a Wolfson Stroke Chair.

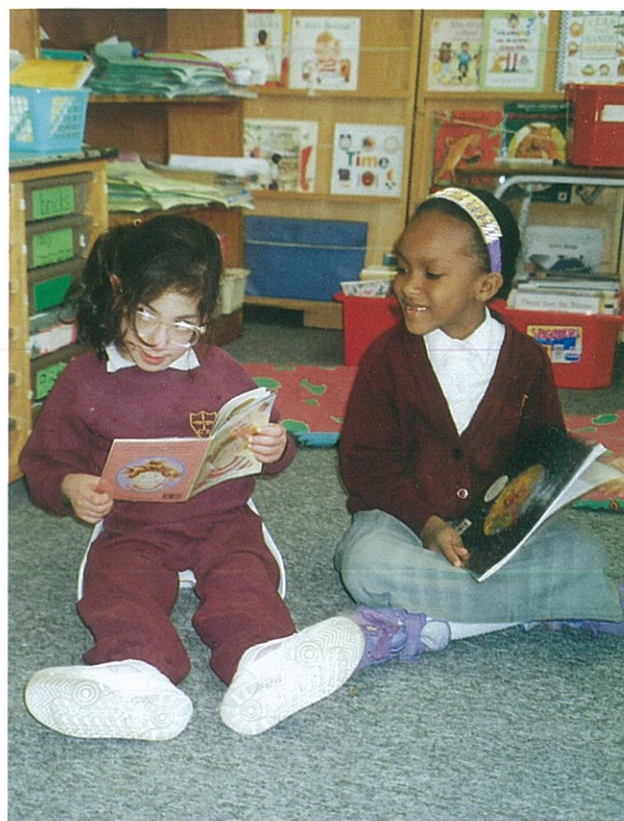
The DEMAND Floorsitter

The DEMAND Floorsitter is an exciting new invention and is already an overwhelming success. It was designed by DEMAND in collaboration with physiotherapists at the Child Development Centre at St Albans Hospital.

This simple lightweight seat enables children with cerebral palsy to sit up unaided, often for the first time, with absolute safety. Two hundred Floorsitters have been manufactured and distributed in just three months.

This ingenious seat offers a simple solution to the problem of sitting balance in these younger children. It makes it possible for them to join other children in group activities such as music, singing and storytelling. The Floorsitter enables them to play without falling over and protects them from playful knocks and bumps from other children.

The Floorsitter is vacuum formed from plastic and is light and compact. It is comfortable to use and totally safe. It is designed to fit most small children. It can be used at school, at home and on outings and holidays; in fact in every situation where the children wish to sit independently.



DEMAND at "NAIDEX '94"

DEMAND again exhibited at NAIDEX, the International Exhibition of Equipment and Services for Disabled and Elderly People, held in September at the Wembley Exhibition Centre.

The exhibition presents an ideal opportunity to increase national awareness of DEMAND's unique services, namely the design and manufacture of individual items of furniture and equipment for disabled children and adults who have special needs.

A range of DEMAND's designs which provide general solutions were exhibited. They are the Wolfson Stroke Chair for the treatment of stroke patients in the early stages of recovery, the Wingwalker, the Therapy Bench and the Floorsitter for the treatment of children with cerebral palsy. Also on display was a prototype of the Walk/Sit Frame which enables the user to sit and rest when necessary.



The DEMAND stand attracted huge interest from hundreds of visitors including physiotherapists, occupational therapists, social workers and other members of the medical professions. Following the exhibition DEMAND has received many enquiries and requests for help.

The DEMAND Walk/Sit Frame

The Walk/Sit Frame is both a walking aid and a therapy aid. It is beneficial when patients are reluctant to use a conventional walking frame as they are afraid of falling through fatigue.

It has a swivel seat to allow the user to sit and rest when necessary. The seat engages automatically when a sitting position is adopted and disengages when the user stands up. It is unnecessary to let go, or turn round, to adopt a sitting position, so making it safer. It is height adjustable and has swivel castors on the front legs for mobility.

The Walk/Sit Frame helps physiotherapy patients to adopt an upright posture when learning to walk again, rather than a stooped posture sometimes associated with other walking frames. It is also ideal for occupational therapy when patients wish to sit down whilst carrying out domestic tasks, for example when working in the kitchen.

The Walk/Sit Frame gives the user a sense of confidence and safety as they can sit down immediately if they suddenly feel fatigued.

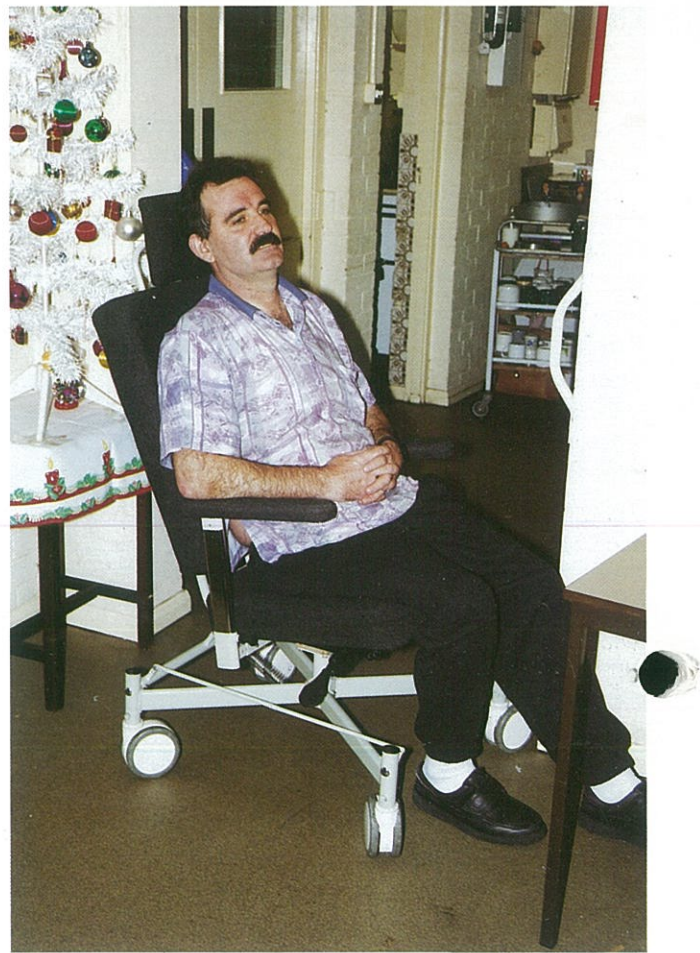


Workchair for Terry

Terry, who is 43, lives with his wife and three children in Hemel Hempstead. He has multiple sclerosis and uses a wheelchair continually. He does light assembly work at The Dacorum Work Centre. Unfortunately, the seating at the Centre is not suitable for his needs. He is over six feet tall and heavily built. When transferring from his wheelchair to his old workchair he dropped on to it as he cannot lower himself. This put excessive strain on the chair which slid dangerously across the floor when not held by a helper. His occupational therapist could not find a suitable chair for Terry and asked DEMAND to help.

Our designers visited Terry at the Centre to evaluate his needs. DEMAND designed and built a height adjustable workchair for him. It has a heavy duty steel base mounted on four locked castors which, through a simple hand lever, can be unlocked by him whilst sitting on the chair. Retractable arm rests enable him to transfer easily from his wheelchair. The deep padded seat and the large adjustable reclining backrest give Terry good postural support whilst working and comfort during his rest periods.

Without the provision of this chair Terry would not be able to continue to work.



Motorised Chair for Sarla

Sarla suffers from severe arthritis. She has difficulty standing and can only walk with the aid of a walking stick. Sarla could not sit comfortably for any length of time and was unable to get in and out of a chair without the assistance of her husband. As her condition deteriorated her social worker decided that she needed a motorised reclining and lifting chair. Her social worker was unable to find a suitable chair and DEMAND were asked to help.

DEMAND designed and built a motorised reclining chair customised to her special needs. The lift and tilt action enables Sarla to get in and out unaided. The cushioning is designed to give her full support and comfort. The fabric to cover the chair was chosen by Sarla to harmonise with her existing furniture.

Sarla and her husband are delighted with the comfort and independence which this special chair gives her.



Riding for Disabled People

The "Riding for the Disabled Association" provides the opportunity of riding to disabled people who may benefit in their general health and wellbeing. The Stanmore group asked DEMAND to solve the problem of getting disabled youngsters safely mounted and dismounted from the horses. They were using a method whereby one helper held the horse, another helper stood at one side whilst a third helper lifted the rider bodily into or out of the saddle. For larger horses the lifter stood on a small platform but the helpers felt that this method was unsafe as the platform was unstable.

DEMAND designed and built a new mounting platform large enough for two helpers to stand on, making it safe and easier to lift the rider into and out of the saddle. It is fitted with guard rails and finished with a non slip surface. It is adjustable to provide different working heights. It is strong light and easy to manoeuvre.

The new mounting platform enables the helpers to get the disabled youngsters mounted and dismounted easily and safely. The design drawings have been given to the Central Office of "Riding for the Disabled Association" for distribution nationally to all their groups so they can manufacture the mounting platform locally.

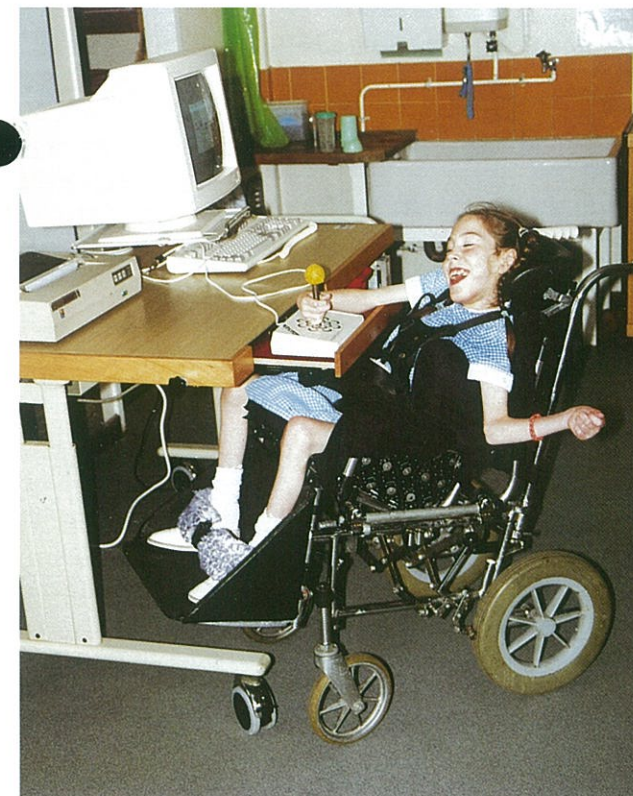


Motorised Workstation

Breakspeare School, Abbots Langley, is a special school for children with extreme learning difficulties. Previously, DEMAND designed and made some manually adjustable computer workstations for the school. These enabled some children with severe disabilities to communicate through computers for the first time. However, not all the children were able to use the workstations because of their limited range of adjustment. The Headmaster again asked DEMAND to help.

DEMAND designed and built an electrically powered computer workstation with a wider range of adjustment. The monitor is supported by a pivoted arm and is adjustable, with finger tip ease, for precise height and angle. The retractable keyboard tray allows wheelchair users to have the keyboard close to them between the arms of their wheelchairs. The central processing unit is mounted to the legs of the workstation to keep the desktop clear. A storage drawer has also been provided. A cable management tray is fitted for additional safety.

The more severely disabled children at the school are now able to communicate through a computer. The Headmaster, teachers and parents are delighted with the opportunities which the new workstation provides for the children.



Other projects

Vibro Acoustic Bed

This bed was made for the Harperbury Hospital Vibro Acoustic Therapy Department. Sound waves are played through speakers positioned beneath the mattress. The melodious sounds and vibrations have a soothing affect on the patients.

Bathing Seats

DEMAND made and fitted some special bathing seats for the patients of the Napsbury Hospital Brain Injury Unit.

Armchair for Kathleen

Kathleen weighs 25 stones due to an under active thyroid gland. DEMAND made for her a large armchair, customised to meet her special needs.

Wheelchair Modification for Ada

Ada, an elderly lady, suffers from multiple sclerosis. DEMAND modified her wheelchair by adding side supports, a footrest and a headrest.

Talia Prone Board

Following many requests for a larger version of the Talia Prone Board, DEMAND modified the existing design to cater for taller children.

Skateboards

Special skateboards were made for the Child Development Centre, Hemel Hempstead. Children with cerebral palsy lie on the skateboards and propel themselves around.

Bed Modifications for Derek

Derek, 52, is extremely physically disabled. He lives in the Walsingham Community Home, St Albans. He was frequently falling out of bed. DEMAND modified his bed to prevent this happening.

Chair for Glenda

Glenda lives in the Mencap home, Harpenden. She has extreme physical and mental disabilities. Previously DEMAND made her a special chair. We modified the chair to improve her manoeuvrability.

Wheelchair Ramps

Many members of the St Albans Self Advocacy Group use wheelchairs. DEMAND designed and built custom made ramps to give access to the house where they hold their meetings.

Chair for Christine

Christine is 24 and suffers from brain damage. She attends the Rosa Morrison House Day Centre. DEMAND modified a special chair which we previously made for her to meet her changing needs.



Worktable for Julia

Julia is four. She has cerebral palsy. She attends nursery school in Rickmansworth. DEMAND built her an adjustable writing desk.

Therapy Chair for Winifred House

DEMAND built a balance therapy chair for young adults, with severe mental and physical handicaps, who attend Winifred House Day Centre.

Feeding Aids for Carole

Carole is four and has athetoid cerebral palsy. DEMAND manufactured a cup holder and a spoon on a flexible arm to help Carole feed herself.

Rocking Device for Jill

Jill is two and has cerebral palsy. DEMAND modified a rocking device fitted to her cot. The rocking motion helps her breathing whilst she sleeps.

Wheelchair Changes for Daphne

Daphne, who is 80, attends Springwood Day Centre, Edgware. DEMAND modified her wheelchair by adding side supports, armrests and a footrest.

Motorised Chair for Margaret

Margaret is 65 and has severe arthritis and asthma. She cannot get into a normal chair. DEMAND built her an electrically operated lift and recline chair.

Indoor Ramps for Helen

Helen, who is 72, has multiple sclerosis and uses a wheelchair. She lives in St Albans. DEMAND built indoor ramps for her which fold away when not in use. She is now able to get to the bathroom.

Motorised Chair for Pat

Pat is short, overweight and has a congenital dislocated hip. DEMAND built for her an electrically operated lift and recline customised chair.

Bath Seats

Roundwood Hostel caters for people with extreme physical disabilities. DEMAND rebuilt and fitted a foldaway bath seat for use by the patients.

Chair Changes for Peter

Peter, 4, has cerebral palsy and attends the Child Development Centre, St Albans. DEMAND modified his "Alvima" chair to enable him to use it correctly.

Bed Supports for James

James, 5, has Down's syndrome. He was falling out of bed whilst asleep. DEMAND built him a bed with an angled mattress raised at one end and supports at the sides.

Wheelchair Changes for Jean

Jean, 85, is very overweight. She is a permanent patient at Finchley Memorial Hospital. DEMAND modified her wheelchair by making it wider and adjusting the angle and depth of the seat.

Footrest for Therapy Chair

DEMAND modified the footrest of a balance therapy chair, originally built by us, for the Rosa Morrison House Day Centre.

Chair for Kate

Kate, 20, suffers from cerebral atrophy. She lives in a Mencap flat in Harpenden. DEMAND made her a special chair with a high backrest, head support and footrest.

Toilet Seat for Rosemary

Rosemary, 13, has cerebral palsy. She lives in Derby. She had difficulty in using the toilet. DEMAND built a special toilet seat fitted with a pommel.

DEMAND also helped many other disabled people to locate the special equipment they needed. Advice was sometimes given in reply to a telephone enquiry but more frequently resulted from our visiting the client at home and assessing their needs. We advised over a hundred clients in this way.

Staff Associates:

Ron Currell, Operations Manager
Alan Stokes, Finance & Fundraising Manager
Beryl Cresswell, Administration
Brian McGirr, Designer
Graham Dawkins, Designer & Craftsman



Therapy Bench for Lorna

Lorna, who is 3, has cerebral palsy. She was successfully using a DEMAND Therapy Bench at the Child Development Centre, St Albans. DEMAND made a fixed Therapy Bench for her use at home.

Chair for Winifred House

Winifred House is a home for young adults with serious physical and mental disabilities. DEMAND added footrests to their armchairs enabling residents to be moved safely around the house.

Chair for Barbara

Barbara is 35 and lives in Epsom. She suffers from arthritis and is allergic to certain materials. She cannot use normal chairs. DEMAND built her a chair of untreated wood, suitably upholstered.

Therapy Treatment Table

The Marie Foster Home, Barnet, caters for people with multiple sclerosis. DEMAND renovated the Therapy treatment table and improved the safety features.

— Frank Flanagan, Craftsman
— Kelvin Scott, Craftsman
— Paul Malloy, Craftsman
— Gordon Tapping, Craftsman

Design Research for Disability at the London Guildhall University

The academic year 1993-94 proved to be another very successful period for the Design Research for Disability course, both in terms of student product output and academic results. The group consisted of six paramedics and nine designers who were able to work together and utilise each others' professional skills to great effect.

The range of project work included specialised therapy and play systems, a baby carrier for wheelchair bound parents, a print therapy system for hemiplegic adults, work for the autistic, a hoist for intensive care use and other products related to design for special needs.

DEMAND were able to support two students during this period of time: Kai Wharton and Adrian Eynon. Pip Brown was awarded the Irene Mould prize.

Kai established the requirements of pupils and teachers in special schools implementing the National Curriculum for Music. He designed an organ based musical instrument to enable non-music teachers to teach melody, create cross-curricular opportunities and promote peer group interaction. He completed his studies in July 1994.

Adrian explored the feasibility of merging the technology of virtual reality with music therapy. He aims to create an interactive system based on sound, colour and symbols in order to improve the educational, recreational and life experience of people with autism. Adrian will complete his studies in July 1995.

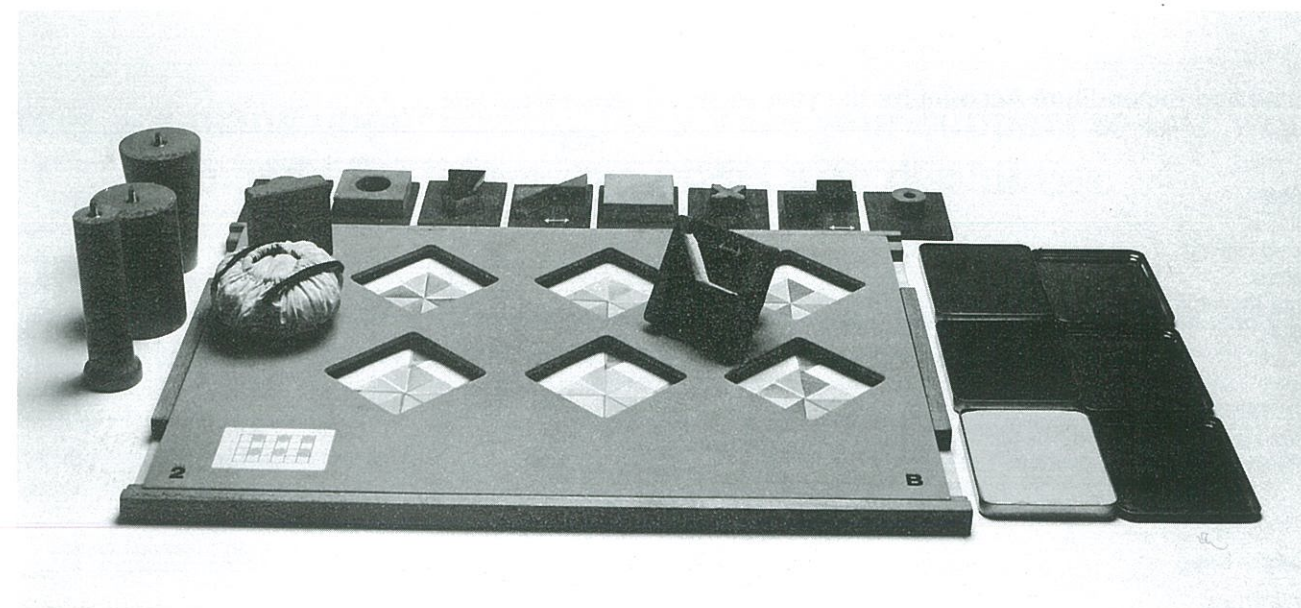
The DEMAND workshop at Napsbury Hospital, together with its technical staff, was once again made available to the students, and played a significant and helpful role. Their technical advice and machining ability helped to resolve some of the students' design problems. The accommodation facility and DEMAND's generosity in providing this free of charge to the students is greatly appreciated by students and staff.

Next academic year it is hoped that DEMAND will be able to make a contribution to one of the new units of study in the area of jig making and technical design development.

The staff and students on the course thank DEMAND for their time, help and support.



A Baby Carrier for wheelchair users
designed by Debbie Duffield



Printing as a Rehabilitation Tool
designed by Pip Brown



Intensive Care Hoist
designed by Gillian Cragg

DEMAND

Design and Manufacture for Disability

Income and Expenditure Account for the year ended 31 December 1994

	£	1994	£	1993	£
INCOME					
Donations		145,457		152,637	
Untaxed Interest		8,090		9,201	
Royalties		4,699		4,651	
Income Tax recoverable		2,066		1,798	
Sales		23,720		12,946	
		<u>184,032</u>		<u>181,233</u>	
PADDY RENTON FUND					
Donations and covenants	-		-		
Income Tax recoverable	-		-		
		<u>-</u>		<u>-</u>	
Less: Expenses	(2,069)		(1,356)		
Per Balance Sheet	(2,069)		(1,356)		
EXPENDITURE					
Cost of sales		11,010		3,269	
Student support		3,125		3,621	
Staff costs		144,707		133,355	
Professional fees		1,150		994	
Workshop and design expenses		32,662		30,664	
Administration expenses		8,029		10,539	
Depreciation and Amortization		10,905		10,931	
		<u>211,588</u>		<u>193,373</u>	
(DEFICIT)/SURPLUS		<u>(27,556)</u>		<u>(12,140)</u>	

Balance Sheet as at 31st December 1994

	£	1994	£	1993	£
FIXED ASSETS (net of depreciation)					
Tools and equipment		27,815		37,637	
Motor vehicle		781		1,561	
		<u>28,596</u>		<u>39,198</u>	
CURRENT ASSETS					
Debtors and prepayments	10,851		9,606		
Cash and bank balances	159,524		175,153		
	<u>170,375</u>		<u>184,759</u>		
CURRENT LIABILITIES					
Creditors	45,943		41,304		
		<u>124,432</u>		<u>143,455</u>	
		<u>153,028</u>		<u>182,653</u>	
FINANCED BY:					
GENERAL FUND					
Balance brought forward		167,007		179,147	
(Deficit) for the year		(27,556)		(12,140)	
		<u>139,451</u>		<u>167,007</u>	
PADDY RENTON FUND					
Balance brought forward	15,646		17,002		
(Deficit) for the year	(2,069)		(1,356)		
		<u>13,577</u>		<u>15,646</u>	
		<u>153,028</u>		<u>182,653</u>	

The balance sheet shows the state of affairs of DEMAND as at the 31 December 1994 and the Income and Expenditure Account for the year ended on that date. We also show the balance sheet and income and expenditure of the charity for the year ended on the 31 December 1993.

Hon Treasurer/Director
D H R Smith

Full Accounts which have been audited by Herbert Pepper and Rudland are available on request from the Company Secretary.

WAYS OF HELPING DEMAND

There are many opportunities for giving your support to our work in aid of children and adults with disabilities.

BY CHEQUE OR CREDIT CARD

Please send your donation, no matter how small, to DEMAND. Please use the reply slip below to make your gift.

BY GIFT AID - COMPANIES

For gifts of £250 or more. The company deducts basic rate income tax from the payment and accounts for it to the Inland Revenue. As a registered charity, DEMAND is exempt from income tax and can recover the tax deducted by the donor. The gross amount of the payment is allowed against the company's profits.

BY GIFT AID - INDIVIDUALS

An individual may also use this scheme for a gift of £250 or more. This gift is made net of basic rate tax and DEMAND claims repayment of the tax from the Inland Revenue. Higher rate taxpayers can claim additional tax relief at 15 per cent via their tax return. A gift of £300 only costs you £240, but DEMAND receives £400 in total.

BY A DEED OF COVENANT

A promise to pay a specified sum over an agreed period of at least four years. DEMAND can recover tax at the basic rate on your covenant, provided that you are a tax payer. You may wish to make an annual payment, or prefer to spread your contribution on a quarterly or monthly basis.

BY PAYROLL GIVING

If your employers operate a payroll giving scheme, you can arrange with them to deduct a regular gift from your gross pay in favour of DEMAND. This is a tax efficient way of giving.

BY A LEGACY

Leaving a bequest to DEMAND. Why not remember us through your will?

BY A SPECIAL GIFT

You may wish to give for a specific project. We would be only too pleased to discuss this with you.

to: DEMAND
Design and Manufacture for Disability
Three Cedars
Napsbury Hospital, Shenley Lane
London Colney
Herts AL2 1AA

Please send a Company Gift Aid form ☐

Please send an Individual Gift Aid form ☐

Please send a Deed of Covenant ☐

I wish to donate by credit card/CAF Charity Card. Please debit my Visa/Access/Charity Card for the sum of: £ _____ (_____)

My card No is: _____ Expiry date _____

Name: _____

Address: _____

Signature: _____

Postcode: _____

Date: _____/_____/_____

Donors to DEMAND in 1994

Abbey Life Assurance Co Ltd
Adwest Group plc
Aegis Group plc
The Airflow Community Ltd
The Alchemy Foundation
Allied Irish Bank plc Staff Charity Scheme
Anonymous
The Assheton-Smith Charitable Trust
The Astor Foundation
Aurora plc
Sir John and Lady Balcombe
Barclays Bank plc
The Barnet Recreational Trust
The Earl Bathurst
BBC Children in Need
Benham Charitable Settlement
Betard Bequest
The D J Black Charitable Trust
The Hubert Blake Charitable Trust
Chas A Blatchford & Sons Ltd
Henry Boot & Sons plc
Boots Charitable Trust
E G & M A Bousfield Charitable Trust
C T Bowring (Charities Fund) Ltd
Breakspeare School
British Aerospace plc
G W Britten
BSI Banca Della Svizzera Italiana
BUPA Investments Limited
Edward & Dorothy Cadbury Trust
Royal Bank of Canada
Cazenove & Co
Chapman Charitable Trust
Philip Charlton
Miss M L Clements
F B Coales No 4 (Family) Trust
Commercial Union plc
Cooper Charitable Trust
Douglas F Cooper
Cornhill Insurance plc
Courage Charitable Trust
Sir William Coxen Trust Fund
Mary Kathleen Coyle
Mr and Mrs N Cozens
Eileen Crook
Croudace Limited
The Thomas Curtis Charitable Trust
D M Charitable Trust
D'Oyly Carte Charitable Trust
Dacorum Disabled Work Centre
Delta PLC
Derbyshire County Council
The Duke of Devonshire's Charitable Trust
R M Douglas Charitable Trust
Druck Limited
Eagle Star Insurance Company Limited
Eastern Electricity plc
Eaton Limited
Gilbert & Eileen Edgar Foundation
The Gilbert Edgar Trust
Electrolux Limited

Emhart Materials (UK) Ltd
Etam plc
Evans of Leeds plc
Norman Evershed Trust
Express Newspapers plc
Nick Faldo Charitable Trust
Claude Fenton (Holdings) Limited
Fine Art Developments plc
Fitton Trust
Robert Fleming Holdings Limited
The Gerald Fogel Charitable Trust
John Derek Foster
Geyfords plc
The Gibbins Trust
Glaxo (1972) Charity Trust
The Penelope Gluckstein Charitable Settlement
The Glynwed Charitable Trust
Godington Charitable Trust
S Golby Charitable Trust
The Isaac Goldberg Charity Trust
The Goldsmiths' Company
Constance Green Foundation
Grut Charitable Trust
The Haberdashers' Company
H M Hall
Hardy Oil & Gas Limited
Harris and Sheldon Group Limited
The Douglas Heath Eves Charitable Trust
Hewitt Group of Companies
Lady Hind Trust
Hobart Manufacturing Company Limited
Hobson Charitable Trust
The Jane Hodge Foundation
Alexander Howden Group Ltd
Mrs E A Hudson
ICI PLC
The Inman Charity
The Inverforth Charitable Trust
Jardine Insurance Services Ltd
Mr & Mrs Peter Jones
C M Keyser Charity Trust
King and Shaxson Limited
The Paul Kossoff Fund
The Christopher Laing Foundation
The Langton Trust
Edgar E Lawley Foundation
Lazard Bros and Co Ltd
Sir Edward Lewis Foundation
Mrs D M Lewis
Lex Service PLC
Lilly Industries Limited
The Society of Lloyd's of London
Lloyds Bank Plc
London Electricity plc
London Metal Exchange Ltd
D L Long
Loughborough Endowed Schools
Macallan - Glenlivet plc
ED & F Man Limited Charitable Trust
E Markell
Marks and Spencer plc

D W Masters
Matthews Wrightson Charity Trust
Alfred McAlpine Construction Limited
Ronald McDonald Children's Charity
Thomas Mercer
Midland Bank plc
Miller Insurance Group Ltd
The Ministering Children's League
The Andrew Mitchell Christian Charitable Trust
A L R Morton
The Leopold Muller Estate
NFC Foundation
National Magazine Company Limited
The National Power Charitable Trust
NatWest Staff Samaritan Fund
Mr and Mrs Newton
The Nikko Bank (UK) plc
BA & BV North
Norwich Union Insurance Group
The Oppenheimer Charitable Trust
Rudolph Palumbo Charitable Foundation
Lord Perth's Charitable Trust
PF Charitable Trust
Price Waterhouse
The Priory Foundation
Provident Mutual Life Assur. Association
Christopher H R Reeves Charitable Trust
Cliff Richard (Charitable Trust) Ltd
Mrs J E Ridgeon
The Hon Mrs Roberts
The Robertson Trust
N M Rothschild & Sons Ltd
Rowan Bentall Charity Trust
Rufford Foundation
Scandinavian Bank
Bank of Scotland
The Royal Bank of Scotland
Mrs Ada Marjorie Scott
Secombe Marshall & Campion PLC
Second Sidbury Trust
Securicor Charitable Trust
Self Serve Hygiene Limited
Seymour
Siebe plc
Freddy Smith Trust
Mrs M A Smith
Smith's Charity
Sobell Foundation
Sony (UK) Limited
The Jessie Spencer Trust
St Albans Social Services
Stairways
Mrs D Starr
Michael Stone
Stylo plc
Subaru (UK) Limited
Sulzer (UK) Ltd
B J Summers
J H G & R A Sunnucks
Stella Symons Charitable Trust
T T Group plc
The Thomson Corporation Charitable Trust

The Sir Jules Thorn Charitable Trust
Philip James Thorp
Tomkins plc
Towry Law Charitable Trust
Transport Development Group plc
Travis Perkins Trading Co. Ltd.
TWIL Limited
Unigate Dairies Limited
United Biscuits (UK) Limited
United Friendly Insurance plc
United House Limited
Volex Group plc
Wagon Industrial Holdings plc
R & F Waley-Cohen Charitable Trust
AJ and DL Warman
The Mary Webb Trust
Wembley Stadium Limited
Westdeutsche Landesbank Girozentrale
M Willcox
J K Wood
The Worshipful Company of Carmen
The Worshipful Company of Grocers
The Worshipful Company of Wheelwrights
Dave Wright



