

# ANNUAL REVIEW 1996



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# DEMAND

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Design & Manufacture for Disability



# DEMAND

## Design and Manufacture for Disability

Registered Charity No. 1008128

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The Earl of Snowdon GCVO RDI

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### The Earl of Snowdon GCVO RDI Principal Patron of DEMAND

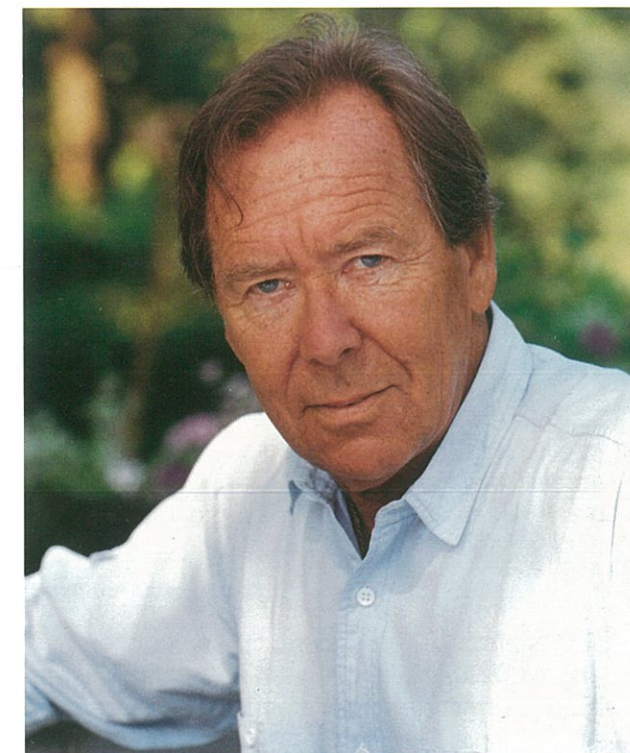
From its beginning in 1980 the charity DEMAND has sought to improve the quality of life for children and adults with severe disabilities. This is achieved through the design and manufacture of unique items of furniture and equipment to meet their special needs, usually when no other solution exists.

The work of DEMAND is wide ranging. The gift of a unique power chair, for example, may enable a disabled person to continue to live independently at home, to work, or return to work, sometimes after a serious accident. As well as making equipment for individual disabled people DEMAND also produces general solutions which have benefited thousands of adults and children since their introduction.

As a Patron of DEMAND since its inception I am pleased to commend to you this Annual Review. I have visited DEMAND's headquarters and well equipped workshops and I am most impressed by the skill and dedication of their designers and craftsmen.

I whole-heartily commend their marvellous work to you for your support.

*Snowdon*





## Chairman's Foreword

This Annual Review highlights some of the valuable work carried out by DEMAND during 1996. Since our foundation in 1980 by Lady Renton, the first Chairman, much has been achieved due to the generosity of our donors and the skill and dedication of our designers and craftsmen. I am pleased to report that in 1996 we were again able to meet the ever increasing need for our services.

DEMAND is a most practical and innovative charity, which designs and manufactures furniture and equipment for children and adults with serious disabilities. By the nature of our work, our major expenditure is the employment of designers and craftsmen. Our hope is that we will be able to employ more staff to meet the ever increasing need for our services.

Napsbury Hospital is due to close and regretfully we must move from Three Cedars, our rented premises. To ensure DEMAND's long term future the Trustees wish to purchase freehold premises. A Relocation Committee has been formed and a Building Fund established.

I would like to add a personal word of gratitude to all those donors who so generously supported DEMAND during 1996. You should know that we carefully control the cost of administration, to ensure the best possible use of your donation. I ask again for your support so that we may continue to provide vital equipment for some of the most vulnerable members of our society.

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. Please lend your support in whatever way you can.



Michael Warr



## About DEMAND



DEMAND, Design and Manufacture for Disability, 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 Trustees as Directors of DEMAND meet four times a year. They receive Management accounts and Board papers prior to these meetings. The Trustees also receive monthly financial reports.

The Project Committee is appointed by the Trustees and also meets four times a year to review all works which DEMAND undertakes. Authorisation for future project developments are made by this Committee.

DEMAND's designers and craftsmen work in close co-operation with physiotherapists, occupational therapists, health visitors and social workers in hospitals, clinics, schools and people's own homes. Projects are assessed by our designers who personally supervise them to completion. The skill of our craftsmen ensures the highest standard of workmanship.

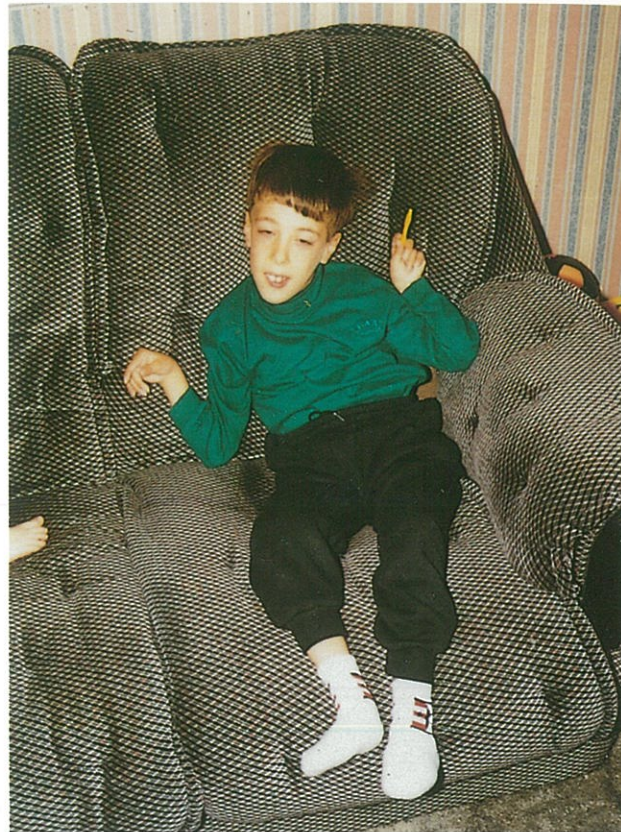
Our 6000 sq ft premises are fully equipped. There is a design centre, woodwork shop, metalwork shop, plastic forming and upholstery room, welding shop and a spray booth. The single storey building enables disabled people to visit us easily.





## Armchair for David

David is 9 and has cerebral palsy. He cannot walk, stand or sit without support. He lives in Swindon with his mother and father. David's domestic seating was unsatisfactory, as it gave insufficient postural support, so cushions were used to prevent him rolling sideways. His physiotherapist was concerned and after unsuccessfully trying several commercial seating systems she asked DEMAND to help.



DEMAND designed and built David a customised armchair. It has a headrest, side supports and footrest, all of which are adjustable to ensure that he can sit in the best position for his posture and comfort. It is also height adjustable and can be tilted backwards when resting. The armchair is fitted with castors for easy mobility and is fully upholstered. It also has a removable tilting tray which David uses for various activities.

David, his parents and his physiotherapist are delighted with his new armchair.

## Support Chair for Emilie

Emilie is 5. She lives with her mother and father in Twickenham. She has Rett syndrome, an incurable degenerative disease which only affects girls. She cannot walk. She cannot hold herself upright when sitting and must wear a chest brace to support her upper body. Her therapy seating was uncomfortable to use for long periods and so she spent much time propped up with cushions on a sofa. Her physiotherapist asked DEMAND to help.



DEMAND designed and made a unique armchair for Emilie. It has side, knee and foot supports, and a headrest, all of which are adjustable. These ensure that Emilie is seated in the optimum position for her posture and comfort. The armchair is height adjustable so that she can sit at the table with the family. It has a tilting tray which is removable. Four lockable castors provide easy mobility and safety. The armchair is adjustable to allow for Emilie's growth.

As the photograph shows, Emilie is a bright and cheerful little girl. The provision of the armchair has transformed her young life.



## Adult Therapy Bench

Occupational therapists at the Rehabilitation Unit at Clayponds Hospital, Ealing, required a height adjustable bench for the therapy and treatment of stroke patients. Patients would use the bench to work in the kitchen and bathroom. Commercially available benches were unsuitable and DEMAND were asked to help.

DEMAND designed and made a height adjustable therapy bench. It has a metal frame with a padded top. It is raised and lowered by a fold away handle which operates a scissor jack. Four large castors are fitted to a safety mechanism which, when operated, lowers four feet to the floor and automatically lifts the castors clear.

Occupational therapy patients can be individually positioned at the exact height needed for them to carry out their personal ablutions and other activities. Physiotherapy patients can also use the bench for therapy treatment.

The therapy bench is now in constant use at Clayponds Hospital.



## Shower Chair for Ian

Ian, who is 40, has been blind since he was 21 as the result of a road accident. He also sustained a severe pituitary gland injury which led to unchecked weight gain. He now weighs 38 stones. He lives in sheltered accommodation in Leatherhead.

Because of his size and weight Ian could not use a bath and could no longer take a shower safely while standing. His carers tried to find him a large shower chair but there are none available commercially for someone of Ian's size and weight. DEMAND were asked to help.

DEMAND designed and made a customised shower chair for Ian. The frame is constructed from heavy gauged tubular steel and finished with a scratch resistant waterproof paint. The seat and backrest are moulded from strong plastic. The legs are fitted with non-slip rubber feet.

The provision of the chair has meant that Ian can take a shower with dignity and his carers are delighted that the problem is resolved. This is the second time DEMAND have been able to help Ian. In 1992 we solved his seating problem by designing and building a special armchair which he still uses.



## Scooter Modification for Pat

Pat is 52 and has achondroplasia, an inherited disorder in which the bones of the arms and legs fail to grow to normal size. She also suffers from asthma and crumbling bones. She lives in Edmonton with her husband. She has very limited mobility and cannot use a self-propelled wheelchair. She asked DEMAND for help.

Following a proposal by DEMAND designers she purchased a motorised scooter which DEMAND modified to exactly meet her needs. A new larger, more comfortable seat was made and fitted at the correct height for her. The handlebars and the electrical circuitry were modified to enable the scooter to be folded and carried in the boot of a car. The scooter was fitted with an electrical disabling device for security.

Pat and her husband are absolutely delighted with her scooter. As she said: "she can now look forward to regaining some of her old independence and is once again able to go to the local shops on her own".



## Armchair for Linda

Linda, 45, is the sister of Pat and also has achondroplasia. She lives with her husband in Edmonton. She is unable to use standard chairs as they are too high and deep for her. She asked DEMAND for help.

DEMAND designed and made a special armchair for Linda. It has a low seat with reduced depth. The cushions are contoured and the armrests are set to exactly meet her specific needs. The colour of the upholstery was chosen by Linda to harmonise with her existing furniture.

Linda is delighted with her armchair. She finds it very comfortable and she can use it with dignity.





## Activity Chair for Jake

Jake is 4 and has myotonic dystrophy. He cannot walk or stand but is very active. He lives in Bushey with his mother and father, who are very caring. His mother also has myotonic dystrophy and uses a wheelchair. Jake's parents encourage him to be as independent as possible. He washes himself and cleans his teeth. He enjoys playing at the kitchen sink and at the table. Jake needed a height adjustable chair for these activities. His occupational therapist came to DEMAND for help.

DEMAND designed and made an activity chair for Jake. It is height adjustable and has a plastic moulded backrest, seat, footrest and tray fitted to a painted metal frame. It is fitted with a safety strap and mounted on lockable castors. It is extremely light and mobile to use around the house.

The provision of the chair allows Jake to enjoy playing comfortably and safely.



## Lifting Seat for Janet

Janet, 55, suffers from severe arthritis and is overweight. She lives alone in Welwyn Garden City. Janet has difficulty in getting in and out of her custom built extra large chair. She needed a motorised lifting seat to be fitted to her chair. Janet's Occupational Therapist asked DEMAND to solve the problem.

DEMAND modified her existing chair by fitting a motorised lifting seat. The original seat and upholstery underneath were discarded. A steel frame carrying the heavy duty electric motor was fitted in the base of the chair. The new lifting mechanism and seat were connected and put in place. At the touch of a button, on a simple hand control, Janet can now raise and lower the seat to allow her to get in and out of the chair unaided.

The provision of the motorised lifting seat has helped Janet to remain independent.



## Bathing Aid for Kate

Kate, 26, is severely mentally and physically disabled and experiences involuntary movements. She is unable to walk or stand. She lives with her mother and father in Streatham Vale, who are able to care for Kate at home, with the help of professional support. A major problem is that they have great difficulty in bathing her as she is too tall to use commercial bathing aids, which do not support her safely. Her occupational therapist asked DEMAND for help.

DEMAND designed and made for Kate a customised bathing aid which has a plastic moulded seat fitted to a tubular plastic frame. The seat is shaped to support Kate securely, which helps her to relax when being bathed. The frame has rubber suckers which hold it firmly in the bath. It is extremely light and easy to clean.

Her parents and carers are delighted that the bathing aid enables them to bath Kate with absolute safety.



## Motorised Armchair for Charles

Charles, 63, has cancer. He is tall and heavily built. He lives at home with his wife in St Albans. He is unable to get in or out of a chair and his wife is not strong enough to help him. To remain at home it was necessary for his seating problem to be resolved. His social worker believed that a motorised recline and lifting chair would help him. She was unable to obtain a chair large and powerful enough to lift Charles. DEMAND were asked to help.

DEMAND designed and built an extra large motorised armchair. It is fitted with two powerful electric motors which lift or lower Charles smoothly and easily to a standing or sitting position. The armchair can also be fully reclined for him to rest comfortably. It is operated by Charles using a simple handset.

Charles and his wife are delighted that, through the provision of the armchair, he will be able to continue to live at home.



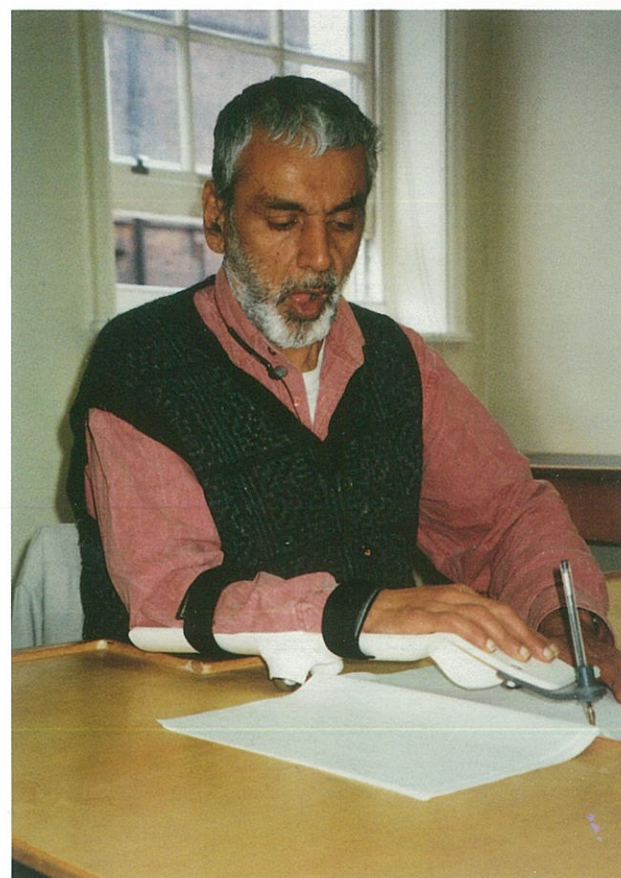


## Writing Prosthesis

The Department of Human Communication, University College London, required a writing prosthesis as part of a research programme into the rehabilitation of the right hemiplegic paralysed hand, in people who have aphasia and hemiplegia, following a stroke. They were not able to produce a practical solution at the University and asked DEMAND to help.

DEMAND designed and made a prototype writing prosthesis. It is formed from lightweight foamed plastic. It supports the forearm, the hand and thumb. It is secured on to the arm by a wrist strap. A pen holder is attached. The prosthesis is fitted with two roller bearings to allow it to glide over any smooth surface.

Following successful trials, a further five prostheses were made by DEMAND to enable UCL to develop their research programme. Early reports indicate that, with its comfortable shape and easy action, the writing prosthesis is proving successful.

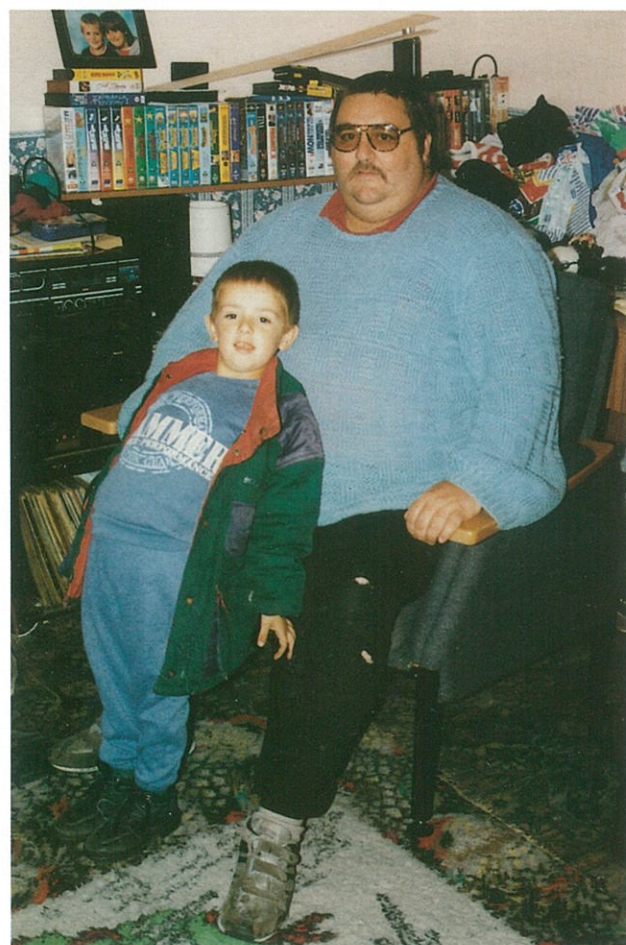


## Large Armchair for Peter

Peter is 39, is married and has a young son. He lives in Kings Lynn. Six years ago he had an industrial accident which left him with a chronic back problem for which he still receives regular medication. He suffers from depression and an eating disorder, which has contributed to excessive weight gain. He now weighs over 30 stones. He was using second hand armchairs which needed to be replaced every few weeks. His occupational therapist was concerned about the bad effect this seating was having on his back. She asked DEMAND to help.

DEMAND designed and built a very strong, extra large armchair for Peter. It has a steel frame and reinforced arms to withstand the pressure generated when he gets in and out of it. The back cushion is made of variable density foams and is contoured to provide maximum lumbar support and comfort.

The provision of this chair enables Peter to sit relatively comfortably without exacerbating his back problem.



## Art Class stools

Colnbrook is a special school for children of all ages who have slight learning difficulties. The stools used in the art class all need to be the same height to allow the children to work at the tables and easels. For some of the children the stools were too high and they felt vulnerable when using them. DEMAND were asked by the school's physiotherapist to modify some stools to suit these children's individual needs.

DEMAND modified four stools. Extra large footrests, with non-slip rubber mats were fitted at different heights. Extended base frames were added to make them stable. The base frames are fitted with rubber feet to prevent sliding.

The staff are delighted that every child in the art class now has a stool which suits their individual needs.



## Dining Chair for Maggie

Maggie, 38, is severely physically disabled and has extreme learning difficulties. She lives in sheltered accommodation in Bracknell. She cannot walk but can stand and transfer from her wheelchair to other seating. She uses a standard dining chair to sit at table for meals and group activities. Her postural control was deteriorating because the dining chair did not provide good support. Her physiotherapist asked DEMAND to help.

DEMAND modified a standard dining chair. A new padded and shaped backrest was made and fitted. A new padded seat was fitted which slopes back to front and side to side to exactly counteract her poor posture. To enable Maggie to sit upright, adjustable torso supports were fitted. A retractable footrest was also added to give additional support.

The customised dining chair provides Maggie with the postural support she needs, when having her meals and engaging in activities at the table.

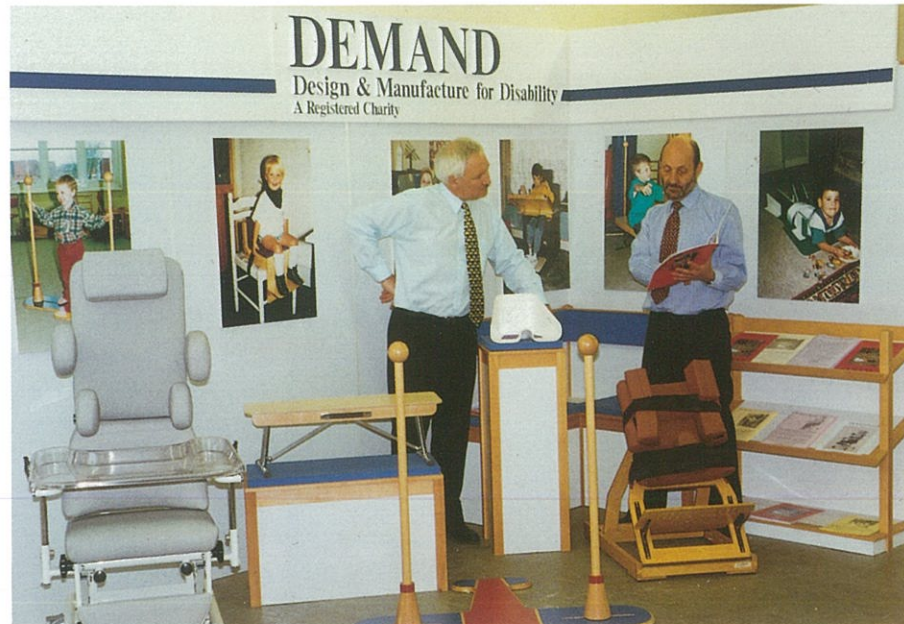


## NAIDEX Exhibition

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. DEMAND's products which provide general solutions were exhibited.

The Wolfson Chair for the treatment of stroke patients is regularly used in over 200 hospitals. The Talia Prone Board, is used by over 3000 children for the treatment of cerebral palsy. The DEMAND Floorsitter for children with cerebral palsy was introduced in 1995 and 400 were in use by the end of 1996. The DEMAND Wingwalker, a colourful therapy aid for children with cerebral palsy, was introduced in 1994 and 120 are being used here and abroad.

NAIDEX also 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. Following the exhibition DEMAND received many enquiries and requests for help.



## Prone Board for Rick

Ricky is 6 and has myotonic dystrophy. He is very weak and unable to walk. He lives with his mother and father in Northwood. His physiotherapist was concerned that his posture would become fixed if he spent long periods in a sitting position. She encourages him to lie on his stomach, on the floor, supported by his elbows, with his chin in his hands. This counteracts damage to his posture caused by conventional sitting. However, when Ricky is lying in this therapeutic position his arms become tired. Ricky's physiotherapist asked DEMAND for help.

DEMAND made a floor prone board designed to comfortably and fully support Ricky. It consists of a full length base board with a hinged section, which can be set at a range of angles, under the upper torso. An adjustable chin support is fitted to leave his hands free. A full length cushion was added for comfort.

His physiotherapist is delighted because Ricky likes to use the prone board and it will help to improve his posture.

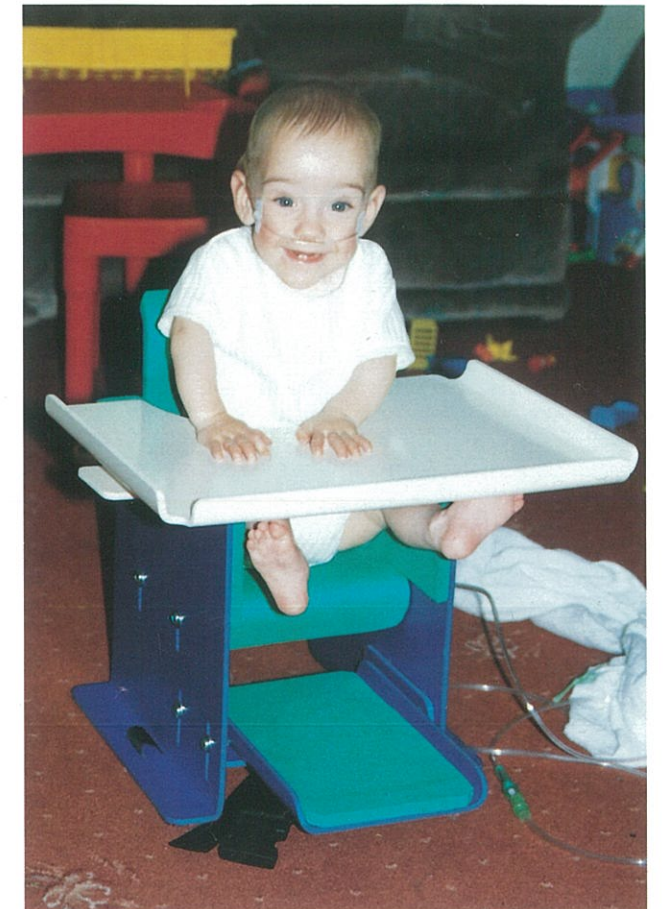


## Therapy seat for Katie

Katie is 1 year old. She lives at home with her mother and father in Eastcote. She was a 23 week premature baby and consequently requires constant help during the early stages of her development. Naturally she is very small for her age and needs assistance with her breathing. Her physiotherapist was also concerned about her posture and the long term consequences of poor physical support at this very young age. DEMAND were asked to help and together with the physiotherapist carried out an assessment of her exact needs.

DEMAND designed and made Katie a small moulded chair. The chair seats her in an upright posture while at the same time comfortably supporting her. The chair has a clip on moulded tray and a padded footrest. It is also adjustable to ensure that it will help Katie during her early growing and formative period. It is moulded in a dark blue plastic and padded in a contrasting green foam.

Katie's parents and physiotherapist are delighted with the chair and the way that she has responded to it.



## Chair for Miriam

Miriam, 34, is severely mentally and physically handicapped. She cannot stand or walk unaided. She lives in sheltered accommodation in Oxford. Her posture is very poor and her physiotherapist was concerned that her seating was unsuitable. She tried alternative seating but none provided the support her condition required. DEMAND were asked to help and Miriam and her carers visited Three Cedars for assessment.

DEMAND designed and made a customised chair for Miriam. The seat and back are contoured to give maximum comfort. Shoulder supports hold her upright and prevent her slumping sideways. The chair is height adjustable through a gas strut to enable easy transfer without using a hoist. It can be reclined when she is resting. She also uses the chair to sit up at tables for meals and activities.

The provision of the chair gives Miriam much improved posture control, support and comfort. It has also made the task of caring for her a little easier.





## Other Projects

### Computer Control for David

David, 11, has cerebral palsy. He communicates through a computer which he controls using his head. DEMAND designed and made for him a control unit which is mounted on the headrest of his chair.

### Special Toilet Seat

DEMAND made a customised toilet seat for Meadow Wood School for children with special needs. It has a high pommel and an adjustable trunk support. It fits over a normal toilet seat.

### Special Toilet Support

DEMAND made for St Marys School, Rickmansworth, a toilet support frame for two pupils who have cerebral palsy.

### Bed Rails for Vikesh

Vikesh, 10, has cerebral palsy and is blind. He has uncontrollable spasms and is constantly falling out of bed and injuring himself. DEMAND made and fitted safety rails for his bed.

### Wheelchair Adaptions for John

John is 50. He has multiple sclerosis and uses a powered wheelchair. He cannot hold himself upright and slumps sideways. DEMAND have modified his wheelchair by raising the arms and fitting torso supports.

### Special Bed for Manolis

Manolis, 6, has cerebral palsy. He is hyperactive and destructive. He needs constant supervision. DEMAND made him a special bed with polycarbonate panels.

### Drinking Aid

Some patients at The Marie Foster Home for people with special needs were unable to drink independently. DEMAND designed a tall glass holder which allows the patients to drink unaided.

### Toilet Frame for Nicolette

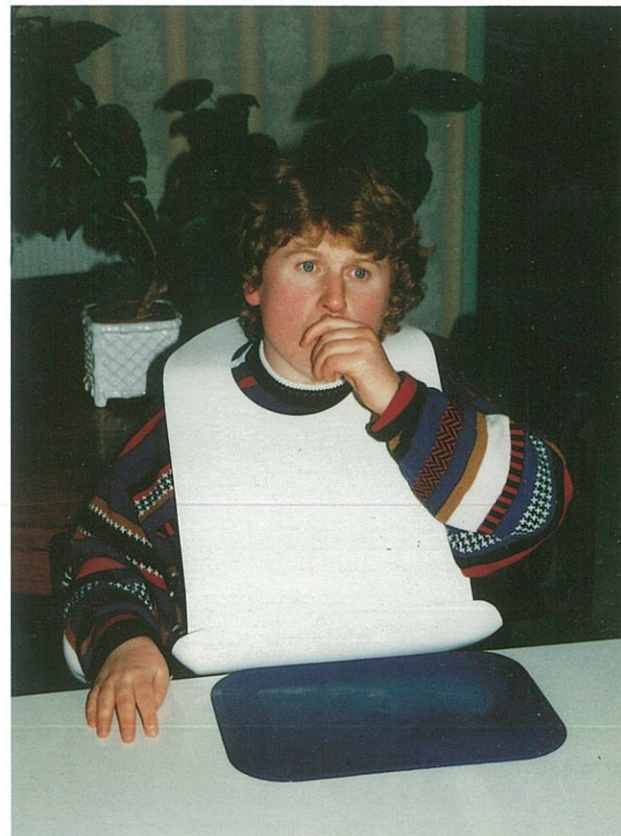
Nicolette, 30, has cerebral palsy. She lives alone with the support of carers. DEMAND designed and made a special toilet frame for her.

### Commode Chair for Leanne

Leanne, 8, has cerebral palsy. She could not use her commode chair. DEMAND fitted additional cushions, a headrest, an abduction block and repositioned the support straps.

### Rest and Play Support

Andrew, 3, has cerebral palsy. DEMAND made a Rest and Play Support for him to maintain his posture.



### Bed Surround for Robyn

Robyn, 3, has cerebral palsy. He has behavioural problems and has severe involuntary movements, especially at night. DEMAND designed a secure surround for his divan bed.

### Bathing Seat for Milen

Milen is 5 and has cerebral palsy. His bath seat was unsatisfactory. DEMAND modified the seat height and added a cushion, a trunk support and a pommel.

### Commode for Jessica

Jessica is 7 and has cerebral palsy. She was using a commode which was unsatisfactory. DEMAND rebuilt the commode so that it suits Jessica's exact needs.

### Saddle Support

At the request of The Riding for the Disabled Association DEMAND designed and made a lightweight chest support for disabled riders.

### Chair Frame for Neil

Neil, 18, is autistic. He weighs 17 stone and is very strong and energetic. He jumps up and down on his armchair. DEMAND designed and built a steel frame inside his existing chair.

### Bed Raisers

Gombards, St Albans, provides sheltered accommodation for young disabled adults. DEMAND made 5 sets of bed raisers which allow the patient's hoists to be used.

### Adult Toilet Support

Springfield Campus, Abbots Langley, caters for young disabled adults. DEMAND made a toilet support with a steel frame fixed to the wall. It has a moulded backrest and a support harness.

### Changing Table Safety Rail

Breakespeare School, Abbots Langley, for children with special needs, has an indoor swimming pool. DEMAND fitted a safety rail to their wall mounted changing table used by some of the children.

### Rest and Play Support

David, 7, has cerebral palsy. DEMAND made a Rest and Play Support for him to maintain his posture.

### Standing Aid for Richard

Richard, 42, has cerebral palsy, learning difficulties and epilepsy. He lives at home in Watford. He uses a standing frame while his mother dresses him. DEMAND fitted stabilisers to the frame so that Richard and his mother can use it safely.

### Shopping Trolley

Rose, 65, has very short arms. In 1995 DEMAND modified her shopping trolley by extending the handles. DEMAND have now extended the handles on her new trolley and fitted a foot-brake.

### Rest and Play Support

Colin, 9, has cerebral palsy. DEMAND made a Rest and Play Support for him to maintain his posture.

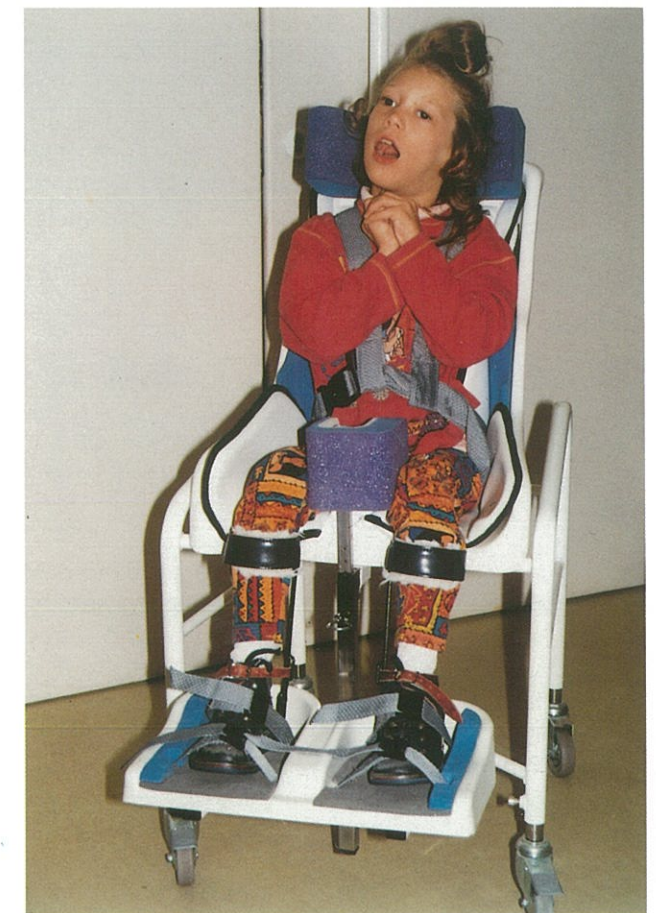
### Rest and Play Support

Daniel, 5, has cerebral palsy. DEMAND made a Rest and Play Support for him to maintain his posture.

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 and Fundraising Manager  
Sandra Farr, Administration  
Brian McGirr, Designer  
Graham Dawkins, Designer and Craftsman  
Charles Knee, Craftsman  
Kelvin Scott, Craftsman  
Paul Malloy, Craftsman  
Gordan Tapping, Craftsman



### Bib for Helen

Helen, 25, has cerebral palsy. She lives at home with her mother and father in Luton who encourage her to feed herself. DEMAND made an adult version of a child's scoop bib which provides protection to Helen's clothes and the tableware when she is eating.

## Project Committee

David Smith, Chairman  
Michael Warr, Deputy Chairman  
Ron Currell, Operations Manager  
Brian Greathead, Chief Executive  
Thomas Mercer, Trustee  
Alan Spindler, London Guildhall University

## Relocation Committee

David Smith, Chairman  
Michael Warr  
Thomas Mercer



## London Guildhall University

This year's student cohort has been a mixture of occupational therapists, designers, engineers, a craftsman and two teachers. All passed their relevant stage within the course, gaining six MA's, six postgraduate diplomas and four post graduate certificates.

The work has ranged from a fishing rod for people with limited hand control, a series of designs and jigs for a sheltered workshop, musical instruments to be used for the teaching of mathematics within the National Curriculum for children with learning difficulties, and a communication aid for girls with Rett Syndrome.

First year projects have included work for the new Shakespeare Globe Theatre on access and seating for disabled visitors, a playground for blind children in Tanzania and a travel communication information aid for blind and deaf people.

BBC TV invited the group to exhibit their work free of charge at the Tomorrow's World Live Event which was held at the NEC in Birmingham, 19-23 March 1997. This proved to be very successful with much interest shown in the project work on display.



Graham Race and Rebecca Gardiner are now working for MERU, Medical Engineering Research Unit, Carshalton. It is the first time that MERU has employed designers, and already coverage has been given on BBC TV's Newsroom Southeast to Graham's Stripey Chair seating system for special needs.

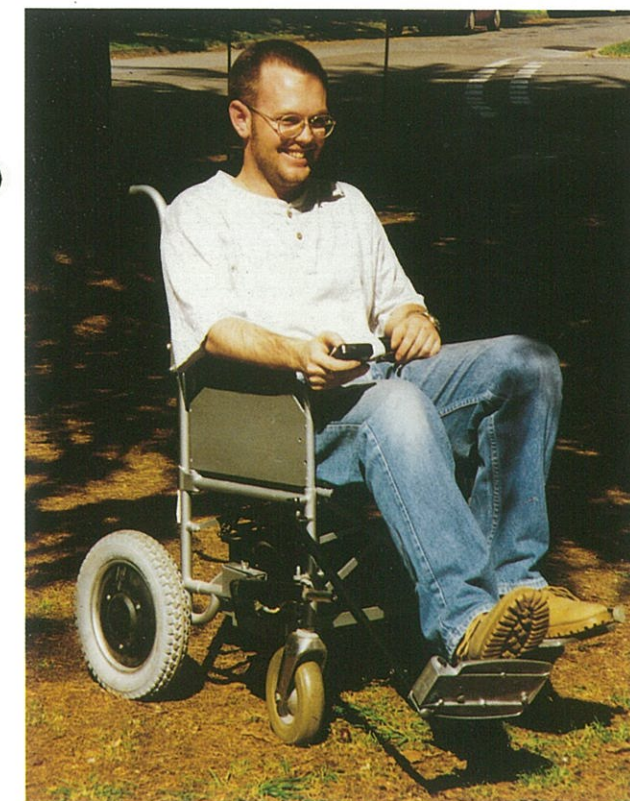
Marion Main and Charles Ducker were awarded the DEMAND awards of £300 and £250 respectively for their MA project work: Marion's project is the successful inflatable standing suit and Charles' project the adjustable home office shelving system. The awards were presented by Michael Warr, Chairman of DEMAND, and John Dawson, Head of Department of Furniture and Interiors, at the University's Summer Show.

## Student Placements

Robert Harding is a student at Trent University, Nottingham, studying for his BA [Hons] Degree in Furniture and Product Design. As part of the course he took a 10 week placement with DEMAND. Whilst here Robert undertook a project suggested to him by a family friend who is a physiotherapist at a special needs school in Croydon. The project was for a special therapy seat for Charlie, a three year old boy with cerebral palsy.

Together with one of DEMAND's designers, the physiotherapist and parents, Robert made an assessment of Charlie's precise needs. He designed and built a chair with an upright, wedged shaped back, to prevent Charlie leaning to the side, and a firm flat seat. The seat is adjustable to allow an exact height to be obtained so that Charlie can adopt the correct sitting posture. The height adjustment also allows for future growth. The back and seat are padded with "Evozote", a high density waterproof foam, making it more comfortable but maintaining the firmness it needs for the therapy. Finally to make the chair attractive enough for Charlie to want to use it Robert designed and painted it to look like a fire engine.

Charlie's physiotherapist is delighted with the way the chair is working for him and he and his mother and father are especially pleased that with its bright red body and blue pommel, it looks more like a toy than a piece of therapy equipment.



Paul Harry is a student at Brunel University studying for a BSc [Hons] degree in Industrial Design. In his third year he took a ten week work placement with DEMAND to gain experience in designing for disability, a field he had no experience of and which is not covered in the course. After visiting his local Disability Advice Centre and speaking with the advisers to find a suitable and needed project he chose to design and make a motorised leg raiser for a wheelchair. The raiser is designed to fit a standard wheelchair and be interchangeable with the existing removable footrests. One or two leg raisers can be fitted depending on the patient's requirements. It is operated through a simple hand control, by the patient, and can be raised and lowered through a full 90° and stopped at any position at which they are comfortable. The raiser is operated by a miniature motor powered by two rechargeable batteries.



## DEMAND

Design and Manufacture for Disability

### Income and Expenditure Account for the year ended 31 December 1996

UNRESTRICTED FUND	1996 £	1995 £
<b>INCOME</b>		
Donations	237,952	173,985
Untaxed Interest	18,371	9,047
Royalties	2,204	3,326
Income Tax recoverable	2,695	2,585
Sales	18,086	26,149
	<u>279,308</u>	<u>215,092</u>
<b>EXPENDITURE</b>		
Cost of sales	9,723	10,635
Student support	2,435	5,335
Staff costs	139,011	150,456
Professional fees	2,500	1,350
Workshop and design expenses	37,266	33,167
Administration expenses	10,102	13,173
Depreciation and Amortization	11,084	10,906
	<u>212,121</u>	<u>225,022</u>
<b>SURPLUS(DEFICIT) FOR THE FINANCIAL YEAR</b>	<u>67,187 *</u>	<u>(9,930)</u>
<b>RESTRICTED FUNDS</b>	<b>1996</b>	<b>1995</b>
<b>Building Fund</b>		
Income	33,333	100,000
<b>Paddy Renton Fund</b>		
Income	-	-
Expenses	(660)	(793)
<b>Salary Fund</b>		
Income	27,500	-
Expenditure	(27,500)	-
	<u>32,673</u>	<u>99,207</u>

\*DEMAND rents premises at Napsbury Hospital from Barnet Healthcare NHS Trust. The hospital will close in 1998 and DEMAND must relocate. A Building Fund has been established to provide for the purchase of a freehold building to house the charity. £66,667 from the General Fund has also been designated for this purchase.

### Balance Sheet as at 31st December 1996

	1996 £	1995 £
<b>FIXED ASSETS</b>		
Tangible Assets	<u>9,511</u>	<u>17,689</u>
<b>CURRENT ASSETS</b>		
Stock	7,880	-
Debtors	6,262	8,343
Cash at bank and in hand - General fund	163,030	158,584
- Building Fund	<u>200,000</u>	<u>100,000</u>
	<u>377,172</u>	<u>266,927</u>
<b>CREDITORS</b>	<u>(44,518)</u>	<u>(42,311)</u>
<b>NET CURRENT ASSETS</b>	<u>332,654</u>	<u>224,616</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>	<u>342,165</u>	<u>242,305</u>
<b>RESERVES</b>		
Unrestricted Funds	196,708	129,521
Restricted Fund	145,457	112,784
	<u>342,165</u>	<u>242,305</u>

These financial statements are not the company's statutory accounts, which have been finalised and reported on by the auditors under section 235 Companies Act 1985. The auditors' report contained no qualification. The financial statements contain details of the company's affairs at 31 December 1996 and of the excess of income over expenditure for the year ending on that date presented in the same format as previously used. Statutory accounts for the year ending 31 December 1996 have been delivered to the Registrar of Companies and the Charity Commissioners.



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 17 per cent via their tax return. A gift of £308 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	Please send a Company Gift Aid form	<input type="checkbox"/>
	Design and Manufacture for Disability		
	FREEPOST 408	Please send an Individual Gift Aid form	<input type="checkbox"/>
	ST ALBANS		
	Herts	Please send a Deed of Covenant	<input type="checkbox"/>
	AL2 1BR		

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.....

.....Postcode.....

Signature.....

Date...../...../.....



## Donors to DEMAND in 1996

The Worshipful Company of Actuaries  
Aegis Group plc  
Agip (UK) Ltd  
The Alchemy Foundation  
J N Archer Esq  
Mrs Catherine M Archer  
The Archer Trust  
Argos Distributors Limited  
The Astor Foundation  
Mr & Mrs G Atherton  
The B-Ch 1971 Charitable Trust  
The Rt Hon Sir John Balcombe  
Paul Balint Charitable Trust  
Bank Julius Baer & Co Ltd  
Barclays Bank plc  
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Baring Asset Management Holding  
The Barnet Recreational Trust  
Bartle Bogle Hegarty Limited  
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Bellway plc  
Benham Charitable Settlement  
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Borthwicks plc  
E G & M A Bousfield Charitable Trust  
C T Bowring (Charities Fund) Ltd  
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BUPA Investments  
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The Cadbury Schweppes Foundation  
The Royal Bank of Canada  
Frank Canosa Esq  
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The Thomas Sivewright Catto Charitable Settlement  
Cereal Partners UK  
Chapman Charitable Trust  
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The Childwick Trust  
Churchill House  
Cleanaway Ltd  
Miss M L Clements  
Clerical, Medical & General Life Assurance Society  
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Phil Collins  
Cooper Charitable Trust  
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Cornhill Insurance PLC  
The Coutts Charitable Trust  
Sir William Coxen Trust Fund  
Miss M K Coyle  
The D'Oyly Carte Charitable Trust  
Delta plc  
Dexion Group plc  
DM Charitable Trust  
The Dog Catchers Quiz Team  
Mrs E G Doherty  
The Drapers' Charitable Fund  
J Driver Esq  
Druck Limited  
Dudley Stationery Limited  
Mr & Mrs N F Dunkley  
Eagle Star Insurance Company Limited  
Eastern Electricity plc  
Eaton Limited  
Gilbert Edgar Trust Fund  
Edmonton Spiritualist Church  
Electrolux Holdings Ltd  
The John Ellerman Foundation

Alan & Tara Elliot  
Enterprise Oil plc  
Mrs P Everett  
The Norman Evershed Trust  
Douglas Heath Eves Charitable Trust  
The Exilarch's Foundation  
Express Newspapers plc  
Ms Kathryn Farron  
Claude Fenton (Holdings) Limited  
Fine Arts Developments plc  
The Fitton Trust  
Robert Fleming Holdings Limited  
The Gerald Fogel Charitable Trust  
Donald Forrester Trust  
Derek Foster Esq  
Fox Memorial Trust  
The Frazer Charities Trust  
Friday Bridge Club  
Frognaal Trust  
The Gibbins Trust  
M J Gleeson Group plc  
The Penelope Gluckstein Charitable Settlement  
The Godinton Charitable Trust  
The Worshipful Company of Goldsmiths  
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C Edward Guinness Esq CVO  
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Hayward Foundation  
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The Hertfordshire Community Trust  
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Hobson Charitable Trust  
The Jane Hodge Foundation  
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David Hyman Charitable Trust  
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The Rt Hon the Countess of Inchcape  
ITT (UK) Charitable Trust  
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Johnson & Johnson Limited  
Rainer C Kahrman  
The Ian Karten Charitable Trust  
C.M. Keyser Charity Trust  
Robert Kiln Charitable Trust  
The Ernest Kleinwort Charitable Trust  
G F N Knox Esq  
The Heinz & Anna Kroch Foundation  
The Christopher Laing FoundationV Lancaster Esq  
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Lazard Bros & Co  
The Edgar E. Lawley Foundation  
F M Leamon Esq  
John Lewis Partnership  
Mrs D M Lewis  
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The Lewis Family Charitable Trust  
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The London Metal Exchange Limited  
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Marks & Spencer plc  
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Mars U.K. Limited  
Martin Currie Investment Management Ltd  
Matthews Wrightson Charity Trust  
The Maxwell Trust  
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McCormick (UK) Plc  
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The Miller Insurance Group Limited  
The Andrew Mitchell Christian Charitable Trust  
Morgan Crucible Co. PLC  
G M Morrison Esq  
Mott MacDonald Group Limited  
Multitone Electronics  
Nationwide Building Society  
NatWest Staff Samaritan Fund  
Newby Trust  
L J P O'Shea Esq  
The Oppenheimer Charitable Trust  
Otis Plc  
A G Parfett & Sons Limited  
Parker Pen Company  
Neil Perry Esq  
The Pershore Nashdom & Elmore Trust Ltd  
D Peterman Esq  
PF Charitable Trust  
Pfizer Limited  
PolyGram Record Operations Ltd  
Price Waterhouse  
Pricketts Limited  
L E Pritchitt & Company Limited  
The Rank Organisation Plc  
The Lady Reigate  
The Rt Hon The Lord Renton KBE, QC, TD  
The Rest-Harrow Trust  
Riddon Trust  
Mrs J Ridgeon  
Ridgeons (Saffron Walden) Limited  
The Rivendell Trust  
A W Roberts Esq  
Mrs D M Roberts  
The Robertson Trust  
The Cecil Rosen Foundation  
Mr & Mrs D Roy  
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The Rugby Football Union Charitable Fund  
Mrs Dorothy Ryans  
St Albans & Hemel Hempstead NHS Trust  
Samac Steel Supplies plc  
Scania (Great Britain) Ltd  
Mrs Cherrill Scheer  
Mrs A M Scott  
Securicor Charitable Trust  
Kathleen Sharman  
Mrs L Simmonds  
The Rt Hon Sir Christopher Slade  
David H R Smith  
David S. Smith (Holdings) plc  
Freddie Smith Trust  
Mrs M A Smith  
Smith's Charity  
S D Smith & E V C Brining-Smith  
The Sobell Foundation  
David Solomons Charitable Trust  
Michael Solomons  
South Square Trust  
St Jude's Trust  
St Saviours Parochial Church Council  
Stagecoach Holdings plc  
Michael Stone Esq  
Sulzer (UK) Ltd  
The Bernard Sunley Charitable Foundation  
The Stella Symons Charitable Trust  
Tesco plc  
Philip Thorp Esq  
Tibbett & Britten Group plc  
Tomkins PLC  
The Towry Law Charitable Trust  
Trade Indemnity plc  
Triplex Lloyd plc  
Mrs Joan Turner  
TT Group plc  
TWIL Limited  
United International Pictures Charitable Trust  
The Valentine Charitable Trust  
Wagon Industrial Holdings p.l.c.  
The Thomas Wall Trust

A J Warman Esq  
The Bertie Watson Foundation  
Miss H A Watt  
James Weir Foundation  
Garfield Weston Foundation  
The Simon Whitbread Charitable Trust  
The W H Whitbread Charitable Trust  
D F Willbond Esq  
Mr & Mrs P B Woolfenden  
Dave Wright Esq  
Wyko Group  
Yorkshire Chemicals plc  
Zeneca Group PLC  
TKH Electroplate Limited





