

DEMAND

Design & Manufacture for Disability

**Providing specially designed
equipment for people with disabilities**



ANNUAL REVIEW 2001

www.demand.org.uk

A message from Esther Rantzen OBE Patron of DEMAND

It has been a great privilege to have been associated with DEMAND, Design and Manufacture for Disability, since its inception in 1980 when the late Lady Renton, founder and first Chairman, invited me to become a Patron. Since then I have regularly visited DEMAND to see for myself their wonderful work.

DEMAND's work is based on a brilliant idea. Yet like so many brilliant ideas, it is in fact, very simple. It is to bring together medical professionals and the DEMAND designers and craftsmen to create special furniture and equipment for children and adults with serious disabilities, often when no other solution exists.

There are thousands of children, young adults, and frail old people too, who need the invention, skill, and loving care of DEMAND. But to create these little miracles they need our money.

I wholeheartedly commend their marvellous work for your generous support.

Esther Rantzen



Chairman's Foreword

DEMAND: Design and Manufacture for Disability is a practical charity that creates unique items of equipment for adults and children with disabilities. We design and make equipment for anyone who has a need, regardless of their ability to pay.

Our annual review this year builds on the practice of the past by offering an insight into the work we plan for 2002 as well as recording the achievements of 2001. As such it is a vital part of our fundraising activity.

DEMAND helps by providing people with disabilities with equipment to improve their quality of life in several ways:

Satisfying basic needs such as bathing and feeding. Speeding recovery following disabling injury. Providing equality with able bodied counterparts. Providing opportunities which otherwise wouldn't have been possible.

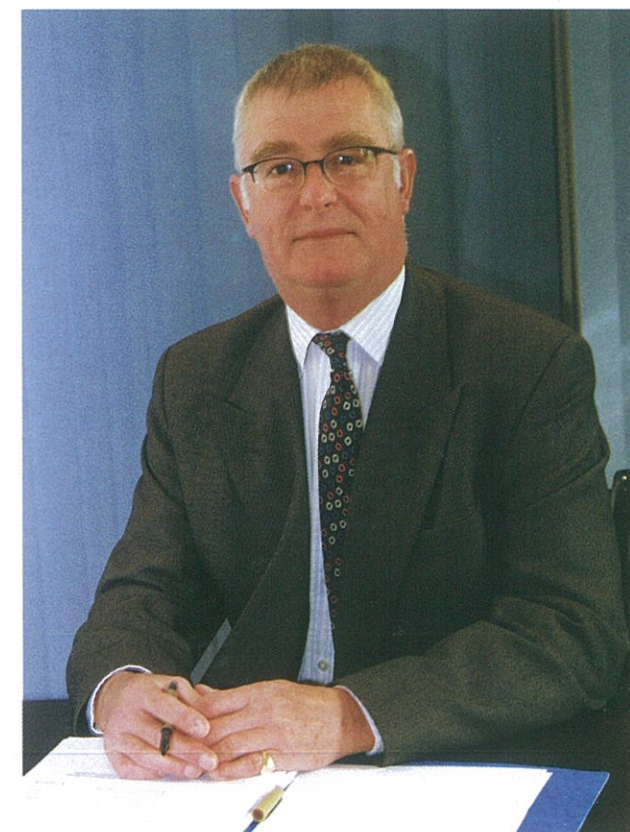
Equipment provided by commercial concerns and government funded sources inevitably tends to focus on "mass market" needs – where clear evidence of a large need is apparent. This leaves many thousands of people with disabilities with individual needs without a source of supply of bespoke equipment – and this is the gap that DEMAND exists to help to fill.

2001 proved to be a very positive year for us with a significant portfolio of projects completed successfully. 2002 looks to be even more exciting as the range of projects we have been asked to undertake expands. To those who supported us during 2001 may I express our heartfelt thanks. Our future success depends on that continuing commitment.

To all who are interested in our activities we extend a warm welcome for you to visit DEMAND to see for yourselves the quality and variety of work we undertake.

Michael Willis

Michael Willis



DEMAND

Design and Manufacture for Disability
Registered Charity No. 1008128



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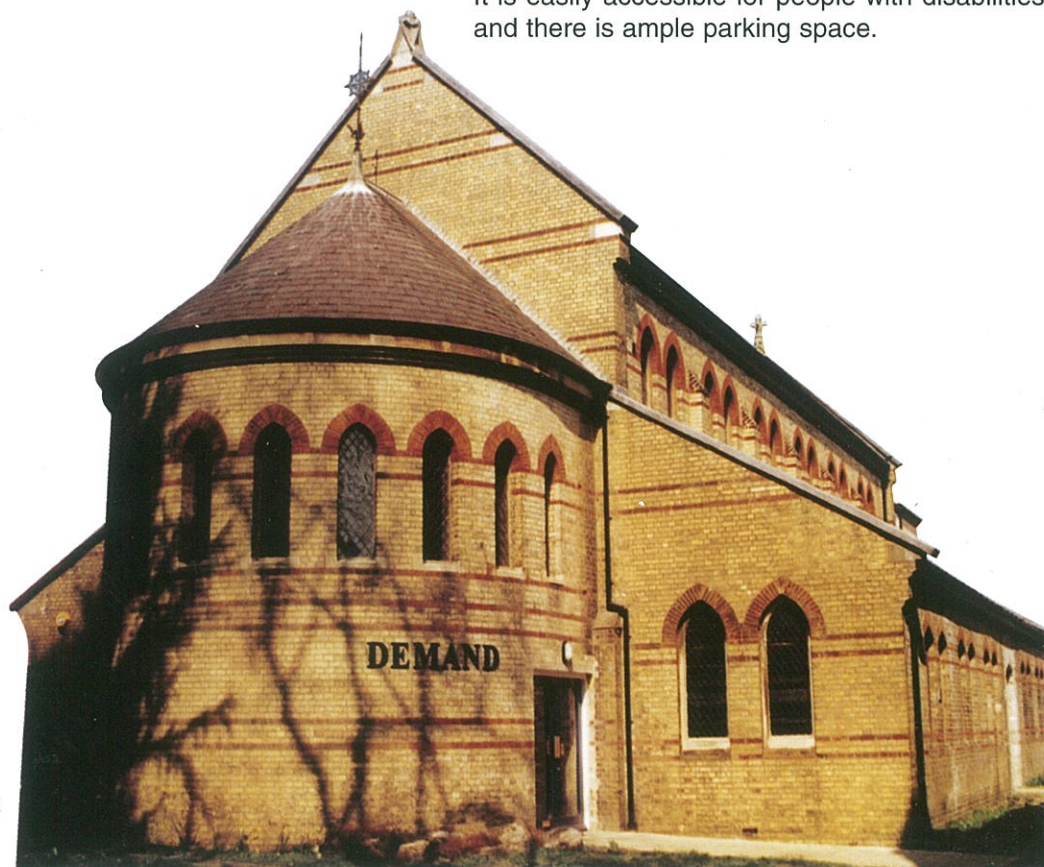
Offices and Workshops

The Old Chapel
Mallard Road
Abbots Langley
Herts WD5 0GQ

Tel: (01923) 681800
Fax: (01923) 682400

Email: demand@dircon.co.uk

www.demand.org.uk



The Old Chapel - our freehold premises, has been converted and equipped to enable us to satisfy the requests we receive for equipment and furniture. We continue to expand our range of capabilities where it is cost effective to do so.

The Old Chapel is located within 2 miles of the M1 and M25 (a map is available on our website). It is easily accessible for people with disabilities and there is ample parking space.

About DEMAND

DEMAND designs and manufactures equipment for people with disabilities, where no "off the shelf" solution exists. The absence of a solution often leaves individuals in significant discomfort, or unable to enjoy what we all perceive as a normal quality of life. We receive many hundreds of requests every year and a significant part of the service we offer is helping callers find existing sources of supply.

Where there is no supplier, our designers work in close cooperation with the individual concerned, carers, physiotherapists, occupational therapists and social workers in hospitals, clinics, schools and people's own homes. We have completed over 300 major projects in the last 5 years. We also tackle a huge range of minor projects, modifying, refurbishing, repairing and maintaining existing equipment made by ourselves or others.

If you need help and cannot find it elsewhere, contact DEMAND on 01923 681800; Email demand@dircon.co.uk



"Our designers provide advice and assistance to callers as well as assessing, designing, project managing, evaluating and delivering bespoke solutions"



"Our craftsmen manufacture new items of equipment and repair, modify and maintain existing equipment"

Mission Statement

“DEMAND exists to conduct and encourage the design and manufacture of equipment that both improves the quality of life and provides opportunities for current and future generations of disabled individuals, irrespective of their ability to pay. We try to help all who come to us, however serious and disabling their problems.”

DEMAND'S customers

There are over 8.7 million people with disabilities in the UK (15% of the population) that are formally recognised as such by the Disability Discrimination ACT (DDA). This population is growing in size. Where there is a large scale, common, need for equipment to meet their needs this is met either by public or private sectors.

Support to meet individual needs is often unavailable from either; where private sector help can be found it is often financially inaccessible. DEMAND provides enabling solutions where other help is unavailable and the number and variety of requests we receive grows year on year.

Achievements – 2001:

In addition to providing advice and assistance to hundreds of callers regarding sources of supply of equipment to meet their needs and a huge range of minor projects involving the modification, repair, refurbishment and maintenance of existing equipment, 45 major projects were successfully completed during the year. The range of projects expanded from those designed to help basic and clinical needs into new areas associated with speeding recovery from disabling injury, and providing opportunities which would not otherwise have been possible. Of the 45 projects 44% were to provide improved seating, 16% to improve mobility, 9% bathing / toilet aids and 7% bed / sleeping aids. The balance was split between refurbishment, opportunity, recovery, quality of life and miscellaneous. These last three categories, whilst numerically small, provide some of the projects with the greatest benefits, and we hope to include more in next year's portfolio. Some examples of major and minor projects we have completed during 2001 follow in the next few pages.

2001 - PROJECTS OVERVIEW

Sailing Aid – An “Opportunity” Project



DEMAND were asked to develop a control aid which allows people with limited upper body strength and/or movement to enjoy sailing a dinghy. Development has been successfully completed during 2001 and a fully working prototype finalised with the help and assistance of Ron Morris of Rutland Water Sailing Club. The current variant has been designed for use in a Squib, a mono hulled dinghy suitable for use by people with disabilities, and ideal for encouraging those with limited sailing experience who wish to enjoy the sport. Work will continue into 2002 to incorporate a fail safe manual reversion capability, and we will work with Rutland Water to develop safe operating instructions. This equipment offers the opportunity of experiencing sailing to a greater number of people with disabilities than would otherwise have been possible and extends the enjoyment of sailing for disabled sailors with deteriorating conditions.

Over bed Mirror Prototype – a “Recovery” Project

Ruth Peachment, an Occupational Therapist at Stoke Mandeville Hospital approached DEMAND to help with a project she was undertaking as part of her Masters Degree in Design for Disability at London Guildhall University. Spinally injured patients, intentionally immobilised in a horizontal position during recovery, find themselves unable to see anything but the ceiling. Over bed mirrors provide a degree of reintegration into a vertical world. The mirrors currently available are not easy to use or adjust and Ruth's project was to improve the mirror. DEMAND helped turn her idea into reality and once her degree was completed we elected to continue the project. With Stoke Mandeville's advice we have improved the demonstration model, and have now developed a fully working, mechanically operated prototype. Most of us can only imagine the shock of a devastating disabling injury and the sense of isolation that necessary immobilisation must bring. Providing a user friendly mirror of this sort helps immensely in generating a feeling of inclusion at a critical time.

“Before”



- Difficult to manoeuvre
- Wobbly
- Difficult to adjust
- Easy to knock out of adjustment
- Coarse height adjustment

“After”



- User friendly
- Wider field of view
- Stays adjusted

Ski Frame for “Katie's Ski Tracks” – An “Opportunity” Project

London Guildhall University contacted DEMAND to see if we could help Katie's Ski Tracks, a charity that each year gives 20 disabled children the opportunity to try skiing in the Alps. They were looking for an alternative to the zimmer frame on skis that was being used for children with limited leg strength. Although the frame was functionally satisfactory, it was unpopular because it looked like a piece of medical equipment and labelled the user as disabled.

The design brief was to achieve similar support with “street cred”!! We have developed a working prototype during the latter part of 2001, in conjunction with Eluned Rogers, a British Ski Instructor who accompanies the group each year. Development continues with the aim of delivering the frame to Katie's early in 2002.

The frame will enable a greater number of people to try skiing than would otherwise have been possible and it will look good too! By providing a “standing” position, the user looks to be skiing like everyone else, using a new, innovative, device.



Eluned Rogers, tethered to DEMAND designer Paul Malloy, trying out the Ski Frame

Seating Projects

Chair for Dr Addenbrooke

Dr Addenbrooke is 70 and lives in Highgate, North London. She has a fixed hip as a consequence of childhood tuberculosis. DEMAND designed and made her a special, transportable, supportive chair that accommodates her fixed hip and allows her to continue to play the cello.



Bathing / Toilet Projects

Shower Chair for David

David is 7 years old and lives in Watford. He has cerebral palsy and although he had a shower chair it did not support him safely. DEMAND designed and made and fitted a special tray together with straps and a headrest to give him full support.

He can now shower in comfort and safety.



Mobility Projects

Wheelchair for James

James is 22 and lives in Brandon, Suffolk. He has severe Muscular Dystrophy and has a fixed posture. When in a conventional wheelchair James can only look at the ceiling and he is unable to propel himself. DEMAND designed and made a special manual wheelchair that positions James to allow forward vision. The driving wheels are at the front so that he can propel himself. (See also the cover picture).

This special design has the real benefit of "inclusion". By taking account of James posture in the design, he is both mobile and "face to face" with those around him.



Bed / Sleeping Projects

Special Bed for Carl

Carl is 6 years old. Both he and his twin brother Chris have cerebral palsy although Carl's is more severe. He is now too big for a cot but unable to use a conventional bed for safety reasons. DEMAND designed and made him a special bed with cot sides and ends, one of which opens for access.



Other Projects



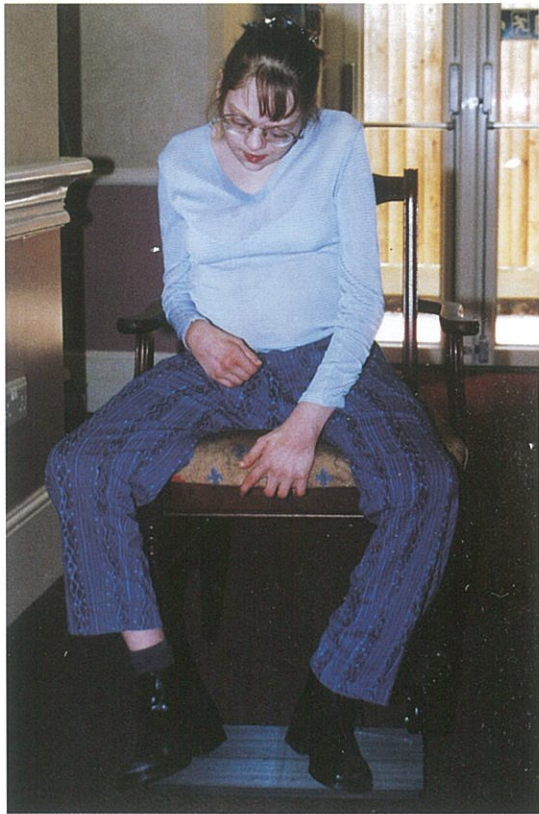
Footrest for Mrs Cameron



Headrest for Gail

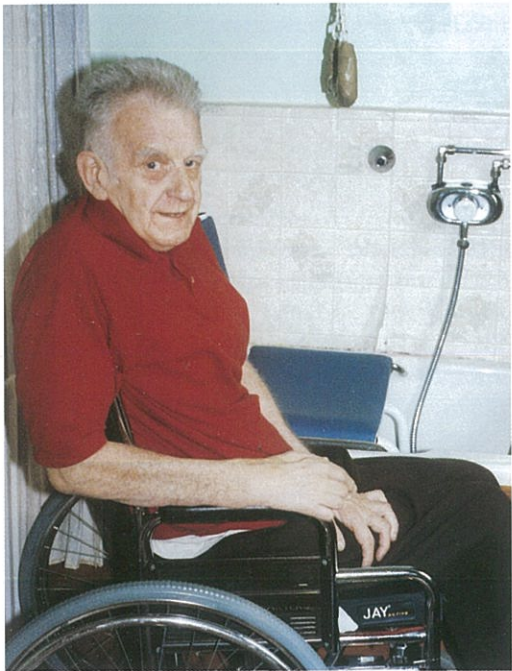


Buggy seat for Grant



Footrest for Louise

Other projects (continued)



Bath seat for Michael



Therapy Scooter for Vishali



Rollator adaptation for Steven



Chair wheels for Janet

Specialist Chairs

2001 saw us supply our highest number ever of Wolfson and Neurological chairs. These chairs are designed to provide postural support, and are used for recovery from strokes and a wide variety of other conditions. During 2001 we supplied 17 Neurological chairs and 6 Wolfson chairs. Their main feature is that they are able to provide support where and how it is needed so that greater comfort and more effective recovery are assured.

The DEMAND Neurological Chair is designed for the rehabilitation of patients, with neurological and other conditions, who require seating positions and postural control which cannot be achieved with conventional seating.

Correct positioning of patients can alleviate stiffening of joints, deformities, pressure sores and the impairment of other functions including breathing and digestion.



The Wolfson Chair has been designed for stroke patients who require postural re-education. The unique design also enables the chair to be used for postural control in other neurological conditions.

Correct positioning of the Chair can assist patients to adopt an upright symmetrical posture.

The Chair helps to alleviate physical problems which often occur after a stroke. e.g. hypertonus and contractures, asymmetry, shoulder subluxation, tissue trauma and pressure sores. Correct posture also helps to re-educate patients sense of awareness and sensation.

Other Achievements during 2001

Two specific areas are worthy of mention.

- **Website - www.demand.org.uk.** The site is operational and has been visited by several thousand people already. For those who would like to visit us it contains a map and it also provides an additional channel for requesting our help.
- **The DEMAND Forum.** We have established a forum of organisations with similar aims. Few organisations exist to fill the gap in equipment supply for people with disabilities, which neither public nor private sectors can adequately satisfy. Our aim is to maximise the benefit we can bring through communication, promotion and cooperation. The first meeting of the Forum was held on 8th November 2001 with potential users of our services also present and it was gratifying to see the needs of the users and the capabilities of the providers being actively explored for mutual benefit. Such was the success that the forum will become a bi-annual event.



Representatives from RUKBA, Kings Healthcare Rehabilitation Centre, BIME, Mobility Trust, Stoke Mandeville Hospital, MERU and Three Rivers Council attended the DEMAND Forum in November 2001. Roger Jefcoate (centre) was instrumental in helping establish The Forum.

FUTURE PROJECTS - THE WAY AHEAD

During 2002 we envisage a continuing demand for the projects we have traditionally undertaken and we aim to complete just as many in 2002. In addition we have a number of exciting new requests that have been added to the portfolio, for which we seek specific support. Our aim is to increase the number of projects in the portfolio that provide new opportunities, aid recovery, and provide equality of life

Green Power Challenge

The Green Power Challenge requires 12 to 16 year olds to make an electric car, built around a motor and batteries provided by the organisers, and assisted by engineering organisations. The cars are entered in heats and a national final at Goodwood where the objective is to cover the maximum possible distance in the allotted time. The Challenge enjoys comprehensive coverage in the Saturday Telegraph and is developing into a highly supported, national competition. 2001 saw entries from children with disabilities for the first time. The opportunity exists to design and build a car that provides a genuinely level playing field for a group of children with disabilities and our aim is to gain financial support to turn this dream into a reality. We are entering into a partnership with a local secondary school and this project will enable up to 12 children with disabilities to take part in this exciting competition. We view this as a long term project and we are seeking sponsors to enable us to provide both opportunities to learn and for enjoyment that otherwise would not otherwise be possible.



The winning car at the 2001 Greenpower Challenge Final

Stoke Mandeville Mirror

At present the improved mirror is adjusted by manual controls, a method which specifically benefits patients with limited arm movement. The incentive of adjusting the mirror themselves is a useful addition to the exercises designed to enhance that movement. Some patients are not so lucky and have very little, or no, arm movement. The next stage of development we would like to undertake is to motorise the mirror adjustment. Once this has been done we have proposed we manufacture 6 mirrors for use by the hospital (a mix of mechanical and motor variants). We are seeking sponsorship for this design and manufacture project.

Ski Frame

The prototype will be used early in 2002 and we expect useful feedback to enable it to be improved further. Additionally the frame produced this year was a compromise in terms of the size of person it can accommodate. Katie's Ski Tracks, the charity that has requested the frame, take 20 disabled children every year to the Alps to experience skiing. We are seeking sponsorship for the continued development of the ski frame and the production of two improved frames for 2003 so that a larger number of children can benefit.

Core Projects

The majority of DEMAND's projects are simple things which make a huge difference to disabled individuals on a day to day basis. Able bodied people take it for granted that they will be able to wash, use the toilet, move around, eat and sleep easily and comfortably, and there is a wide range of equipment off the shelf to help achieve that.

Imagine for a moment how you would cope if you became disabled and these things were constantly uncomfortable or only partially possible. Because your problem is an individual one, there is no off-the-shelf solution and whilst the private sector can solve your problem the design and manufacture time involved makes it prohibitively expensive.

DEMAND exists and continues to flourish thanks to financial support which allows us to put the necessary time into providing solutions for people who otherwise simply could not afford them.

Donations in support of these core projects are vital.

University Support

London Guildhall University

Each year DEMAND awards prizes for outstanding achievement and innovative design whilst working for their MA in "Design Research for Disability",

First prize in 2001 went to Ruth Peachment for her Overbed Mirror. The resulting design overcame structural and operational problems and was so good that the basic idea is now being developed further in conjunction with Stoke Mandeville Hospital.

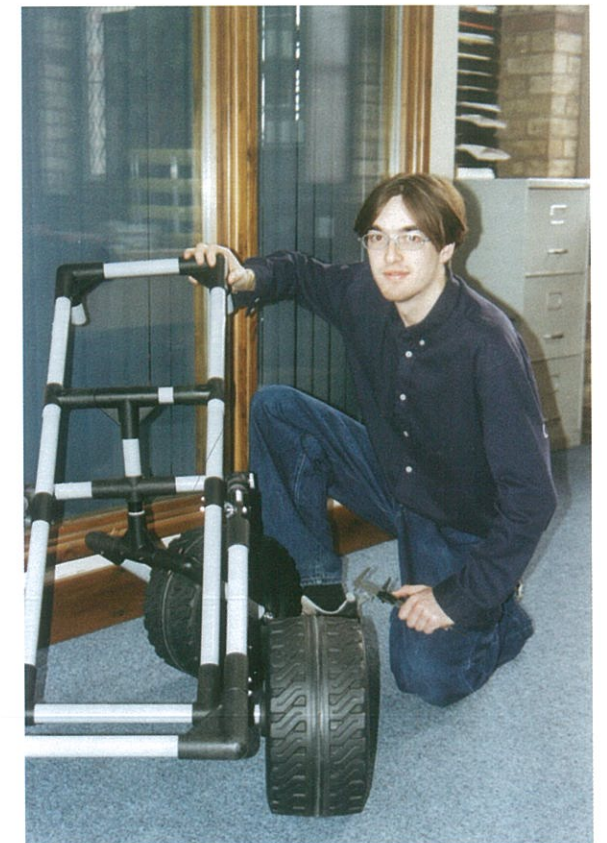


Second prize went to Jonathan Dickens for his work on the design review of The Wolfson Stroke Chair and concept development work during the early stages of thinking about the ski frame described elsewhere in the review.

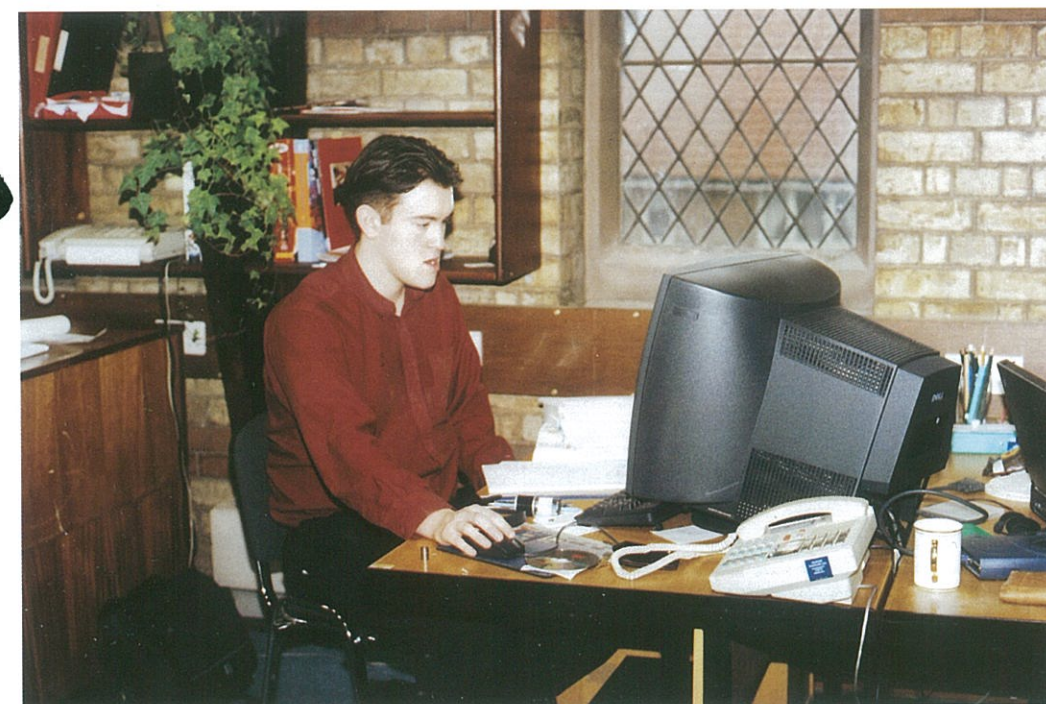
Student Support

DEMAND encourages design students to be aware of the needs of disabled people. Over a number of years students from Brunel, Southbank, Trent and De Montfort Universities have completed work placements at DEMAND as part of their degree courses.

During the first half of 2001 Matthew Carlon completed his placement with us. His most notable contribution was a concept demonstrator of a low cost "Beach Buggy" – a wheel chair designed for use on sand or soft ground which could be made for a fraction of the price at which such devices are currently offered. His work has indicated such a solution is possible and DEMAND are seeking sponsorship to take the concept forward to a trials prototype



During the second half of the year Richard Hinds, again from De Montfort University joined for his years placement. He has contributed to the design of improvements to chairs for pre school children that need special seating support, of a portable commode, and of the appearance and aesthetics of the ski frame,



DEMAND

Design and Manufacture for Disability

Income and Expenditure Account for the year ended 31 December 2001

GENERAL FUND	2001 £	2000 £
INCOME		
Donations	203,483	191,137
Untaxed Interest	11,382	11,794
Royalties	193	686
Income Tax recoverable	1,951	1,564
Sales	38,139	28,284
	<u>255,148</u>	<u>233,465</u>
EXPENDITURE		
Cost of Sales	14,808	10,089
Student support	8,129	5,111
Staff costs	172,155	156,734
Professional fees	2,850	2,850
Workshop and design expenses	34,027	26,105
Administration expenses	13,751	15,420
Depreciation and Amortization	17,009	16,600
	<u>262,729</u>	<u>232,909</u>
SURPLUS (DEFICIT) FOR THE FINANCIAL YEAR	<u>(7,581)</u>	<u>556</u>
OTHER FUNDS	2001	2000
Building Fund		
Income		40,000
Expenses*		-
Workshop and design salaries		
Income	35,000	35,000
Expenses*	(35,000)	(35,000)
Paddy Renton Fund		
Income	-	-
Expenses	(860)	(575)
SURPLUS (DEFICIT) FOR THE FINANCIAL YEAR	<u>(860)</u>	<u>39,425*</u>

Balance Sheet as at 31st December 2001

	2001 £	2000 £
FIXED ASSETS		
Tangible Assets	498,616	514,396
CURRENT ASSETS		
Stock	14,606	10,929
Debtors	8,236	11,419
Cash at bank and in hand	235,376	249,356
	<u>258,218</u>	<u>271,704</u>
CREDITORS	<u>(9,800)</u>	<u>(30,625)</u>
NET CURRENT ASSETS	<u>248,418</u>	<u>241,079</u>
TOTAL ASSETS LESS CURRENT LIABILITIES	<u>747,034</u>	<u>755,475</u>
RESERVES		
Other Funds		
Paddy Renton Fund	8,518	9,378
Building Fund	493,322	513,308
General Fund	<u>245,194</u>	<u>232,789</u>
	<u>747,034</u>	<u>755,475</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 2001 and of the excess of expenditure over income for the year ending on that date presented in the same format as previously used. Statutory accounts for the year ending 31 December 2001 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

The company donates the gross amount and claims tax relief when calculating its profits for corporation tax.

BY GIFT AID - INDIVIDUALS

This gift, made net of basic rate tax, together with a Gift Aid Declaration, will allow DEMAND to claim repayment of the tax from the Inland Revenue. Higher rate taxpayers can claim additional tax relief at 18 per cent via their tax return. A gift of £312 only costs you £240, but DEMAND receives £400 in total.

BY GIVE AS YOU EARN

If your employer operates 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. Our registration number is 000000389.

BY A LEGACY

Leaving a bequest to DEMAND is a wonderful way to ensure that people with disabilities continue to receive special equipment long into the future.

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
FREEPOST SB408
ABBOTS LANGLEY
WD5 0WD

Please send me a Gift Aid Declaration form ☐

Please send me information on making a will ☐

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...../...../.....

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 3M United Kingdom PLC
 7th Earl of Bradford - 1981 Charitable Trust
 Access 4 Trust
 The Worshipful Company of Actuaries
 The Sylvia Adams Charitable Trust
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 The Gilbert and Eileen Edgar Foundation
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 Mrs M Edwards
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 Mrs M Gurney
 The Hadley Trust
 The Sue Hammerson Foundation
 Harris & Sheldon Group Ltd
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 Michael & Annie Seymour
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 Sidbury Trust
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 David Solomons Charitable Trust
 J D Spittle Esq
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 Mr Chris Stott
 Sureweld Limited
 Adrienne & Leslie Sussman Charitable Trust
 The Joan Tanner Charitable Settlement
 Taylor Woodrow Charity Trust
 Nicholas Taylor
 Thompson Clive & Partners Limited
 Thompson Fund
 Sir Jules Thorn Charitable Trust
 TKH Electroplate Limited

Tomkins plc
 Toronto-Dominion Bank (TD Gift Trust)
 Towry Law Charitable Trust
 Ms Jill Tozer
 Trust Sixty Three
 The Trusthouse Charitable Foundation
 TWIL (Tinsley Wire Ltd)
 United Insurance Brokers Ltd
 David Utting Esq
 Vandervell Foundation
 Volex Group plc
 The W.E.D Charitable Trust
 Patricia Wainwright
 The Thomas Wall Trust
 The F.J. Wallis Charitable Trust
 Sir Jean-Pierre Warner
 James Weir Foundation
 The Barbara Welby Trust
 The Simon Whitbread Charitable Trust
 The Whitbread 1988 Charitable Trust
 Hon Mrs Jessica White
 Mrs Willcox
 Winterflood Securities Ltd
 Michael & Anna Wix Charitable Trust
 Dave Wright
 The James & Josephine Wyness Trust,
 Mr R W Yates
 Yorkshire Building Society
 The Elizabeth & Prince Zaiger Trust

