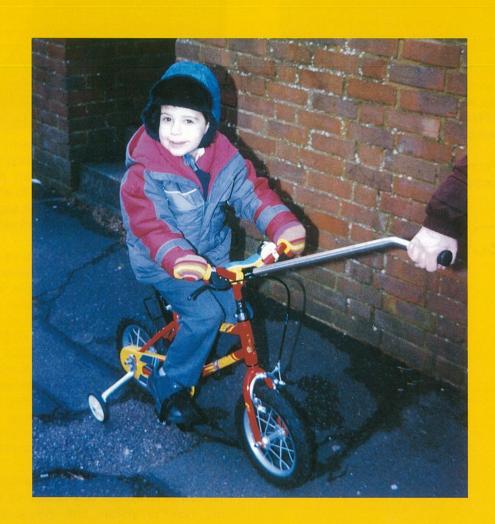


Providing specially designed equipment for people with disabilities



ANNUAL REVIEW 2002

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.





Chairman's Foreword

DEMAND: Design and Manufacture for Disability is a practical charity that creates equipment for adults and children with disabilities, where no off the shelf solution exists. We design and make equipment for all who have a need, regardless of their ability to pay. The essential concept can be summarised as an attempt to create "Equality of Life".

Our annual review this year offers an insight into the work we plan for 2003 as well as recording the achievements of 2002. As such it is a vital part of our fundraising activity.

DEMAND helps disabled people by providing equipment to improve their life in several ways:

Satisfying basic needs such as mobility, seating, bathing and feeding.

Providing recovery following disabling injury
Providing equality with able bodied counterparts.
Providing opportunities which otherwise would not have been possible.

Commercial concerns and government sources provide equipment but 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. Donations enable the charity to provide this service.

2002 proved to be a very positive year for us and we were delighted to have our work recognised by a visit from His Royal Highness the Duke of Gloucester. We achieved a record level of projects during 2002 and the need for our work increases with every bassing year. 2003 will be no exception, but what is different about 2003 (and probably 2004 as well) is the economic climate. The poor performance of the stock market has resulted in a reduction in the funds available to support the voluntary sector as a whole. To those who gave their support in 2002 can 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.

Muhan botth ?





DEMAND

Design and Manufacture for Disability Registered Charity No. 1008128



Principal Patron

The Earl of Snowdon GCVO RDI

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The Baroness Darcy de Knayth
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Solicitors

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Director

Andrew McBeath

Offices and Workshops

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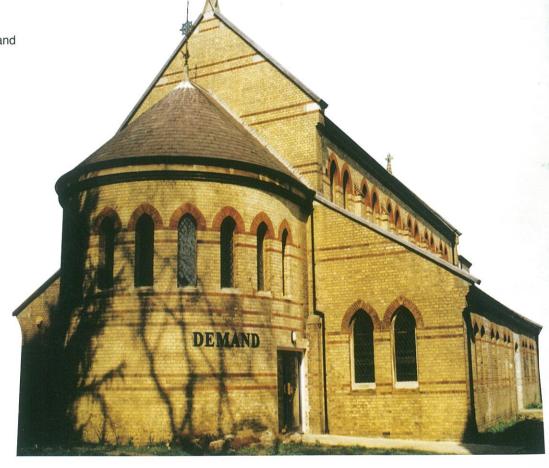
Tel: (01923) 681800 Fax: (01923) 682400

Email: info@demand.org.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.



Company limited by guarantee Registered in England No. 2671913 and governed by Memorandum and Articles of Association

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.



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

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 info@demand.org.uk





"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."

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. However, 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 - 2002:

In addition to providing advice and assistance to hundreds of callers regarding sources of supply of equipment and many minor projects involving the modification, repair, refurbishment and maintenance of existing equipment, 71 major projects were successfully completed during the year. 31% achieved improvements to seating, 18% were aimed at improved mobility and 25% focused on basic needs such as sleeping, eating, bathing and environmental adjustments. Opportunity projects were significantly up at 13%, with the balance of miscellaneous projects accounting for a further 13%. Some examples of the projects we completed in 2002 follow in the next few pages.

We also supplied 18 Neurological chairs and 200 Floorsitters. We held 3 visitor days and were honoured to receive a Royal Visit (see opposite).

Visit by HRH The Duke of Gloucester

DEMAND were privileged on 11th October 2002 to receive a visit from HRH The Duke of Gloucester. A 30 minute scheduled visit lasted for over an hour and we were delighted to receive a letter from his private secretary, Major Nicholas Barne, thanking us, on behalf of His Royal Highness, "for a most interesting and enjoyable visit and for the opportunity of seeing that you are producing such wonderful ideas and aids for those who are disabled."



His Royal Highness being presented with a gift by Michael Willis, Chairman

OUR PROJECTS IN 2002

Greenpower Challenge – An "Opportunity" Project



The Greenpower Challenge exists to encourage school children's interest in engineering through the design and construction of electrically (green) powered racing cars, and proving them in endurance races in the form of regional heats and a national final. In recognition of the complexity of the task and to provide mentoring skills, engineering organisations are encouraged to form partnerships with schools. In 2001 the rules were amended to enable disabled children to participate and DEMAND formed a partnership with Bushey Meads School for 2002.

The resulting car, illustrated above, was christened the "Bushey Meads Bomba" and came second in its regional heat, thereby automatically qualifying for the final at Goodwood where it finished in the top third. Fitted with hand controls and with specially designed access arrangements, the fastest lap was achieved by Rashid Koheealtee, a wheelchair user.

For 2003 we have entered a partnership with Treloar School.



Ski Frame for "Katie's Ski Tracks" – An "Opportunity" Project

Development of the first ski frame began late in 2001 and was completed in 2002 in time for "Katie's" annual trip to the Alps to give 20 young disabled children a skiing opportunity. The purpose of the frame is to enable children with limited body strength (particularly lower body) to experience the thrill of skiing.

A particularly important result of this project was that the framed looked so good that everyone wanted to try it and

as such achieved our aim of being truly "inclusive".

The design was produced in conjunction with Eluned Rogers, a British Ski Instructor, who accompanies the group. The frame is supervised, during use, by Eluned and the medical team supporting the group.

Practical use over an extended period produced ideas for further development for 2003.



Seating Projects

Chair for Shaun

The largest number of requests we receive are to do with providing, or improving, seating support and comfort.

Shaun had a very special requirement and there was no existing source of supply. Considerable thought in design and manufacturing effort resulted in this chair designed to suit his needs.



Mobility Projects

Walking Frame carrier for Linda

longer journeys.

We were able to design and manufacture a special fitting to enable Linda to carry her walking frame on the back of her scooter so she can go to the shops

Safe Environment Projects

Stair gate for Roddy

As a result of brain injury, Roddy has no awareness of danger and would fall down the stairs if left to his own devices.

DEMAND designed, manufactured and fitted an adult sized stair gate for his home, thus creating a safe environment.



Bed / Sleeping Projects

Portable bed for Georgina

Georgina is 8 years old and needs a safe place to sleep when the family go away together.

She has outgrown her existing portable bed and DEMAND created a larger version, re-using components where practicable.





Linda is only able to walk short distances with the aid of a walking frame. She uses an electric scooter for

by scooter and use the walking frame whilst there.



Other Projects



Arm support for Mrs Bunn



Bicycle control arm for Dominic



Walking frame extension for Mr Leigh



Mechanical sculpture stand for Mrs Murray

Other projects (continued)



Seat support for Mr Freeman



Posture support and control for Dorothy



Stabiliser wheels for Thomas



Scooter adaption for Mrs Lee

Specialist Seating

DEMAND Neurological Chair

2002 saw us supply 18 Neurological chairs. These chairs are 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 Floorsitter

We supply up to 200 Floorsitters each year and they are available through Findel Education Limited tel: 01530 418000.

Available in 2 sizes, their purpose is to permit children needing support to sit without the aid of a carer. This is particularly valuable when sitting together with other children in a group.

Other Achievements during 2002

The **DEMAND** Forum

We have built on exploratory work in 2001 and confirmed the need for, and the advantages of, a forum of organisations with aims similar to our own. Through co-operation and collaboration we hope to avoid overlap and duplication and by combining our abilities produce equipment for disabled people that would be impossible alone. We are all grateful to Lloyds TSB Foundation for England and Wales for their grant to enable us to establish the Forum in 2003/4.



The DEMAND website – www.demand.org.uk

The website was rebuilt in 2002 to provide faster and easier access. The improvements were made possible by John Scott, of Scottweb Design (www.scottwebdesign.co.uk)

New electrical workshop

Thanks to support from The Sylvia Adams Charitable Trust we were able to establish an electrical workshop facility. Increasingly, solutions are electro - mechanically based and we welcomed Mike Grossmith, an electrical design technician, to our team at DEMAND. His first task was to build the workshop, which was completed on schedule at the end of June.

FUTURE PROJECTS - THE WAY AHEAD

Our target for major projects in 2002 was 50. We have increased that to 60 for 2003 in parallel with increased manufacturing effort. During 2003 we envisage a continuing demand for the projects we have traditionally undertaken. 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 both the number and the benefit of the projects in the portfolio, year on year.

Green Power Challenge 2003

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 a six hour period. 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. In 2002 DEMAND partnered Bushey Meads School and in 2003 we have formed a partnership with Treloar School. Our aim is to involve even more disabled children, as drivers, as a support team and in a club at the school. The car produced in 2002 will need further modification and improvement as we push back the barriers to inclusion. We need to develop powered controls and we are seeking support to fund this and to provide essential support equipment (access equipment, crash helmets, protective overalls, driving gloves and spare parts).



Greenpower enthusiasts at Treloar School

Rowing Machine

DEMAND is working in partnership with Professor Brian Andrews, Director of Bio Engineering at Stoke Mandeville Hospital. Professor Andrews has developed electrical stimulation of leg muscles so that spinally injured people can use a rowing machine. DEMAND is assisting by creating the interface seating and support mechanisms. Prototype work will be followed by a batch of 10 to enable trials in 2003. This programme is intended to enable exercise hitherto impossible with associated improvement in both general health and life expectancy for those taking part.

Overbed Mirror

At present the improved mirror we have produced 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. We are seeking sponsorship for this design and manufacture project and for the manufacture of a batch of 6 for use at Stoke Mandeville Hospital.





Ski Frame

Based on feedback from 2002 we intend to develop two frames that are lighter, slightly smaller in size and with different basic settings. If practicable we also want to make them foldable for ease of transportation.

The fundamental requirement of attractiveness to all will again be addressed by the use of bright colours and stylish design.

Core Projects

The majority of DEMAND's projects are simple things that 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. Your problem is an individual one and because of that there is no off-the-shelf solution. Whilst the private sector could perhaps solve your problem the design and manufacture time involved makes it prohibitively expensive.

DEMAND exists and continues to flourish thanks to donations that allow 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 Metropolitan University

We continue our close links with the University and supported a student, Hilary Stern, with her project work towards her MA degree in design for disability. We have also worked with the University of Sussex to provide a bursary for a student attending the course and gave a 2 week work experience placement to a student on a first degree course in furniture design.

We are currently supporting another student, Sally Lindbergh, with her MA degree project. Sally was amongst a group of 6 students from LMU who visited DEMAND during 2002



A fellow student demonstrating the use of Hilary's special arm support project

Student placements

DEMAND encourages design for disability and every year offers a placement to students on design and/or engineering degree courses.

During the first half of 2002 Richard Hinds of De Montfort University worked on several projects with us, culminating in production of this concept demonstrator.

Patients immobilised face downwards are isolated from the world around them and this device enables them to see and communicate with other people, watch television, or just look out of the window.



Richard Hinds with his concept demonstrator

During the second half of 2002, at the changeover of the academic year, Felicity Hunter, again from De Montfort University joined us. She has already been involved with a number of projects, some of which are illustrated below.



Telephone aid for Marsha



Felicity with a disguised oxygen bottle trolley



Key turner for Marsha

We are looking for sponsorships for these placements to enable us to continue our support in 2003.

DEMAND

Design and Manufacture for Disability

Income and Expenditure Account for the year ended 31 December 2002

GENERAL FUND	2002	2001
INCOME	£	3
Donations Untaxed Interest Royalties Income Tax recoverable Sales	231,151 7,607 94 1,389 44,223 284,464	203,483 11,382 193 1,951 38,139 255,148
EXPENDITURE	204,404	
Cost of Sales Student support Staff costs Professional fees Workshop and design expenses Administration expenses Depreciation and Amortization	13,194 7,200 203,153 4,850 41,173 14,655 15,555	14,808 8,129 172,155 2,850 34,027 13,751 17,009
Auto English or on the	299,780	262,729
SURPLUS (DEFICIT) FOR THE FINANCIAL YEAR	(15,316)	(7,581)
OTHER FUNDS	2002	2001
Building Fund		
Income Expenses		
Workshop and design salaries		
Income Expenses	40,000 (40,000)	35,000 (35,000)
Paddy Renton Fund		
Income Expenses	(350)	(860)
SURPLUS (DEFICIT) FOR THE FINANCIAL YEAR	(350) *	(860)
TOTAL SURPLUS (DEFICIT) FOR THE FINANCIAL YEAR	(15,666) *	(8,441)
Balance Sheet as at 31st December 2002		
FIXED ASSETS	2002 £	2001 £
Tangible Assets	483,061	498,616
CURRENT ASSETS		
Stock Debtors Cash at bank and in hand	16,552 13,538 259,623 289,713	14,606 8,236 235,376 258,218
CREDITORS NET CURRENT ASSETS TOTAL ASSETS LESS CURRENT LIABILITIES	(41,406) 248,307 731,368	(9,800) 248,418 747,034
RESERVES		
Other Funds Paddy Renton Fund Building Fund .	8,168 483,329	8,518 493,322
General Fund	239,871 731,368	245,194 747,034

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 2002 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 2002 have been delivered to the Registrar of Companies and the Charity Commissioners.

Hon Treasurer/Director

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		
	0 /	Please debit my Visa/Access/Charity Card for the sum of:)		
NameSignature				
	Postcode	•		

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Amersham plc

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Ashby Charitable Trust Ashe Charitable Foundation

The Hon M L Astor's 1969 Charity

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