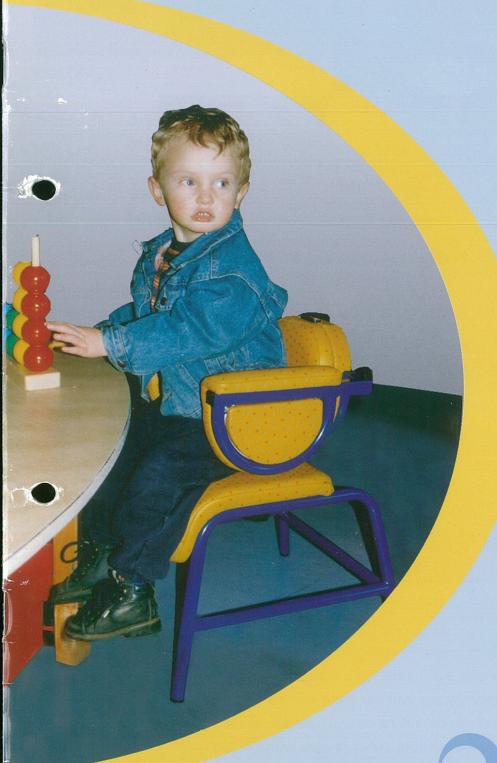
DEMAND

ANNUAL REVIEW Design & Manufacture for Disability









2003



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 write and compile this Annual Review ourselves and the photographs are taken by our staff. We incur no public relations costs and strictly control administrative and fundraising costs to ensure the best possible use of all donations.



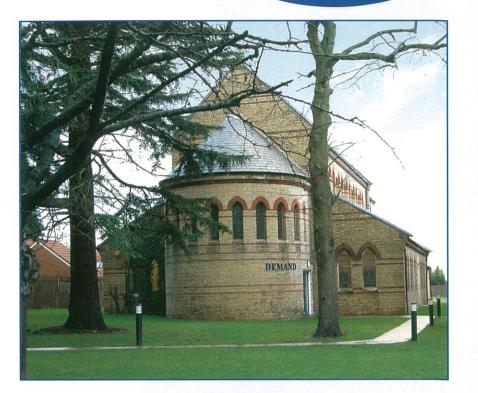
Charity details

The Old Chapel, Mallard Road, Abbots Langley, Herts, WD5 OGQ

Phone: 01923 681800 Fax: 01923 682400

Solution: www.demand.org.uk
E-mail: info@demand.org.uk

A map and directions to our premises are available on our website.



Principal Patron: The Earl of Snowdon GCVO RDI

Patrons: The Earl Howe

The Baroness Darcy de Knayth

The Rt Hon John Major CH

The Lord Morris of Manchester PC AO QSO

Esther Rantzen OBE

The Lord Renton KBETD QC DL

The Lord Wolfson FBA

Trustees: Michael Willis (Chairman)

David Smith (Hon Treasurer)

Brian Greathead

Lady Hermione Grimston

Thomas Mercer Michael Warr Auditors: Herbert Pepper and Rudland,

Accurist House, 44 Baker Street, London, W1M 1DH

Bankers: Barclays Bank Plc.

Acorn House,

36/38 Park Royal Road,

Park Royal,

London, NW10 7JA

Solicitors: Maxwell Batley,

27 Chancery Lane, London, WC2A 1PA

Director: Andrew McBeath

Registered Charity no: 1008128

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

Telephone: +44 (0) 1923 681 800



A message from Esther Rantzen OBE, Patron of DEMAND

t has been a great privilege to have been associated with DEMAND, 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.

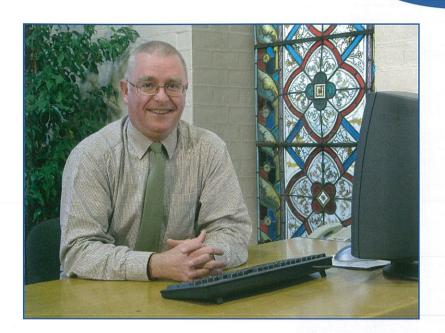
I wholeheartedly commend their marvellous work for your generous support.







Esther has supported DEMAND from its earliest days



Michael Willis, Chairman of DEMAND

DEMAND (Design and Manufacture for Disability) is a practical charity that attempts to create what we call "equality of life" for disabled people. Our annual review offers an insight into our work in 2004 as well as recording the achievements of 2003. As such it is a vital part of our fundraising activity.

DEMAND helps disabled individuals by designing and manufacturing equipment to meet their specific needs in a variety of ways:

- Satisfying basic needs such as mobility, seating, bathing and feeding
- Speeding recovery following disabling injury
- Providing equality with able bodied counterparts
- roviding opportunities that otherwise would not have been possible

Commercial concerns and government sources provide equipment for disabled people, but inevitably tend to operate where clear evidence of a large need is apparent. This leaves many thousands of disabled people with individual needs without a source of supply of bespoke equipment - and this is the gap that DEMAND exists to help to fill. We are only able to do this thanks to the donations we receive.

2003 proved to be another very positive year for us with the numbers of people asking for and receiving help increasing over previous years. Our wish is to continue this trend into 2004 and beyond. However, the economic climate remains a threat with funds available to the voluntary sector remaining lower than in the past. To those who supported us during 2003 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.

Mehan botton ?

In the UK over 8.7 million people have disabilities, 15% of the population, and this number is growing. Where there is a large scale, common need for equipment to meet their needs this is met by public and private sectors. However, support to meet **individual** needs is often unavailable or financially inaccessible.

How we Help

DEMAND provides solutions when no other help is available. The equipment we make is supplied free of charge to individuals, though we always welcome a donation. The number and variety of requests we receive grows year on year. We have two primary objectives, firstly to design and manufacture equipment for disabled people where no off-the-shelf solution exists, and secondly to encourage design for disability.

This Annual Review describes some of the projects we undertook in fulfilling the first objective, and the work of students we support in fulfilling the second. In achieving our objectives we also provide a range of services from which hundreds of people benefit.

Helpline

When individuals ring to discuss their requirements, our design team's knowledge enables them to provide advice and contacts for existing sources of equipment. Many callers are helped this way.

Assessment

If there is no off-the-shelf equipment to satisfy a caller's requirements, our design team will arrange a visit to fully assess their needs. This is done in conjunction with their parent/helpers, or physio/occupational therapists, and the individual themselves.

Refurbishment

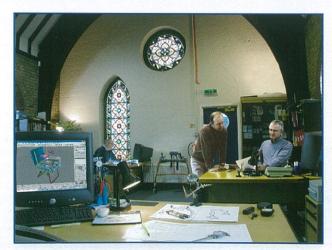
We often get requests to help with equipment that has been in use for many years but for which support is no longer available. Wear and tear inevitably takes it toll and our craftsmen refurbish the equipment and return items 'as good as new'.

Modification

We can tailor equipment designed to meet a generic need, to the specific needs of an individual.

Repair

When equipment fails the normal procedure is for the original manufacturer to repair it. However, if that manufacturer no longer exists, a good solution may be lost. DEMAND can help in many cases.



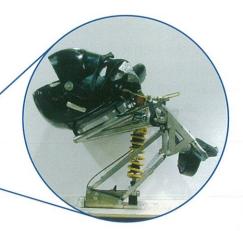
The DEMAND Design Studio

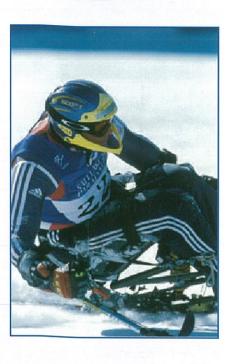


The DEMAND Workshops

Mono Ski Project







DEMAND was delighted to be able to help Russell Docker, pictured above, to train and be selected for the British Ski Team in 2003 and we wish him luck in the World Championships in Austria 2004.

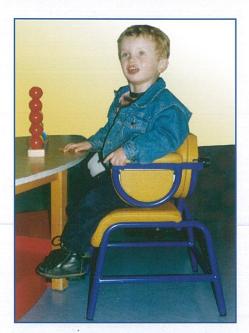
Russell was injured in a skiing accident some years ago and has only partial use of his legs. His determination and his ability won him a place in the British Paralympic Ski Team. He required a special frame to interface his seat with a mono-ski. DEMAND repaired his original frame and provided a strengthened version for the World Championships in 2004.

Greenpower Challenge



The Greenpower Challenge exists to encourage school children's interest in engineering through the design and construction of electrically (green) powered racing cars. Once built the children then prove their cars in regional races and a national final at Goodwood. The races are 6 hour endurance tests with the winner being the car which travelled the most miles.

Engineering organisations are encouraged to form partnerships with schools and in 2003 DEMAND worked with a team of disabled drivers from Treloar School. The team finished in 26th place out of 70 starters at the national final in October 2003. They were the only team of disabled drivers and our specifically adapted car created a level playing field enabling inclusion in this exciting activity.



Opportunity Class Chair

The St. Albans Child Development Centre asked DEMAND to design a chair suitable for their 'Opportunity Class' which includes children with special needs. The standard chairs used at the centre are not suitable for those children who need postural support. The 'Opportunity Class' chair meets this need as it is adjustable for depth and width and is very supportive. Its solid structure makes it very stable and is ideally suited for use around the activity table in the classroom.



Richard has severe physical and mental disabilities and his motorised trike had become too small for him.

DEMAND designed and built a larger frame with wheelchair motors, but incorporated the existing bodywork. The wheels were replaced with lawn mower wheels kindly donated by E P Barrus.



Katie's Ski Tracks

Katie's Ski Tracks is a small charity that each year provides groups of disabled children with a skiing experience. They asked DEMAND to design something which would enable children with limited lower body strength to ski upright independently. The ski frame supports the child safely and can be steered by the user, making it a lot of fun.

Aids for Dr Rogers

Michael is paralysed and is unable to use his hands. DEMAND designed and built an electronically operated device to open and close the lid of his scanner, with just the push of a button. One of Michael's hobbies is watching and photographing wild birds in his garden. DEMAND made a special frame to help him use his binoculars and camera whilst in his wheelchair.



Binoculars and Camera Frame



Scanner lifter



A few of the other projects we have completed this year:











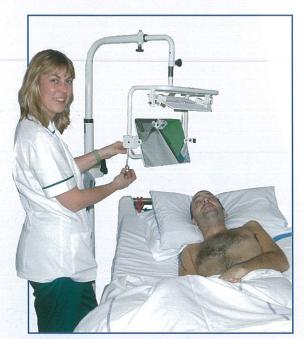
Due to Sam's behavioural problems and physical disabilities he sleeps at home in a special bed with rails. When the family were away from home, they had no means of keeping him safe at night.

The large, folding, lightweight travel cot DEMAND made for him ensure Sam and his Mum get a peaceful nights



Over Bed Mirror

The DEMAND Over Bed Mirror is produced to enable patients immobilised in a supine position to be able to see the world around them - and not just the ceiling. It is easy to manoeuvre and adjust, making it popular with nursing staff. The benefit to the patient is that it helps break their feeling of isolation - with proven benefits to recovery.



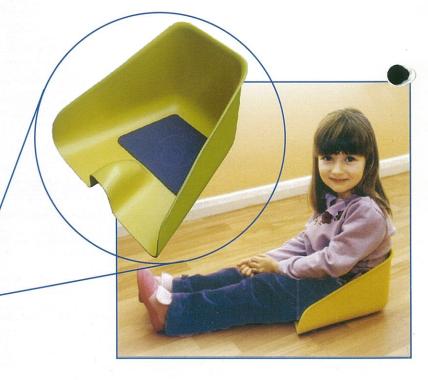
We have recently started manufacturing these mirrors in response to requests from spinal injury units and ITU's.

The Over Bed Mirror fits at the end of the bed or alongside.



Floor Sitter





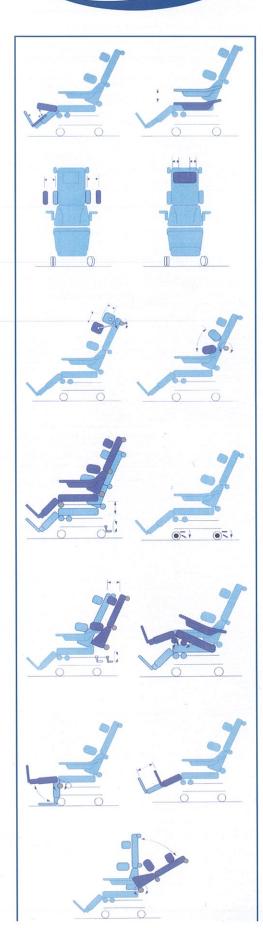
The DEMAND Neurological Chair



The DEMAND Neurological Chair is designed for the rehabilitation of patients with neurological and other conditions, who require seating positions and postural control unobtainable from conventional seating. Correct positioning can also alleviate effening of the joints, deformities, and the impairment of other lanctions including breathing and digestion.

The DEMAND Neurological chair features:

- A wide range of adjustability enabling support wherever it is required.
- Suitability for a wide range of heights and weights.
- Comfortable padding on the seat to alleviate pressure sores.



This simple little device enables a child who normally needs help to support themselves in a sitting position

The Greenpower Challenge

Current design:

The existing car was designed with hand controls and although this does allow a number of disabled children to drive they are required to have significant upper body strength.

Future Development:

The development of powered controls will greatly increase the number of children who will be able to drive. Our aim is to include all those using an electrically powered wheelchair and we are seeking sponsorship for this project.



Manual Controls

Powered Controls

Large Frame

Tailored for Children

Katie's Ski Tracks

Problem:

The previous frame was designed to allow use by a very wide range of people. In practice the primary users are children.

Future development:

For 2004 we are reducing the overall size of the frame by approximately 1/3, improving safety features, and incorporating improved stability and controllability.

Over Bed Mirror

Current Design:

At the request of Occupational Therapists, who wish to encourage those spinally injured patients able to do so to set the mirrors themselves. Our existing design uses mechanical operation of the mirrors. However not all patients are able to do this.

Future Development:

Enabling independence is an important contributory factor in recovery and we intend to develop this capability in 2004. Electronic operation will enable a wider range of patients, through appropriate interface devices, to be able to set the mirrors for themselves.



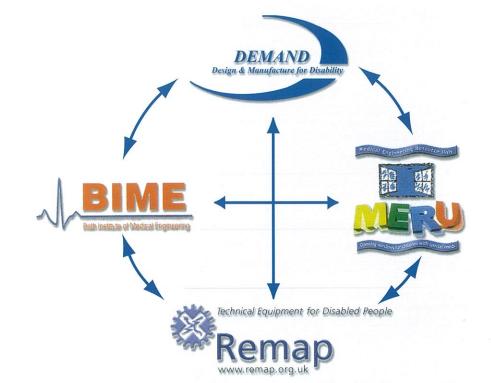
Hand Operated

Flectronic Operation

Helping each other help more Disabled People

here are only four independent organisations in the UK that design and manufacture equipment to meet the needs of disabled individuals. It makes sense to work together so that we can avoid potential overlap and duplication, and by cooperation and collaboration maximise the number of disabled people we can help.

the DEMAND Forum was established to achieve this, and thanks to funding from the Lloyds TSB Foundation for England and Wales, has been able to continue and work closer together.



An example of a Collaborative Project

ofessor Brian Andrews, a founder and associate of the Forum, is conducting research into Functional Electrical Stimulation (FES) of the leg muscles of paraplegics to enable them to use rowing machines. Early work suggests that "whole body" exercise will produce benefits to general health and life expectancy. Trials are planned with 10 individuals and DEMAND will be providing the special seat and leg supports needed to enable the use of commercial rowing machines. Neither party could have achieved this project without the help of the other. If the trial confirms the early work, this has the potential to provide significant benefit to a large number of people.



Encouraging Design for Disability



London Metropolitan University Awards

Each year DEMAND offers prizes to students from the London Metropolitan University recommended for outstanding achievement and innovative design whilst working for their MA on the "Design Research for Disability" course.

First prize this year was awarded to Andrea Fall. Her research with a group of elderly people identified the need for a combined stool and trolley for use in small kitchens. The prototype was made by Andrea with help from the technical staff at the University.

Second prize was awarded to Marney Walker for the research and design of a safe hot cup for use by elderly people.

DeMontfort University '02/03



From August 2002 until the end of June 2003 Felicity Hunter was on placement from DeMontfort University.

The placement offered her hands on experience in our workshops and she designed and built a spray booth with filtered extraction for the finishing of small items.

During 2003 she was deeply involved in the design of a buggy board project that enabled a mother-of-two to push her eldest son in a buggy, whilst her younger daughter was safely harnessed onto a "ladybird" buggy board attached to the buggy frame.





The Nottingham Trent University '03/04





From September 2003 until July 2004 we have Karen Babel and Chloe Smith on placement from the Nottingham Trent University. Our new students, in the later part of 2003 have:

 Undertaken development work on a portable commode for a young client who has Cerebral Palsy. The commode is designed to provide suitable postural support and incorporates adjustments to the seat angle, trunk support and foot rests, which can be altered as the client grows. The commode also folds down into a small box for ease of transportation. This will make journeys and visits much more relaxing and care free for the user and his family.



 Designed the flames, numbers and alloy - style wheel covers that decorated the 2003 Greenpower car, using graphics design computer packages. The pupils driving the car were thrilled with the appearance, which also won the admiration of fellow competitors in the national final at Goodwood in October.





Before....

 Worked for a number of clients on projects under the supervision of our design team, including this one for Mr Cogdale. He required a new wheelchair tray that provided padding around his elbows, as his old tray was causing discomfort. There was nothing available commercially, so our students provided Mr Cogdale with a specially designed tray in the colours of his favourite football team - Arsenal.



....With the help of DEMAND

Revised the format for and help compile this Annual Review.





31st December 2003		140
General Fund	2003 €	2002 £
Income Donations	277,706	271,151
Untaxed Interest	7,930	7,607
Royalties	-	94
Income Tax recoverable	1,640	1,389
Sales	42,049	44,223
Expenditure	329,325	324,464
Cost of sales	17,523	13,194
Student support	9,077	7,200
Staff costs	232,004	243,153
Professional fees	2,850	4,850
Workshop and design expenses Administration expenses	33,064 16,456	41,173 14,655
Depreciation and Amortization	13,491	15,555
	324,465	339,780
6 1 (0 6 1) 6 11 51 11 11		
Surplus (Deficit) for the Financial Year	4860	(15316)
Other funds	2003	2002
Deildie e Feed		
Building Fund Income		
Expenses	=	
DEMAND Forum		
Income	25,000	. .
Expenses	(24,717)	
Paddy Renton Fund		
Income	- market -	
Expenses	(406)	(350)
Surplus (Deficit) for the Financial Year	(123)	(350)
Total Surplus (Deficit) for the Financial Year	4,737	(15,666)
Balance Sheet as at 31st December 2003	2003	2002
building street as at 515t December 2005	£	£
Fixed Assets		
Tangible Assets	477,276	483,061
Current Assets		
Stock	7,806	16,552
Debtors	12,052	13,538
Cash at bank and in hand	288,177	259,623
	308,035	289,713
Creditors	(49,206)	(41,406)
Net Current Assets	258,829	248,307
Total Assets Less Current Liabilities	736,105	731,368
Desavore		
Reserves Other Funds		
DEMAND Forum	283	
Paddy Renton Fund	7,762	8,168
Building Fund	473,336	483,329
General Fund	254.724	239,871
General and	254,724 736,105	731,368
These financial statements are not the company's statutory accounts, which have be		

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 2003 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 2003 have been delivered to the Registrar of Companies and the Charity Commissioners.

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

Hellut

Hon, Treasurer/Director D H R Smith





Making a donation

Your contribution will make a difference 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 using the slip below.

By a Special Donation

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

Give As You Earn

wour 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 000 000 389

Leave 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 Gift Aid - Individuals

Tax Relief on your donation

Gift Aid enables us to make the most of every donation. For every £1 donated under the scheme, we can reclaim an extra 28p, at no extra cost to you, on all donations you have made to us since 6th April 2000. All you have to do is complete the slip below and tick the box saying you are happy for us to reclaim tax on your donations.

Gift Aid - Companies

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

ear slip along the dotted line and return to:		
DEMAND, Design and Manufacture for Disability, FRE	EPOST SB40	8, Abbots Langley, WD5 0WD
wish to donate £	Name	
WISH to donate I	Name	
(Delete as applicable)	Address	
Please Debit my VISA/ACCESS/Charity Card *.		
My CREDIT/Charity * Card No is		
	Postcode	
	Email	
Expiry Date I I I I I I I I I I I I I I I I I I I	Signature	
We are nice to girt are my definition		
Please send me information about leaving a legacy	Date	/20

The 29th May 1961 Charitable Trust 3M United Kingdom PLC

The Sylvia Adams Charitable Trust

Amersham plc The Ammco Trust

The Archer Charitable Trust

The Ardwick Trust

The Astor Foundation

Miss EW Averst

Lady J R Balcombe

Bank of England The David & Frederick Barclay Foundation

Barclays Bank plc

Baring Asset Management Charities Committee

E P Barrus Limited

The Bartle Family Charitable Trust

Bartle, Bogle and Hegarty Limited

The Worshipful Company of Basketmakers

The Marguess of Bath

Bellway plc

J Benjamin Esq

The Bergqvist Charitable Trust

The Percy Bilton Charity

Mrs Audrey Bird

The Sydney Black Charitable Trust

Lady Blakenham's Charity Trust

The Bonus Trust

The EG & MA Bousfield Charitable Trust

The Lord Braybrooke DL

British Car Auctions Ltd

George and Freda Britten

Mr & Mrs P Brown

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Jennifer Buck

Sir Austin Bunch CBE

Mr & Mrs Mark Burrell

The R M Burton Charitable Trust

C H K Charities Limited

The Carriejo Charitable Trust

C H Cator

The Thomas Sivewright Catto Charitable Settlement

Centronic Limited

Lady Chelmsford

The Childwick Trust

Arnold Clark Automobiles Ltd

Cleanaway Limited

The Cleopatra Trust

The Clover Trust

Clydesdale Bank PLC Phil Collins LVO

The Cooper Charitable Trust

Mrs M Copley

The Cotton Trust

Courts (Furnishers) plc

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Mr & Mrs David de Carle

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The Denton Wilde Sapte Charitable Trust

Dixons Group plc

The DLM Charitable Trust

The DM Charitable Trust

The Earmark Trust

The Gilbert and Eileen Edgar Foundation

Mrs Paula Everett

The Norman Evershed Trust

The Exilarch's Foundation

Graham Farren

Findel PLC

The Sir John Fisher Foundation

The Fitton Trust

Fortis Insurance Limited

Mrs D Foster

Dick Francis CBE

Derek N Frost

The Patrick Frost Foundation

The Horace and Marjorie Gale Charitable Trust

Michael Gerson Investments Ltd

Mrs K Gibbens

Mrs R H Gillespie

Gladedale Homes

M J Gleeson Group plc

The Penelope Gluckstein Charity Trust

The GMC Trust

The Goldmark Trust

The Sir Derek Greenaway Foundation

Guinness Peat Group plc

The Hadley Trust

The Hamilton Wallace Trust

The Sue Hammerson Foundation

The Lennox Hannay Charitable Trust

The Harebell Centenary Fund Harris & Sheldon Group Ltd

John Haynes

Hazel End Charity Clay Shoot

The Hedley Foundation

Hertfordshire Bridge Association

The Kay Hinckley Charitable Trust

The Lady Hind Trust

The Matthew Hodder Charitable Trust

The Sir Julian Hodge Foundation

The Cuthbert Horn Trust

The Adrian John Howard-Blood Charitable Trust

Mrs M Howarth

The PYN and B Hyams Trust

IBC Vehicles Ltd

P J IIsley Esq

Imajin Guidance Ltd

Imperial Hotel

The Inverforth Charitable Trust

Jardine Lloyd Thompson Group plc The Anton Jurgens Charitable Trust

Katie's Ski Tracks

The C.M. Keyser Charitable Trust

Kimbolton School

L'Oreal (UK) Ltd The Christopher Laing Foundation

Paul Lamplugh

Land Securities PLC

The Mrs F B Laurence Charitable Trust

The Lazard Charitable Trust

The Leach No.14 Trust

F M Leamon Esq. The Leonard Trust

Mrs D M Lewis

The Sir Edward Lewis Foundation

The George John Livanos Charitable Trust Lloyds TSB Foundation for England & Wales

The Lotus Foundation

Mr & Mrs A Lowe **Carol Lowes**

Lynn Foundation Madeline Mabey Trust

MAN Roland Great Britian Ltd

Mars U.K. Limited

The Matthews Wrightson Charity Trust

The Maxwell Trust The Helen Isabella McMorran Charitable Foundation

Rt Hon Sir Robert Megarry Mrs J Mehew

The Tony Metherell Charitable Trust

Microspot Limited

The Sir James Miller (Edinburgh) Trust

The Mitchell Charitable Trust

The Andrew Mitchell Christian Charitable Trust Sir David Money-Coutts

Morgan Crucible Charitable Trust

The G M Morrison Charitable Trust

The MVM Charitable Trust

The Janet Nash Charitable Settlement Neighbourly Charitable Trust

TPLC

Nugent Management Limited The Observer Charitable Trust

The Old Possums Practical Trust

The Ormsby Charitable Trust

Mrs J R Oxley The Pelion Trust

The PF Charitable Trust

Mrs I G Phillips Pirelli UK plc

Miss V Proctor

Pitney Bowes Limited

The PJK Charitable Trust Mrs Mary Price

Mr & Mrs J A Pye's Charitable Settlement

The Rainford Trust

The Rank Foundation

The Red Rose Charitable Trust The Richard Reed Charitable Trust 10 Me.

The Rt Hon the Lord Renton PC, KBE, QC

The Rest-Harrow Trust

The Reuben Brothers Foundation

Ridgeons Limited

Brian Robson Coachworks Limited

The Sir James Roll Charitable Trust The Cecil Rosen Foundation

The Rugby Football Union Charitable Fund

St Lawrence Church, Abbots Langley

The Worshipful Company of Saddlers The R H Scholes Charitable Trust

Securicor plc

Shanks Group plc

The Michael Shanly Charitable Trust

The Sidbury Trust

The Freddie Smith Trust

The Harold Smith Charitable Trust

The Henry Smith Charity

Mr & Mrs KJ & GM Smith

The N Smith Charitable Settlement The Sobell Foundation

The David Solomons Charitable Trust

Sony United Kingdom Limited The Sovereign Health Care Charitable Trust

J D Spittle Esa The Adrienne & Leslie Sussman Charitable Trust

The Thompson Fund

The Sir Jules Thorn Charitable Trust Three Rivers District Council

TKH Electroplate Limited

Mr R H & Mrs K M Todd

Tomkins plc

The TD Gift Trust Universal Music Operations Limited

The Valentine Charitable Trust

Dr Andrew Verden

VINCI PLC Volex Group plc

Vpplc

The Bruce Wake Charitable Trust

The Hon Mrs Robert Waley-Cohen

Mrs Camilla Warner The W.E.D. Charitable Trust

The Barbara Welby Trust

The Earl & Countess of Wessex Charitable Trust The Garfield Weston Foundation

The Lionel Wigram Memorial Trust

R E Willment Esa Winterflood Securities Limited

The Michael & Anna Wix Charitable Trust

The Woodroffe Benton Foundation

The Simon Whitbread Charitable Trust

The Woodcote Trust

The Woolf Charitable Trust

The Elizabeth & Prince Zaiger Trust Lhank you for bein

Thank you for helping

Without these generous donations we could not continue to help disabled people

us to help disabled people. From:

DEMAND

