DEMAND

Design & Manufacture for Disability

ANNUAL REVIEW









2004

www.demand.org.uk



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 Floor Sitters

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

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

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



Patrons: The Earl Howe

Roger Jefcoate CBE

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 KBE TD QC DL

The Lord Wolfson FBA

Trustees: Michael Willis (Chairman)

David Smith (Hon Treasurer)

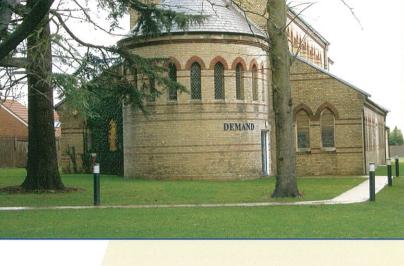
Elaine Bragg

Dr. Susannah Church

Lady Hermione Grimston

Thomas Mercer Anthony Soothill Michael Warr Russell Willcox

Registered Charity no: 1008128



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

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.

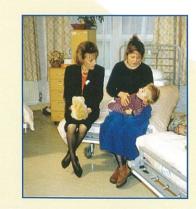
DEMAND's work is based on a brilliant idea. Yet, like so many brilliant ideas, it is in fact very simple. It is to bring together medical professionals and the DEMAND designers and craftsmen to create special furniture and equipment for children and adults with serious disabilities, often when no other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

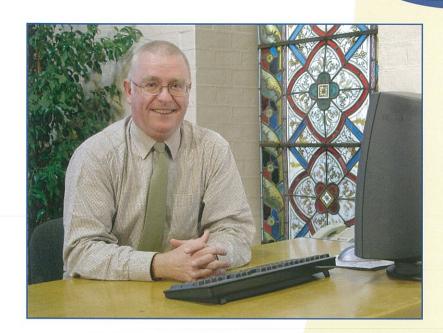
I wholeheartedly commend their marvellous work for your generous support.







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 2005 (our 25th Anniversary year) as well as recording the achievements of 2004. 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.
- Providing opportunities that otherwise would not have been possible.

mercial 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.

In 2004 we helped a record number of people in what was a difficult financial climate. We wish to continue to increase the numbers we help, but how much we achieve is directly linked to the donations we receive. To those who supported us during 2004 can I express our heartfelt thanks. Our future success depends on continuing support.

In 2005 four new trustees have joined DEMAND. Their diversity and additional expertise are welcome additions to the Board. During the year the new, strengthened team will review opportunities for DEMAND leading to a clear, shared view of future direction. We are also delighted to welcome the Rt Hon John Major and Roger Jefcoate CBE as patrons.

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.

Munan botton.

In the UK over 10 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, their physio/occupational therapists, and the individual themselves, leading to the design and manufacture of a bespoke solution.

Refurbishment

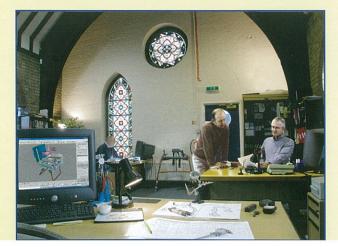
We often get requests to help with equipment that has been in use for many years but for which support is no longer available. Wear and tear inevitably takes it's toll and our craftsmen refurbish the equipment and return items 'as good as new'.

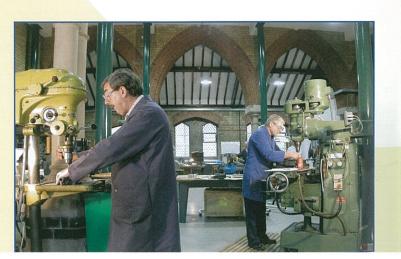
Modification

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.







FES Rowing

Professor Brian Andrews, a founder and associate of the DEMAND Forum, is conducting research into Functional Electrical Stimulation (FES) of the leg muscles of paraplegics to enable the use of rowing machines. Early work suggests that "whole body" exercise will produce benefits to general health and life expectancy. Bespoke kits were made to enable two rowers to compete in the National Indoor Rowing Championships in 2004 and further trials are planned.

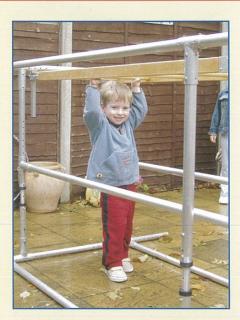
The Greenpower Challenge

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. DEMAND designed adaptations that enable disabled children to compete.



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 we made supports the child safely and can be steered by the user, making it safe and a lot of fun.



Ciaran's Walking Frame

Ciaran has cerebral palsy. His occupational therapist needed to find a way of stretching his arms and shoulders. DEMAND designed and manufactured a purpose built walking frame that is fully adjustable in all directions allowing changes to be made as Ciaran grows.



Dining Chair for Graham

Graham has a rare muscle wasting condition that means he is unable to get up from a sitting position. To avoid this problem at meal times he perched on a high chair turned sideways to the table.

DEMAND designed a dining chair that could be swivelled, raised and lowered, that allows Graham to eat in comfort and then get to his feet unaided.



Special Bed for George

George's condition means he frequently stops breathing during the night. His cot provided a secure environment and the site for an alarm that alerts his parents when this happens. George has outgrown his cot so DEMAND designed and built an expandable, telescoping bed with secure sides that will continue to keep him safe as he grows.

Bathing Frame for Anthony

Anthony is in his mid-twenties. He has cerebral palsy, with severe curvature of the spine. Anthony has limited ability to communicate and requires a high degree of care. The staff at the sheltered accommodation where he lives could not find a suitable bathing aid for him.

DEMAND designed and made a shaped bathing frame with adjustments and supports to accommodate his specific needs. The frame supports him securely and in comfort and makes it easier for his carers to wash him.



Walking Frame for Samuel

Samuel has an inherited condition which affects his nervous system. He can only walk with a walking frame. Samuel is very tall and his flat is small.

Demand modified an existing frame, by extending the height and modifying the wheel fittings, to enable Samuel to negotiate the narrow spaces in his flat.



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





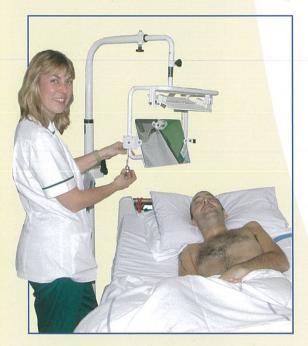




GENERAL SOLUTIONS

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.



Floor Sitter





This simple little device enables a child, who normally needs help to support themselves in a sitting position, to sit independent of a helper. As such it enables much better integration into groups.

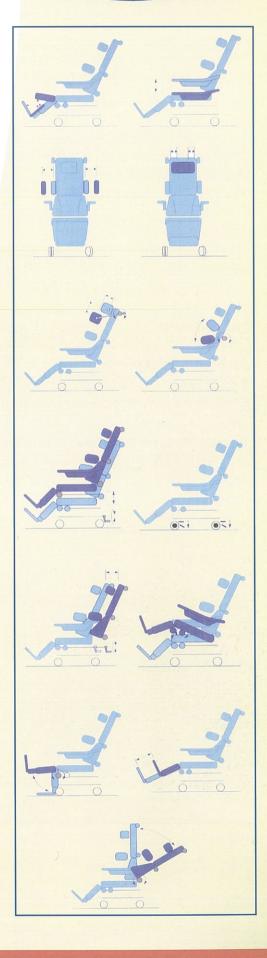
The DEMAND Neurological Chair



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 stiffening of the joints, deformities, and the impairment of other functions 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.



The Greenpower Challenge

(25th Anniversary Year

Current design:

A very satisfactory initial design has been outdated by continuous development in other schools.

Future Development:

A new more competitive design closely tailored to meet the needs of the children involved will be produced during 2005.





FES Rowing

Now that the potential of this project has been demonstrated at the Indoor Rowing Championships DEMAND will continue to assist by developing bespoke equipment for trials and home training use.

The potential exists for widespread use of this principle, which will provide significant health benefits for people with spinal injury. In addition there is the possibility of developing a system for use in a boat on water.



Over Bed Mirror

Current Design:

Feedback from users has indicated that although controls are provided to alter mirror angles, busy medical staff often forget and try to adjust by physically tilting the mirrors.

Future Development:

We are developing a slipping clutch mechanism that will solve the above problem. In addition we are continuing the development of an electrical version so that people without sufficient upper body strength, or range of movement can still adjust their field of view themselves.





Hand Operated

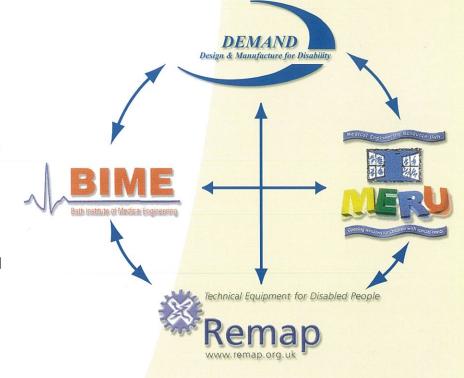
Flectronic Operation

Helping each other help more Disabled People

There 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 loyds TSB Foundation for England and Wales, has been able to continue and work closer together.

A new joint web site was established in 2004. www.theforum.uk.net



Collaborative Projects

2004 saw Forum members combine efforts to expit and "launch" the Forum at the College of occupational Therapists Conference (see pictures opposite). This proved a highly cost effective way of bringing the attention of our prime clients to our products and services.

We also worked closely together on project risk management leading to a set of common policies and principles and an agreement to take the work further so that we continue to improve.

Increasingly, we have been able to refer clients to one another so that the most effective and efficient solution can be found to the benefit of all concerned.







University Support '03/04





From September 2003 until July 2004 Karen Babel and Chloe Smith were on placement from the Nottingham Trent University. They have:

 Developed work on a portable commode for 10 year old Luke, 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 and made an item of equipment to enable 3 year old Rosie, who has cerebral palsy, to propel herself around for therapy purposes.
 This special piece of equipment was designed to allow her to do this whilst at the same time introducing an element of fun.





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

University Support '04/05



From August 2004 to July 2005 Stephanie Osman is on placement from Nottingham Trent University. In the latter stages of 2004 she has:

 Redesigned the DEMAND web site (www.demand.org.uk) so that the themes used in other promoţional media are carried through, to make it easier for clients to reach areas of specific interest and to pass "accessibility" standards.





 Tailored cutlery for John, who has arthritis, so that he is able to manage it more easily



 Adapted a Pooper Scooper by adding a longer handle which made it easier for Edna to keep her garden tidy.



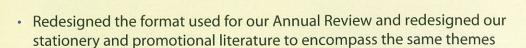
 Helped design a walker and therapy aid for Ilsa, who has cerebral palsy.



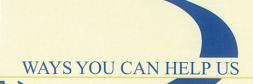
 Assisted in the design of a changing table to help the mother of Sarah, who has cerebral palsy.

As well as:

- Adapting one of our Floorsitters to the specific needs of a client.
- Producing a computer keyboard rest that made it more accessible to the client.
- Helping design skiing equipment for a charity taking 20 disabled children to the Alps in February 2005. Stephanie will accompany the charity to help with the children and our equipment.







Income and Expenditure Account for the year ended: 31st December 2004

General Fund	2004	2003
Income	<u>£</u> 214,205	<u>£</u> 242,706
Donations Untaxed Interest	16,148	7,930
Income Tax recoverable	1,860	1,640
Sales	25684 257,897	42,049 294,325
Expenditure Cost of sales	3,849	17,523
Student support	11,451	9,077
Staff costs	160,585	197,004 2,850
Professional fees Workshop and design expenses	2,850 43,277	33,064
Administration expenses	25,447	16,456
Depreciation and Amortization	6,247	3,498
	253,706	279,472
Surplus Deficit for the Financial Year	4,191	14,853
Other funds		
Building Fund		_
Income Expenses	9,993	9.993
Salaries		
Income	107,500	35,000
Expenses	107,500	35,000
DEMAND Forum	25.120	25,000
Income Expenses	25,120 25,081	24,717
Paddy Renton Fund		
Income	-	406
Expenses	400	406
Surplus Deficit for the Financial Year	10,354	10,116
Total Surplus Deficit for the Financial Year	6,163	4,737
Balance Sheet as at 31st Decen	nber 2004 2004	2003
Fixed Assets	£	£
Tangible Assets	475,120	477,276
Current Assets		
Stock	8,808	7,806
Debtors	14,156	12,052
Cash at bank and in hand	359,145	288,177
	382,109	308,035
Creditors	127,287	49,206
Net Current Assets Total Assets Less Current Liabilities	254,822	258,829
	729,942	736,105
Reserves Other Funds		
DEMAND Forum	322	283
Paddy Renton Fund	7,362	7,762
Building Fund	463,343	473,336
General Fund	258,915	254,724
	729,942	736,105
	1-2/2	

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 2004 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 2004 have been delivered to the Registrar of Companies and the Charity

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

Hon, Treasurer DHR 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

If a ur 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.

By Gift Aid - Companies

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

lear slip along the dotted line and return to:				
* DEMAND, Design and Manufacture for Disability, FREEPOST SB408, Abbots Langley, WD5 0WD				
	00.00,7	locoto Larry, 1125 CVI2		
I wish to donate £	Name			
* (Delete as applicable)	Address			
Please Debit my VISA/ACCESS/Charity Card *.				
My CREDIT/Charity * Card No is				
	Postcode			
	Email			
Expiry Date I would like to gift aid my donation	Signature			
Please send me information about leaving a legacy	Date	/20		

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Abbots Langley Craft Fair

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A bbott Laboratories Limited

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Archer Charitable Trust

The Ardwick Trust

Arrowport Foundation

The Harry Bacon Foundation

Julius Baer International Limited

The Baily Thomas Charitable Fund

Lady J R Balcombe Bank of England

Bartle Bogle Hegarty Limited

The Bartle Family Charitable Trust

The Worshipful Company of Basketmakers

The Most Hon the Marguess of Bath

The Rt Hon the Earl of Bathurst DL R F Beattie Esq

Benham Charitable Settlement

J Benjamin Esq

J Betts Esq

Bijou Charitable Trust

The Sydney Black Charitable Trust

The Morgan Blake Charitable Trust

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The Bonus Trust

EG&MABousfield Charitable Trust

John Brindle

George and Freda Britten

The Basil Brown Charitable Trust

Mr & Mrs P Brown

R S Brownless Charitable Trust

Jennifer Buck

The R M Burton 1956 Charitable Trust

C6 Solutions Ltd

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Thomas Sivewright Catto Charitable Settlement

Centronic Limited

Chapman Charitable Trust

Lady Chelmsford

Chesvale Dog Training Club

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The Gilbert and Eileen Edgar Foundation

Electrolux UK Limited

Emmandiay Charitable Trust

Richard Entwistle Esq

The Eric Evans Memorial Trust

Mrs Paula Everett

The Norman Evershed Trust

Excel Marketing Services Ltd

Graham Farren Esq

Findel PLC

The Worshipful Company of Fishmongers

The Fitton Trust

The Russell & Mary Foreman Charitable Trust

The Rt Hon the Lady Forte of Ripley

J D Foster Esq

Derek N Frost Esq

The Patrick Frost Foundation

Gade Investments Limited

The Horace & Marjorie Gale Charitable Trust

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Mrs R H Gillespie

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The Penelope Gluckstein Charity Trust

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A O Golley Esq

The Sir Derek Greenaway Foundation

Miss A S Greig

The Elizabeth & Edward Guinness Charitable Trust

The Hadley Trust

EF&MGHall Charitable Trust

The Sue Hammerson Foundation

The Lennox Hannay Charitable Trust

Harris & Sheldon Group Ltd The Gabriel Harrison Foundation

Hartwell Plc

The Hedley Foundation

The Kay Hinckley Charitable Trust

The Lady Hind Trust Mrs W C M Hines

Hogg Robinson plc

R Hooker

The Cuthbert Horn Trust

Hospital Saturday Fund Charitable Trust

Mrs M Howarth Gladys Hudson

The Albert Hunt Trust

Huntleigh Technology Plc

IBC Employees Charity Committee

IF Computer Gmbh

Instron Ltd

The Inverforth Charitable Trust Jardine Lloyd Thompson Group plc

Sir Charles Jessel's Charitable Trust

Johnson Matthey plc

Johnson & Johnson Limited

The Ian Karten Charitable Trust C.M. Keyser Charitable Trust

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F M Leamon Esq

Mrs E Leboff T P Lee Esq

Mrs H Lee

The Leonard Trust

The Sir Edward Lewis Foundation

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John Lewis Partnership

Lingfield Park Racecourse en Linton (Holdings) Ltd

Lloyds TSB Foundation for England & Wales

Mrs & Mrs A Lowe

The Lynn Foundation

MacCabe Family Charitable Trust

Sir Denis Mahon CBE, FBA

Matthews Wrightson Charity Trust The Maxwell Trust

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Kevin Oakley Esq

The Old Possums Practical Trust

The Ormsby Charitable Trust

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The PF Charitable Trust Pitney Bowes Ltd

The PJK Charitable Trust The Platinum Trust

The Rt Hon the Earl Portsmouth

D A Prince

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Richard Reed Charitable Trust

Gillian K Reeves

Mark Rendell

Rentokil Initial plc

The Rest - Harrow Trust Reuben Brothers Foundation

Sir Peter Reynolds CBE

Sir Cliff Richard Charitable Trust

Ridgeons Limited

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The Freddie Smith Trust

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Anthony Trower Esa

Thomas Tunnock Ltd

The David Uri Memorial Trust

Mr D Utting

The Valentine Charitable Trust The Roger Vere Foundation

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Vpplc Bruce Wake Charitable Trust

Ursula Walker

Sir Jean Pierre Warner

The Barbara Welby Trust The Rt Hon the Earl of Wemyss and March KT JP

The Earl & Countess Wessex Charitable Trust

Mr & Mrs D K L White The Hon Mrs Jessica White

The Lionel Wigram Memorial Trust

Russell Willcox Esq R E Willment Esq

Miss N L Wilson Winterflood Securities Ltd

Michael & Anna Wix Charitable Trust

The Rt Hon Sir John Wood

The Woodcote Trust

Thank you for helping

The Woolf Charitable Trust The James & Josephine Wyness Trust

The Elizabeth & Prince Zaiger Trust

us to help disabled DEMAND people.

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

