

Review

DEMAND

Design & Manufacture for Disability





Principal Patron: The Earl of Snowdon GCVO RDI

Patrons:
The Earl Howe
Roger Jefcoate CBE
The Rt Hon Sir John Major KG
Esther Rantzen CBE
Hon Clare Renton
Hon Caroline Stanley
The Lord Wolfson FBA

Trustees:
Russell Willcox (Chairman)
Elaine Bragg
Dr Susannah Church
Lady Hermione Grimston
Thomas Mercer
Anthony Soothill
Michael Warr
Michael Willis

Registered Charity no: 1008128

Auditors: DTE Herbert Pepper
Park House
26 North End Road
London
NW11 7PT

Bankers: Barclays Bank Plc
Acorn House
36/38 Park Royal Road
London
NW10 7JA

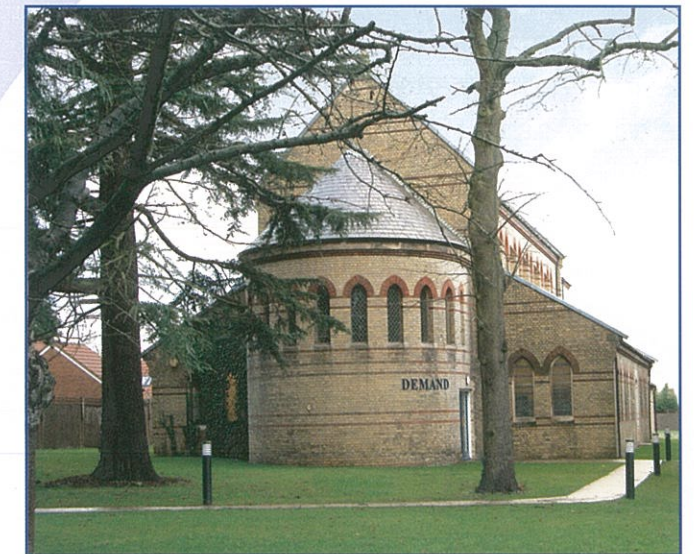
Solicitors: Maxwell Winward LLP
100 Ludgate Hill
London
EC4M 7RE

Chief Executive: Andrew McBeath

DEMAND - Head Office

The Old Chapel
Mallard Road
Abbots Langley
Hertfordshire
WD5 0GQ

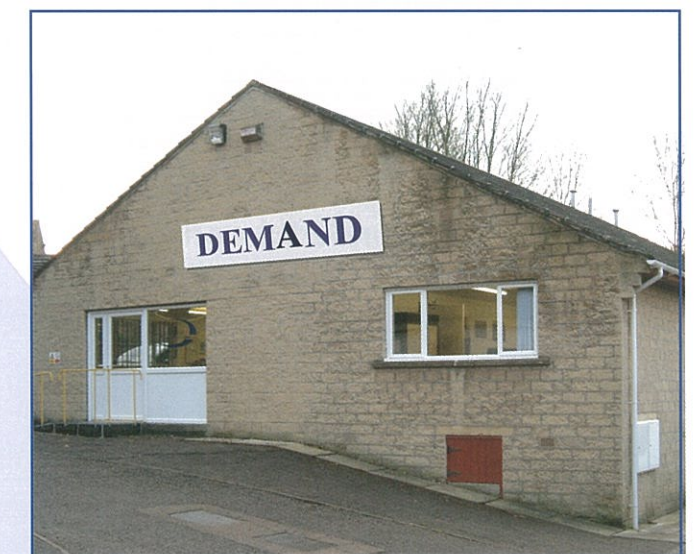
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DEMAND - Brockholes, Yorkshire

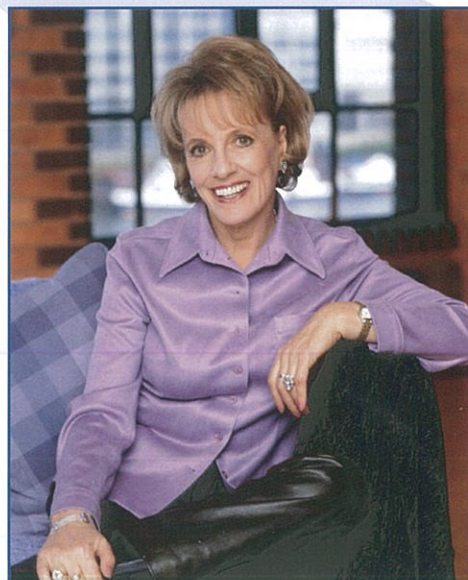
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Website: www.demand.org.uk
E-mail: info@demand.org.uk

Maps and directions to our premises are available on our website



A message from Esther Rantzen CBE - Patron of DEMAND

It 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 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 equipment for children and adults with serious disabilities, when no other solution exists.

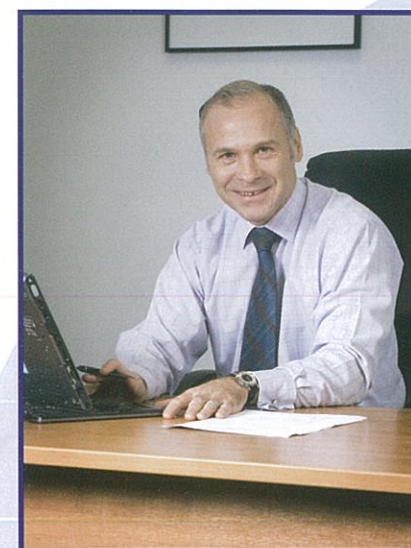
There are thousands of children, young adults and frail old people too, who need the invention, skill, and loving care of DEMAND. But to create these little miracles they need our money.

I wholeheartedly commend their marvellous work for your generous support.



Esther Rantzen

Russell Willcox - Chairman of DEMAND



Having taken over as Chairman in October 2007 my first duty is to thank my predecessor Mike Willis, for 8 years of leadership in which the charity has doubled in size and tripled the number of disabled people we have been able to help. We are fortunate to retain his experience as a trustee.

It is my sad duty to report the death of our Patron Lord Renton, whose late wife founded DEMAND, and who remained actively involved until very recently. His daughters, Caroline and Claire have kindly agreed to become Patrons and continue the family interest in the charity.

Our aim is to help as many disabled people as possible by meeting their unique equipment needs. In 2007 we have helped more disabled people than ever before. However, to put the scale of the task in perspective there are over 10 million disabled adults in the UK, and only a tiny proportion of their need for special equipment is being met by a combination of the government and private sectors. The niche of providing equipment specifically tailored to individuals is addressed predominantly, but incompletely, by the voluntary sector.

In 2006 we embarked on a strategy of geographic expansion to help us achieve our goal of helping as many disabled people as possible. We opened a branch in Yorkshire which has been a substantial success and we have invested in resources in 2007 so that we can consolidate in Yorkshire and continue to expand further. This investment accounts for the end of year deficit in 2007 and we fully expect a return to balanced books in 2008.

I would like to say thank you to all our supporters in 2007, and urge you to continue (and increase!) your support. Our work depends upon your donations. This Annual Review provides some examples of the work we achieved in 2007, and also looks ahead to the future. I hope you enjoy reading it.

Our message for 2008 and beyond is that we intend to continue to grow so that we can make a real difference to more disabled people. To do that we need substantial financial support. Please come and visit us, so we can show you our work at first hand.

Russell Willcox

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.

In the UK over 20% of the population have disabilities and the number is growing. Where there is a common need for equipment this is met by both public sector and private businesses. 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. Our projects fall into two broad categories - equipment that helps with everyday needs (about 75% of our work) and equipment that provides sporting and leisure opportunities.

HELPLINE

01923 681800

When individuals call with a problem our design team can provide advice and existing equipment sources.

Assessment

Our design team will arrange a visit to fully assess a client's needs, along with a carer and their Physio or Occupational Therapist.

Repair

When equipment fails and the manufacturer no longer exists DEMAND offers a repair service.



Projects

Our designers use the assessment to produce a final product. Some projects enable participation in leisure, the rest make everyday living easier.

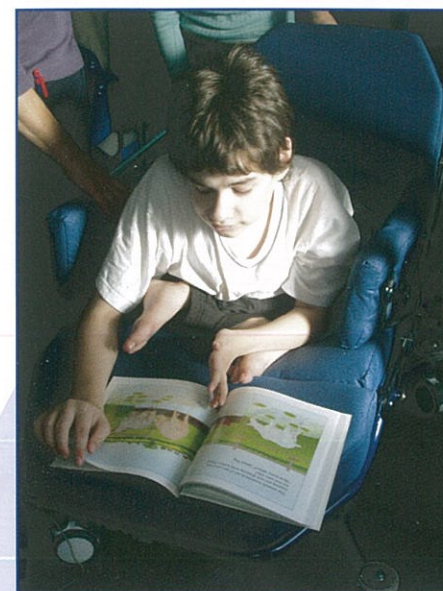
Modification

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

Refurbishment

Our craftsmen often refurbish equipment that is no longer supported by the original manufacturer and return the item as good as new!

Charlie's Chair



Charlie has Cerebral Palsy and is severely disabled. He attends a special school in Hertfordshire. Transferring Charlie from one piece of equipment to another increased the risk of injury, as well as being distressing and distracting to him. The school asked DEMAND to design a chair for Charlie suitable for all his school activities as well as relaxing and sleeping in. DEMAND produced a chair, which is multi adjustable to support Charlie in the appropriate positions for a range of activities and to do so securely. It is fully mobile so it can be moved around to all activity areas.

Alfonso's Drinking System

Alfonso is 16 and lives in Cheadle. He has cerebral palsy and remains very independent. His Occupational Therapist contacted DEMAND to see if we could help resolve a difficult problem that they hadn't been able to solve. Alfonso wanted to be able to drink on his own. We developed a unit, using several available devices, that could be operated by Alfonso to safely dispense a drink through a tube that was positioned by his mouth.



Amy's Gripping Aid



Amy is a full-time nanny and looks after young children in the Macclesfield area. She has a rare muscle wasting disorder called Charcot Marie Tooth Syndrome that has left her with few muscles, or in some cases no muscles at all, in her forearms, hands, lower legs and feet. She asked DEMAND to help as she found that she could not operate the side release clasps that are used on harnesses in pushchairs. We developed a gripper tool that allows Amy to operate these clasps despite her condition so that she is able to work with greater ease.



Sophie's Travel Chair

Sophie is 2 and lives in Huddersfield. She has cerebral palsy and requires supportive seating. We were approached to see if we could make a foldable supportive chair, for use when travelling, for Sophie. Made from polypropylene and a lightweight steel frame this folding chair straps onto most normal chairs and provides the supportive seating needed. This allows the parents to take their child on visits to places that were otherwise inaccessible.

Glynis's Ventilator Trolley

Glynis is 3 years old and has lived in the Royal Berkshire Hospital since she was born with a severely underdeveloped heart and lungs. She needs to be on a ventilator constantly; her portable battery-operated ventilator and oxygen kit is very bulky and heavy. DEMAND made a small trolley so that Glynis could go to playschool with her ventilator, oxygen and battery.



Stephen's Walking Frame Adaptations

Stephen from London has various disabilities. He is taller than average, which means that any equipment bought off the shelf is not suitable for him to use comfortably. DEMAND modified his walking frame to take into account his large stature so that he could get around more easily.



Jack's Postural Insert

Jack is 1 year old and has cerebral palsy. His Occupational Therapist requested a buggy insert that would provide him with postural support and help him with his leg extension. The support is made from polypropylene plastic to provide a rigid structure and we added small thoracic supports to keep him sitting upright. To prevent the leg extension we made a simple wedge. The insert provides Jack with the specialist seating he requires and is not intrusive.

Natasha's Walking Frame Holder

Natasha is 8 and lives in West London. She has cerebral palsy, which makes it difficult for her to walk unaided. For short distances she uses a walking frame, but for a longer distance she must use her wheelchair. Her parents would like to take her to the park, which is close to their house, but Natasha needs to use a wheelchair to get there. Once there she likes to walk around using her frame so we adapted her wheelchair so she could carry her walking frame on the back. She can now easily use both.



Gabby's Wheelchair Tray

Gabby lives in Norwich and has cerebral palsy. She loves to use the computer to surf the internet and paint pictures. Unfortunately Gabby's wheelchair tray is too small to accommodate the keyboard and joystick she uses to operate the computer. DEMAND made a tray that would fit over her existing tray that she can use specifically when she is using the computer.

FES Rowing

Professor Brian Andrews is conducting research into Functional Electrical Stimulation (FES) of the leg muscles of people with severe spinal injury to enable the use of rowing machines. DEMAND provides special seating and support devices that interface with the Concept 2 rowing machines. The machines were used to enable disabled rowers to compete in the 2007 National Indoor Rowing Championships.



The Greenpower Challenge

In 2007 DEMAND helped children with learning difficulties from the Beaucroft Foundation School and Bushey Meads School to compete in the Greenpower Challenge, an initiative designed to encourage interest in engineering at secondary schools. The teams race their electrically-powered cars in 4 hour endurance races at regional heats to qualify for the final, held at the famous Goodwood circuit.



Katie's Ski Tracks

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



Janet's Fishing Rod Grips

Janet lives in Oxfordshire and is a keen fisherwoman. She has a spinal injury and subsequently has poor grip in her hands. So that Janet can carry on enjoying her hobby DEMAND made hand grips which means she can grip the rod at any place, and modified the winding handle on the reels of her fishing rods.



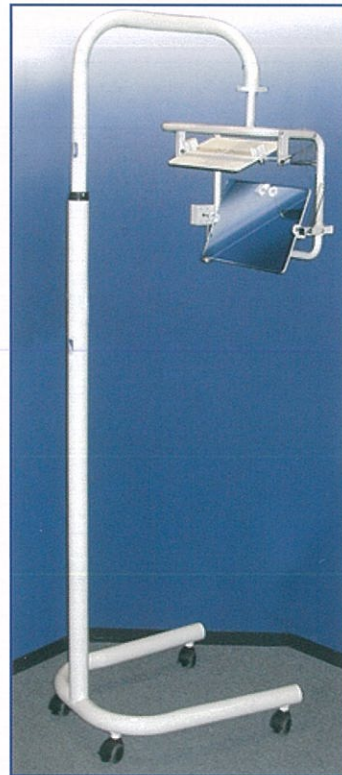
Ball Catcher for Springhead School

Springhead school is a special needs school in Scarborough. The school council, which is run by the students themselves, decided that they needed a means of storing their balls in the playground and came up with several designs. DEMAND was then approached to see if we would make it for them. The final design was made from wood which is to be painted by the students themselves and featured a sound box that giggles every time a ball is put away.

John's Trike

John is 12 years old and lives in Hemel Hempstead. He has cerebral palsy and loves riding his trike. John's parents bought him a new trike, which needed the pedals modifying before John could use it regularly. John and his parents visited DEMAND to collect the bike, where John enjoyed pedalling around the car park!





Over Bed Mirror

The DEMAND Over Bed Mirror is produced to enable patients immobilised in a supine position 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 are manufacturing these mirrors at our Yorkshire site in response to requests from spinal injury and intensive care units.



Floor Sitter

This simple device enables children, who would normally need help to support themselves in a sitting position, to sit independently of a helper. The floor sitter enables children to be included in group activities.



Boccia Ramps

Boccia is a game that is similar to bowls. The player must bowl their ball nearest to a jack in order to win the game. Boccia is played by individuals with differing levels of disability.

Wheelchair users need a ramp to be able to play and DEMAND makes variants to suit different skill levels which are tailored to individual needs.

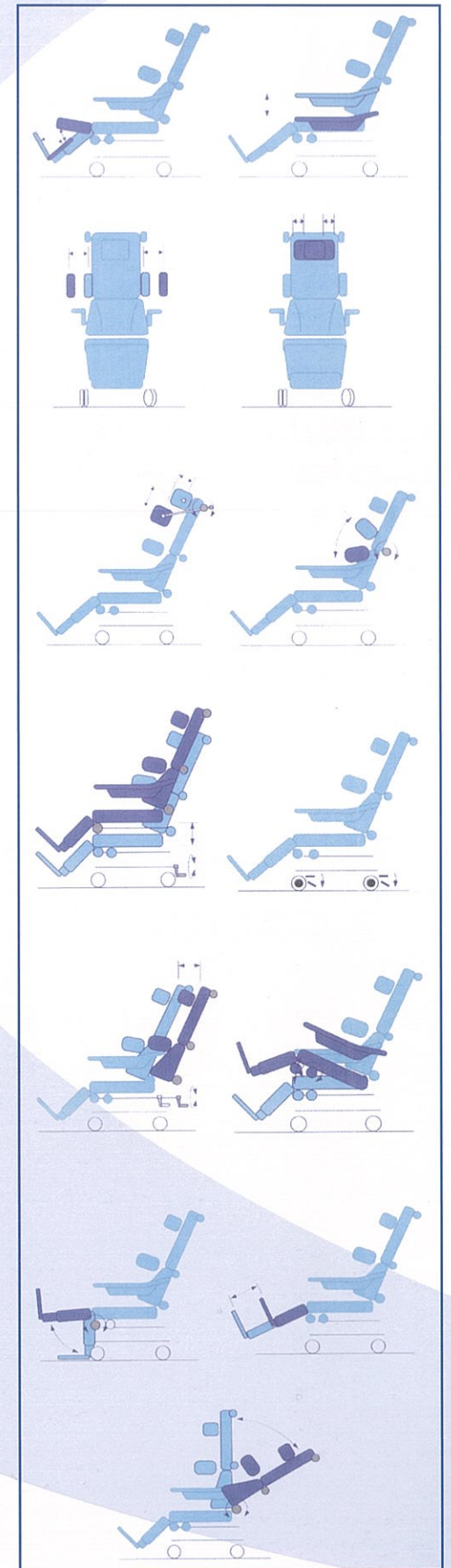


The DEMAND Neurological Chair

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 alleviate stiffening of the joints, deformities and improve other functions including breathing and digestion.

The DEMAND Neurological chair features:

- A wide range of adjustability enabling support where it is required
- Suitability for people with widely differing heights and weights
- Comfortable padding on the seat to alleviate pressure sores



University Support 06/07



From September 2006 to July 2007 Liz and Simon were on placement from Nottingham Trent and De Montfort Universities. As well as designing and making equipment they were able to use their computing skills to produce promotional material for DEMAND

Meadow Wood Games

Liz designed a wall-mounted game for Meadow Wood School that would stimulate the children using it and exercise their upper body at the same time.



Wheelchair Bumpers

Simon designed a set of bumpers for Tom's electric wheelchair that would protect his footrests whilst driving around at school. Tom uses the front of his wheelchair to open doors, and with this device he can do so without damaging his chair, or the doors. The bumper bar is removeable to make the wheelchair less bulky if required.

University Support 07/08



From September 2007 to July 2008 Jodie is on placement from Nottingham Trent at Abbots Langley, and Nick is on placement from De Montfort University at Brockholes.



Jodie - Footrest for Ella

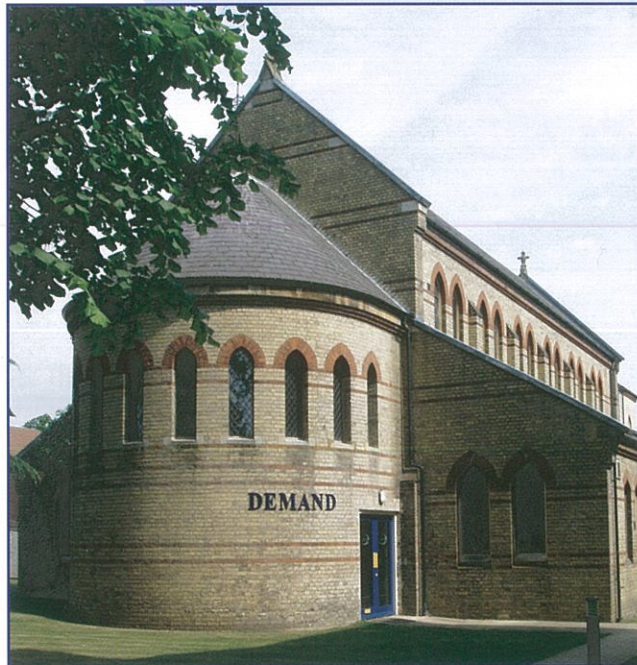
Ella is 2 and a half and lives in Hertfordshire, she has cerebral palsy. Her Occupational Therapist required Ella to have a supportive chair while she was at playschool. Jodie modified a small chair from her playschool and added a footrest so that Ella could sit with correct posture.

Nick - Wheelchair Adaptation

During the first half of his placement Nick has produced a bolt on adaptation to allow any standard wheelchair the ability to tilt in space with independent seat and back movement creating a wide range of seating positions. He has produced and delivered two complete units to the local NHS wheelchair services as well as a full set of technical drawings allowing for future manufacture of this solution.



DEMAND Hertfordshire
Abbots Langley



Our Abbots Langley site fulfils 2 roles, centralised management, administration and fundraising for the whole organisation as well as localised design and manufacture for projects across the south of England.

The Hertfordshire branch is approximately double the size of our Yorkshire branch at present and in 2007 we produced 101 projects and helped more than 500 disabled people.

2008 sees the implementation of our events fundraising scheme, which will generate income from people wishing to participate in sponsored events such as the Flora London Marathon. We are also holding our own cycling event in the Yorkshire Dales, where all money raised will be donated to DEMAND.

We are launching a major campaign aimed at raising funds to sustain our larger organisation, provide permanent premises for our Yorkshire site and enable expansion into Scotland in 2012.

We are also introducing new engineering processes and systems to further improve our standards.

At Abbots Langley we will be holding 4 visitors days as well as hosting impromptu visits.

DEMAND Yorkshire
Brockholes



Our smaller site concentrates on design and manufacture. In 2007 we produced 52 projects and helped more than 270 disabled people.

An essential requirement in 2008 is to find funding to sustain the new branch. This new funding will replace the start-up funding kindly donated by the D D McPhail Charitable Settlement.

In 2008 we will begin looking for suitable permanent premises that will eventually allow expansion to a similar size of our branch in Abbots Langley.

We are also improving our engineering processes and systems in parallel with Abbots Langley.

Brockholes will also be holding 4 visitors days throughout the year as well as hosting impromptu visits.

We have achieved our aim of establishing a level of awareness of one another's capabilities so that we continue to refer work without the need for special initiatives to encourage this. However, we consider it important to continue our CEO meetings and project risk management work, and wish to reinforce the progress already made by

Our New Fundraising Initiative

As the need for DEMAND's services has grown over the years, the Trustees and management team realised that there had to be an increase and diversification of sources of support and income. This marked a new and exciting era in terms of broadening DEMAND's profile in the wider world and encouraging support from a much larger audience.

To this end, a Community and Corporate Fundraising Manager was appointed in June 2007 to raise money from events, community groups and organisations as well as encouraging employee led fundraising from within companies.

An events programme has been established with places available in major Marathons - London, New York, Chicago and Berlin and a brand new DEMANDING 100km and 50km bike ride over the Yorkshire Dales is due to take place in June 2008.

Contact has been made with the Freemasons, local community groups, companies and local events organisers with a view to future support. We have already received donations as a result of this which is extremely encouraging.

To date we have had runners in the Berlin and London Marathons and the Great North Run as well as a very successful Golf Day.

The overall philosophy of this new fundraising area is very much "Whatever you do, do it for DEMAND".

If you would like to receive more information about fundraising for DEMAND, please complete the form on the opposite page.



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 using the slip below, or donate online through www.justgiving.com/demand/donate

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 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.

Tax Relief On Your Donation

Gift Aid - Individuals

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. When you complete the slip below please tick the gift aid box. We will then be able to reclaim tax on all your donations.

Gift Aid - Companies

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



DEMAND, Design and Manufacture for Disability, FREEPOST SB408, Abbots Langley, WD5 0WD

I wish to donate £ _____

Name _____

Address _____

Postcode _____

Email _____

Signature _____

Date _____

☐ I would like to Gift Aid my donation

Please debit my CREDIT / DEBIT / Charity Card
(delete as applicable)

My card no is

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Expiry Date

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☐ I would like to set up a standing order

☐ Please send me information about leaving a legacy

☐ Please send me information about fundraising

Income and Expenditure Account for the year ended:
31st December 2007

	Unrestricted Funds	Restricted Funds	Total Funds 2007	Total Funds 2006
Incoming resources	£	£	£	£
Voluntary income	353,775	217,323	571,098	552,781
Investment income	14,950	-	14,950	13,797
Activities for generating funds	49,336	-	49,336	41,551
Total incoming resources	418,061	217,323	635,384	608,129
Resources expended				
Charitable activities	468,952	142,255	611,207	537,631
Governance costs	77,343	28,911	106,254	81,378
Total resources expended	546,295	171,166	717,461	619,001
Net movement in funds	128,234	46,157	82,077	10,872
Fund balance brought forward at 1st January 2007	253,275	470,643	723,918	734,790
Fund balances carried forward at 31st December 2007	125,041	516,800	641,841	723,918

Balance Sheet as at 31st December 2007	Unrestricted Funds	Restricted Funds	2007	2006
	£	£	£	£
Fixed Assets				
Tangible Assets	10,794	442,729	453,523	455,615
Current Assets				
Stock	9,710	3,440	13,150	8,996
Debtors	26,800	6,533	33,333	27,758
Cash at bank and in hand	98,670	145,660	244,330	340,598
	135,180	155,633	290,813	377,352
Creditors: amounts falling due within one year	20,933	81,562	102,495	109,049
Net Current Assets	114,247	74,071	188,318	268,303
Total Assets Less Current Liabilities	125,041	516,800	641,841	723,918
Funds				
Restricted			516,800	480,643
Unrestricted : General charitable funds			125,041	243,275
			641,841	723,918

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 2007 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 2007 have been delivered to the Registrar of Companies and the Charity Commissioners.

Full accounts, which have been audited by DTE Business Advisory Services Limited, are available on request from the Company Secretary

Alan Stokes

Secretary: Alan Stokes

We would like to take this opportunity to thank all our donors who have supported us over the past year. You have enabled us to help more disabled people than ever before, and with your continued help, we aim to increase the number we help every year.





www.demand.org.uk

