

UNITED STATES SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 20549
FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES AND EXCHANGE ACT OF 1934

For the quarterly period ended March 30, 1996

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from _____ to _____

Commission file number 1-10948

OFFICE DEPOT, INC.

(Exact name of registrant as specified in its charter)

Delaware

59-2663954

(State or other jurisdiction
incorporation or organization)

(I.R.S. Employer
Identification No.)

2200 Old Germantown Road, Delray Beach, Florida

33445

(Address of principal executive offices)

(Zip Code)

(407) 278-4800

(Registrant's telephone number including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports) and (2) has been subject to such filing requirement for the past 90 days.

Yes No

The registrant had 156,659,542 shares of common stock outstanding as of May 6, 1996.

OFFICE DEPOT, INC.

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OFFICE DEPOT, INC. AND SUBSIDIARIES
 CONSOLIDATED STATEMENTS OF EARNINGS
 (In thousands, except per share amounts)
 (Unaudited)

	13 Weeks Ended March 30, 1996 -----	13 Weeks Ended April 1, 1995 -----
Sales	\$1,632,995	\$1,351,212
Cost of goods sold and occupancy costs	1,277,617	1,046,383
	-----	-----
Gross profit	355,378	304,829
Store and warehouse operating and selling expenses	246,773	203,167
Pre-opening expenses	1,141	3,252
General and administrative expenses	44,443	37,104
Amortization of goodwill	1,330	1,295
	-----	-----
	293,687	244,818
	-----	-----
Operating Profit	61,691	60,011
Other expense (income)		
Interest expense, net	4,856	4,819
Equity and franchise (income) loss, net	445	(32)
	-----	-----
Earnings before income taxes	56,390	55,224
Income taxes	22,907	22,750
	-----	-----
Net earnings	\$ 33,483	\$ 32,474
	=====	=====
Earnings per common and common equivalent share:		
Primary	\$ 0.21	\$ 0.21
Fully diluted	\$ 0.21	\$ 0.21

OFFICE DEPOT, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS
(In thousands, except share and per share amounts)

	March 30, 1996	December 30, 1995
	-----	-----
	(Unaudited)	
ASSETS		
Current Assets		
Cash and cash equivalents	\$ 36,462	\$ 61,993
Receivables, net of allowances	346,254	380,431
Merchandise inventories	1,266,901	1,258,413
Deferred income taxes	22,837	18,542
Prepaid expenses	16,214	11,620
	-----	-----
Total current assets	1,688,668	1,730,999
Property and Equipment, net	581,270	565,082
Goodwill, net of amortization	193,970	195,302
Other Assets	42,710	39,834
	-----	-----
	\$ 2,506,618	\$ 2,531,217
	=====	=====
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities		
Accounts payable	\$ 758,059	\$ 841,589
Accrued expenses	162,033	166,575
Income taxes	34,898	10,542
Current maturities of long-term debt	2,400	3,309
	-----	-----
Total current liabilities	957,390	1,022,015
Long-Term Debt, less current maturities	100,091	112,340
Deferred Taxes and Other Credits	16,620	11,297
Zero Coupon, Convertible, Subordinated Notes	386,734	382,570
Common Stockholders' Equity		
Common stock - authorized 400,000,000 shares of \$.01 par value; issued 158,781,618 in 1996 and 157,961,801 in 1995	1,588	1,580
Additional paid-in capital	615,200	605,876
Foreign currency translation adjustment	(821)	(794)
Retained earnings	431,566	398,083
Less: 2,163,447 shares of treasury stock	(1,750)	(1,750)
	-----	-----
	1,045,783	1,002,995
	-----	-----
	\$ 2,506,618	\$ 2,531,217
	=====	=====

OFFICE DEPOT, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS
Increase (Decrease) in Cash and Cash Equivalents
(In thousands)
(Unaudited)

	13 Weeks Ended March 30, 1996	13 Weeks Ended April 1, 1995
	-----	-----
Cash flows from operating activities		
Cash received from customers	\$ 1,610,048	\$ 1,319,819
Cash paid for merchandise inventories	(1,270,582)	(1,047,341)
Cash paid for store and warehouse operating, selling and general and administrative expenses	(323,238)	(288,459)
Interest received	408	97
Interest paid	(1,153)	(278)
Taxes paid	(907)	(6,652)
	-----	-----
Net cash provided (used) by operating activities	14,576	(22,814)
	-----	-----
Cash flows from investing activities		
Capital expenditures-net	(28,165)	(47,326)
	-----	-----
Net cash used by investing activities	(28,165)	(47,326)
	-----	-----
Cash flows from financing activities		
Proceeds from exercise of stock options and sales of stock under employee stock purchase plan	6,495	3,963
Foreign currency translation adjustment	(27)	345
Proceeds from long- and short-term borrowings	---	63,510
Payments on long- and short-term borrowings	(18,410)	(1,889)
	-----	-----
Net cash provided (used) by financing activities	(11,942)	65,929
	-----	-----
Net decrease in cash and cash equivalents	(25,531)	(4,211)
Cash and cash equivalents at beginning of period	61,993	32,406
	-----	-----
Cash and cash equivalents at end of period	\$ 36,462	\$ 28,195
	=====	=====
Reconciliation of net earnings to net cash provided (used) by operating activities		
Net earnings	33,483	\$ 32,474
Adjustments to reconcile net earnings to net cash provided (used) by operating activities		
Depreciation and amortization	19,091	14,534
Accrued interest on convertible, subordinated notes	4,164	4,056
Contributions of common stock to employee benefit and stock purchase plans	1,061	910
Changes in assets and liabilities		
Decrease (increase) in receivables	34,177	(2,009)
Increase in inventories	(8,488)	(69,721)
Increase in prepaid expenses and other assets	(12,294)	(7,874)
Increase (decrease) in accounts payable, accrued expenses and deferred credits	(56,618)	4,816
	-----	-----
Total adjustments	(18,907)	(55,288)
	-----	-----
Net cash provided (used) by operating activities	\$ 14,576	\$ (22,814)
	=====	=====

OFFICE DEPOT, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

1. The interim financial statements as of March 30, 1996 and for the 13 week periods ended March 30, 1996 and April 1, 1995 are unaudited; however, such interim statements reflect all adjustments (consisting only of normal recurring accruals) necessary for a fair presentation of the financial position and the results of operations for the interim periods presented. The results of operations for the interim periods presented are not necessarily indicative of the results to be expected for the full year. The interim financial statements should be read in conjunction with the audited financial statements for the year ended December 30, 1995.
2. Net earnings per common and common equivalent share is based upon the weighted average number of shares and equivalents outstanding during each period. Stock options are considered common stock equivalents. The zero coupon, convertible, subordinated notes are not common stock equivalents. Net earnings per common share assuming full dilution was determined on the assumption that the convertible notes were converted as of the beginning of the period or when issued. Net earnings under this assumption has been adjusted for interest net of its tax effect.

The information required to compute net earnings per share on a primary and fully diluted basis is as follows:

	13 Weeks Ended March 30, 1996	13 Weeks Ended April 1, 1995
	-----	-----
	(in thousands)	
Primary:		
Weighted average number of common and common equivalent shares	\$ 158,123 =====	\$ 153,445 =====
Fully diluted:		
Net earnings	\$ 33,483	\$ 32,474
Interest expense related to convertible notes, net of tax	2,540 -----	2,474 -----
Adjusted net earnings	\$ 36,023 =====	\$ 34,948 =====
Weighted average number of common and common equivalent shares	158,130	153,446
Shares issued upon assumed conversion of convertible notes	16,565 -----	16,580 -----
Shares used in computing net earnings per common and common equivalent share assuming full dilution	174,695 =====	170,026 =====

3. The Consolidated Statements of Cash Flows do not include the following non-cash investing and financing transactions:

	13 Weeks Ended March 30, 1996	13 Weeks Ended April 1, 1995
	-----	-----
Additional paid-in capital related		
to tax benefit on stock options exercised	\$1,775,000	\$948,000
Equipment purchased under capital leases	5,252,000	---
Conversion of convertible, subordinated debt to common stock	---	14,000

4. The Company has adopted the following Statements of Financial Accounting Standards ("SFAS") for the fiscal year ending December 28, 1996.

SFAS No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of," establishes accounting standards for the impairment of long-lived assets, certain identifiable intangibles, and goodwill related to those assets to be held and used and for long-lived assets and certain identifiable intangibles to be disposed of. Long-lived assets and certain identifiable intangibles to be held and used by a company are required to be reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Measurement of an impairment loss for such long-lived assets and identifiable intangibles should be based on the fair value of the asset. Long-lived assets and certain identifiable intangibles to be disposed of are required to be reported generally at the lower of the carrying amount or fair value less cost to sell. The adoption of SFAS No. 121 had no material effect on the Company's financial position as of March 30, 1996 or the results of its operations for the thirteen weeks ended March 30, 1996.

SFAS No. 123, "Accounting for Stock-Based Compensation," establishes financial accounting and reporting standards for stock-based employee compensation plans, including stock options, stock purchase plans, restricted stock, and stock appreciation rights. SFAS No. 123 defines and encourages the use of the fair value method of accounting for employee stock-based compensation. Continuing use of the intrinsic value based method of accounting prescribed in Accounting Principles Board Opinion No. 25 ("APB 25") for measurement of employee stock-based compensation is allowed with pro forma disclosures of net income and earnings per share as if the fair value method of accounting had been applied. Transactions in which equity instruments are issued in exchange for goods or services from non-employees must be accounted for based on the fair value of the consideration received or of the equity instrument issued, whichever is more reliably measurable. The Company has determined that it will continue to use the method of accounting prescribed in APB 25 for measurement of employee stock-based compensation, and will begin providing the required pro forma disclosures in its financial statements for the year ending December 28, 1996 as allowed by SFAS No. 123.

Item 2 MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL
CONDITION AND RESULTS OF OPERATIONS

RESULTS OF OPERATIONS

Sales increased 21% to \$1,632,995,000 in the first quarter of 1996 from \$1,351,212,000 in the first quarter of 1995. Approximately 11% of the increase in sales was due to the 73 new stores (net of one store closure) opened subsequent to the first quarter of 1995. Comparable sales for stores and delivery facilities open for more than one year at March 30, 1996 increased 10% for the first quarter of 1996. Sales of computers, business machines and related supplies rose as a percentage of total sales in 1996 over the comparable 1995 period. The Company opened four office supply stores in the first quarter of 1996, bringing the total number of office supply stores open at the end of the first quarter to 505, compared with 432 stores open at the end of the first quarter of 1995. The Company also operated 23 and 24 contract stationer and delivery warehouses (customer service centers) at the end of the first quarters of 1996 and 1995, respectively. Several of these are new, larger facilities which replaced existing facilities acquired as part of the contract stationer acquisitions in 1993 and 1994. Additionally, in the first quarter of 1996, the Company opened one Images(TM) location and one Furniture At Work(TM) store, resulting in a total of three Images(TM) locations and two Furniture At Work(TM) stores open at quarter end.

Gross profit as a percentage of sales was 21.8% during the first quarter of 1996, as compared with 22.6% during the comparable quarter in 1995. The effects of purchasing efficiencies gained through vendor volume, rebate and other discount programs, improved inventory loss experience, improved operating efficiencies in the Company's crossdock facilities and leveraging occupancy costs through higher average sales per store were offset by lower gross margins resulting from an increase in sales of lower margin business machines and computers, combined with decreased margins in the contract stationer business. The Company's management believes that gross profit as a percentage of sales may fluctuate as a result of numerous factors, including continued expansion of its contract stationer business, competitive pricing in more market areas, continued change in sales product mix, as well as purchasing efficiencies realized through growth in total merchandise purchases. Additionally, occupancy costs may increase in many new markets and in certain existing markets where the Company plans to add new stores and warehouses to complete its market plan.

Store and warehouse operating and selling expenses as a percentage of sales were 15.1% and 15.0% in the first quarter of 1996 and 1995, respectively. Store and warehouse operating and selling expenses, consisting primarily of payroll and advertising expenses, have increased primarily due to the Company's expansion program and the integration of its delivery business. While the majority of store and warehouse expenses vary proportionately with sales, there is a fixed cost component to these expenses that, as sales increase within each store and warehouse and within a cluster of stores in a given market area, should decrease as a percentage of sales. This benefit may not be fully realized, however, during periods when a large number of new stores and delivery centers are being opened, as new facilities typically generate lower sales than the average mature location, resulting in higher operating and selling

expenses as a percentage of sales for new facilities. This percentage is also affected when the Company enters large metropolitan market areas where the advertising costs for the full market must be absorbed by the small number of stores initially opened. As additional stores in these large markets are opened, advertising costs, which are substantially a fixed expense for a market area, should be reduced as a percentage of sales. The Company has also continued a strategy of opening stores in existing markets. While increasing the number of stores increases operating results in absolute dollars, this also has the effect of increasing expenses as a percentage of sales since the sales of certain existing stores in the market may initially be adversely affected. In addition to the Company's retail expansion, the expenses incurred in the integration of acquired facilities in its delivery business have contributed to increased warehouse expenses. These integration costs are expected to continue to impact store and warehouse expenses at decreasing levels through the end of 1996.

Pre-opening expenses decreased to \$1,141,000 in the first quarter of 1996 from \$3,252,000 in the comparable period in 1995. Pre-opening expenses in the first quarter of 1995 include costs associated with replacing four existing customer service centers with larger, more functional facilities, while the first quarter of 1996 pre-opening expenses include costs associated with replacing one existing customer service center. Additionally, the Company added four office supply stores in the first three months of 1996, as compared with 12 new office supply stores in the comparable 1995 period. Pre-opening expenses, which are currently approximately \$150,000 per standard office supply store and greater for a megastore, are predominately incurred during a six-week period prior to the store opening. Warehouse pre-opening expenses approximate \$500,000; however, these expenses may vary with the size of future warehouses. These expenses consist principally of amounts paid for salaries and property expenses. Since the Company's policy is to expense these items during the period in which they occur, the amount of pre-opening expenses in each quarter is generally proportional to the number of new stores or customer service centers opened or in the process of being opened during the period.

General and administrative expenses as a percentage of sales were 2.7% for both the first quarter of 1996 and 1995. General and administrative expenses include, among other costs, site selection expenses and store management training expenses, and therefore vary with the number of new store openings, among other factors. During 1995 and 1996, the Company increased its commitment to improving the efficiency of its management information systems and significantly increased its information systems programming staff. While this increases general and administrative expenses in current periods, the Company believes the systems investment will provide benefits in the future. These increases have been partially offset by a decrease in certain other general and administrative expenses as a percentage of sales, primarily as a result of the Company's ability to increase sales without a proportionate increase in corporate expenditures for these expense categories. However, there can be no assurance that the Company will be able to continue to increase sales without a proportionate increase in corporate expenditures for these expense categories. General and administrative expenses have been higher in the contract stationers' business than in the retail business.

LIQUIDITY AND CAPITAL RESOURCES

Since the Company's inception in March 1986, the Company has relied on equity capital, convertible debt and bank borrowings as the primary sources of its funds. Since the Company's store sales are substantially on a cash and carry basis, cash flow generated from operating stores provides a source of liquidity to the Company. Working capital requirements are reduced by vendor credit terms, which allow the Company to finance a portion of its inventories. The Company utilizes private label credit card programs administered and financed by financial service companies, which allow the Company to expand its store sales without the burden of additional receivables. The Company has also utilized capital equipment financings as a source of funds.

Sales made from the customer service centers are generally made under regular commercial credit terms where the Company carries its own receivables. As the Company expands into servicing additional large companies, it is expected that the Company's receivables will continue to grow.

In the first quarter of 1996, the Company added four office supply stores, compared with 12 new office supply stores added in the first quarter of 1995. Net cash provided by operating activities was \$14,576,000 in the first three months of 1996, compared with net cash used by operating activities of \$22,814,000 in the comparable 1995 period. As stores mature and become more profitable, and as the number of new stores opened in a year becomes a smaller percentage of the existing store base, cash generated from operations should provide a greater portion of funds required for new store inventories and other working capital requirements. Cash generated from operations will continue to be impacted by an increase in receivables carried without outside financing and increases in inventories at the stores as the Company continues to expand its offerings in computers and business machines. Capital expenditures are also affected by the number of stores and warehouses opened, converted or acquired each year and the increase in computer and other equipment at the corporate office required to support such expansion. Cash utilized for capital expenditures was \$28,165,000 and \$47,326,000 in the first three months of 1996 and 1995, respectively.

During the 13 weeks ended March 30, 1996, the Company's cash balance decreased approximately \$25,531,000 and long- and short-term debt decreased by approximately \$18,410,000, excluding \$4,164,000 in non-cash accretion of interest on the Company's zero coupon, convertible debt and \$5,252,000 of equipment purchased under capital leases.

The Company has a credit agreement with its principal bank and a syndicate of commercial banks to provide for a working capital line and letters of credit totaling \$300,000,000. The credit agreement provides that funds borrowed will bear interest, at the Company's option, at either: the higher of the prime rate or .5% over the Federal Funds rate; the LIBOR rate plus .25% to .375%, depending on the fixed charge coverage ratio; 1.75% over the Federal Funds rate; or under a competitive bid facility.

The Company must also pay a facility fee of between .125% and .25% per annum, depending on the Company's fixed charge coverage ratio on the available and unused portion of the credit facility. The credit facility currently expires June 30, 2000. As of March 30, 1996, the Company had outstanding borrowings of \$80,000,000 and had outstanding letters of credit totaling approximately \$14,848,000 under the credit facility. The credit agreement contains certain restrictive covenants relating to various financial statement ratios. In addition to the credit facility, the bank has provided a lease facility to the Company under which the bank has agreed to purchase up to \$25,000,000 of equipment on behalf of the Company and lease such equipment to the Company. As of March 30, 1996, the Company has utilized approximately \$12,682,000 of this lease facility.

The Company plans to open approximately 75 new office supply stores and one or two delivery warehouses during the remainder of 1996. Management estimates that the Company's cash requirements, exclusive of pre-opening expenses, will be approximately \$1,700,000 for each additional office supply store, which includes an average of approximately \$900,000 for leasehold improvements, fixtures, point-of-sale terminals and other equipment in the stores, as well as approximately \$800,000 for the portion of the store inventories that is not financed by vendors. The cash requirements, exclusive of pre-opening expenses, for a delivery warehouse is expected to be approximately \$5,300,000, which includes an average of \$3,100,000 for leasehold improvements, fixtures and other equipment and \$2,200,000 for the portion of inventories not financed by vendors. In addition, management estimates that each new store and warehouse will require pre-opening expenses of approximately \$150,000 and \$500,000, respectively. Pre-opening expenses for a megastore will be higher than a regular office supply store.

FUTURE OPERATING RESULTS

The future operating results of the Company may be affected by a number of factors, including without limitation the following:

The Company competes with a variety of retailers, dealers and distributors in a highly competitive marketplace. High-volume office supply chains and contract stationers that compete directly with the Company operate in most of its geographic markets. This competition will increase in the future as both the Company and these and other companies continue to expand their operations. There can be no assurance that such competition will not have an adverse effect on the Company's business in the future. The opening of additional Office Depot stores, the expansion of the Company's contract stationer business in new and existing markets, competition from other office supply chains and contract stationers, and regional and national economic conditions will all affect the Company's comparable sales results. In addition, the Company's gross margin and profitability would be adversely affected if its competitors were to attempt to capture market share by reducing prices.

The Company's plans to continue its strategy of aggressive store growth, opening approximately 75 new office supply stores and one or two delivery warehouses during the remainder of 1996. There can be no assurance that the Company will be able to

find favorable store locations, negotiate favorable leases, hire and train employees and store and warehouse managers, and integrate the new stores and operating systems in a manner that will allow it to meet its expansion schedule. The failure to be able to expand by opening new stores on plan could have a material adverse effect on the Company's future sales and profitability.

In addition, as the Company expands the number of its stores in existing markets, sales of existing stores can suffer. New stores typically take time to reach the levels of sales and profitability of the Company's existing stores and there can be no assurance that new stores will ever be as profitable as existing stores because of competition from other store chains and the tendency of existing stores to share sales as the Company opens new stores in its more mature markets.

Fluctuations in the Company's quarterly operating results have occurred in the past and may occur in the future. A variety of factors such as new store openings with their concurrent pre-opening expenses, the extent to which new stores are less profitable as they come on line, the effect new stores have on the sales of existing stores in more mature markets, the pricing activity of both stores and contract stationers in the Company's markets, changes in the Company's product mix, increases and decreases in advertising and promotional expenses, the effects of seasonality, acquisitions of contract stationers and stores of competitors or other events could contribute to this quarter to quarter variability.

The Company has grown dramatically over the past several years and has shown significant increases in its sales, stores in operation, employees and warehouse and delivery operations. In addition, the Company acquired a number of contract stationer operations and the expenses incurred in the integration of acquired facilities in its delivery business have contributed to increased warehouse expenses. These integration costs are expected to continue to impact store and warehouse expenses at decreasing levels through the end of 1996. The failure to achieve the projected decrease in integration costs towards the latter half of 1996 could result in a significant impact on the Company's net income. The Company's growth, through both store openings and acquisitions, will continue to require the expansion and upgrading of the Company's operational and financial systems, as well as necessitate the hiring of new managers at the store and supervisory level.

The Company has entered a number of international markets using licensing agreements and joint venture arrangements. The Company intends to enter other international markets as attractive opportunities arise. In addition to the risks described above that face the Company's domestic store and delivery operations, internationally the Company also faces the risk of foreign currency fluctuations, local conditions and competitors, obtaining adequate and appropriate inventory and, since its foreign operations are not wholly owned, a lack of operating control in certain countries.

The Company currently believes that its current cash and cash equivalents, funds generated from operations, equipment leased under the Company's existing or new lease financing arrangements and funds available under its revolving credit facility should be sufficient to fund its planned store and delivery center openings and other

operating cash needs, including investments in international joint ventures, for at least the next twelve months. However, there can be no assurance that additional sources of financing will not be required during the next twelve months as a result of unanticipated cash demands or opportunities for expansion or acquisition, changes in growth strategy or adverse operating results. Also, alternative financing will be considered if market conditions make it financially attractive. There also can be no assurance that any additional funds required by the Company, whether within the next twelve months or thereafter, will be available to the Company on satisfactory terms.

PART II. OTHER INFORMATION

Items 1-5 Not applicable.

Item 6 Exhibits and Reports on Form 8-K

a. 27.1 Financial Data Schedule (for SEC use only)

b. The Company did not file any Reports on Form 8-K during the quarter ended March 30, 1996.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

OFFICE DEPOT, INC.

(Registrant)

Date: May 10, 1996

By:/s/ Barry J. Goldstein

Barry J. Goldstein
Executive Vice President-Finance
and Chief Financial Officer

INDEX TO EXHIBITS

27.1 Financial Data Schedule (for SEC use only)

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE FINANCIAL STATEMENTS OF OFFICE DEPOT, INC. FOR THE THREE MONTHS ENDED MARCH 31, 1996, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

1,000

3-MOS	
	DEC-28-1996
	DEC-31-1995
	MAR-30-1996
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