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Client: v232174\_ORGANIC SALES AND MARKETING, INC.\_10-Q

## **Submission Data File**

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Form Type*	10-Q			
Contact Name	Steve Yakubov			
Contact Phone	866-683-5245			
Filer File Number				
Filer CIK*	0001354030 [Organic Sales & Marketing Inc]			
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#### 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 EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 2011

□ 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 0-3338

#### ORGANIC SALES AND MARKETING, INC.

(Exact Name of small business issuer as specified in its Charter)

Delaware (State or other Jurisdiction of Incorporation or Organization) 33-1069593 (IRS Employer Identification No.)

114 Broadway, Raynham, MA 02767 (Address of Principal Executive Office)

(508) 823-1117

(Registrant's telephone number including area code)

Check whether the issuer (1) 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 requirements for the past 90 days. Yes  $\boxtimes$  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller public company. 

☑ Smaller Reporting Company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  $\square$  No  $\boxtimes$ 

The number of shares of outstanding of each of the issuer's classes of common equity, as of the latest practicable date was 13,860,722 shares of common stock, par value \$.0001, issued and outstanding as of July 29, 2011.

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Part 1. Financial Information

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Item 1. Financial Statements.

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# ORGANIC SALES AND MARKETING, INC. Balance Sheets

## **ASSETS**

	Jı	mber 30, 010	
CURRENT ASSETS	(Un	audited)	_
Cash and cash equivalents	\$	42,608	\$ 46,237
Accounts receivable, net		50,439	22,939
Inventories		116,956	90,797
Prepaid expense		12,740	16,160
Total Current Assets		222,743	176,133
PROPERTY AND EQUIPMENT, NET		2,109	4,481
OTHER ASSETS			
Deposits		200	200
TOTAL ASSETS	\$	225,052	\$ 180,814

The accompanying notes are an integral part of these financial statements.

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## ORGANIC SALES AND MARKETING, INC. Balance Sheets (Continued)

## LIABILITIES AND STOCKHOLDERS' DEFICIT

		June 30, 2011 (Unaudited)		September 30, 2010
CURRENT LIABILITIES		(Ollauditeu)		
Accounts payable-trade	\$	549,305	\$	523,598
Accounts payable-related party		21,693		19,098
Customer deposits		85,250		-
Accrued expenses		12,902		5,444
Accrued interest payable		121,831		85,347
Line of credit		58,840		67,387_
Notes payable - related parties		477,100	_	439,334
Total Current Liabilities		1,326,921		1,140,208
Total Liabilities	_	1,326,921		1,140,208
COMMITMENTS		-		-
STOCKHOLDERS' DEFICIT				
Common stock, \$0.0001 par value; 100,000,000 shares authorized, 13,839,494 and 13,709,494 shares issued				
and outstanding, respectively		1.386		1,371
Additional paid-in capital		6,724,459		6,493,112
Accumulated Deficit		(7,827,714)		(7,453,877)
Total Stockholders' Deficit		(1,101,869)	_	(959,394)
TOTAL LIABILITIES AND				
STOCKHOLDERS' DEFICIT	\$	225,052	\$	180,814

The accompanying notes are an integral part of these financial statements.

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## ORGANIC SALES AND MARKETING, INC. Statements of Operations

		For the Three Months Ended June 30,					For the Nine Months Ended June 30,			
		2011		2010		2011		2010		
REVENUES		_						<u> </u>		
Product sales, net	\$	152,725	\$	59,271	\$	315,204	\$	145,593		
Radio advertising	<u> </u>	23,350		<u> </u>	_	32,350		27,305		
Total Revenues		176,075		59,271		347,554		172,898		
COST OF SALES		111,250	_	41,264	_	258,100	_	116,278		
GROSS PROFIT		64,825	_	18,007		89,454		56,620		
OPERATING EXPENSES										
Advertising expense		2,574		10,200		40,881		58,715		
Payroll and compensation expense		53,845		14,481		171,220		125,372		
Selling expense		18,064		7,642		39,677		53,348		
General and administrative		31,591		32,341		101,568		132,138		
Legal and accounting		46,331		35,119		126,321	_	126,452		
Total Operating Expenses		152,405		99,783		479,667		496,025		
LOSS FROM OPERATIONS		(87,580)		(81,776)		(390,213)		(439,405)		
OTHER INCOME (EXPENSE)										
Interest income		204		(635)		241		(78)		
Interest expense		(14,282)		(13,001)		(41,991)		(45,417)		
Other income		22,492		-		58,582		-		
Total Other Income (Expense)	_	8,414		(13,636)		16,832		(45,495)		
NET LOSS BEFORE INCOME TAXES		(79,166)		(95,412)		(373,381)		(484,900)		
INCOME TAX EXPENSE		<u>-</u>		<u> </u>		(456)		(500)		
NET LOSS	\$	(79,166)	\$	(95,412)	\$	(373,837)	\$	(485,400)		
LOSS PER SHARE-										
Basic and Diluted	\$	(0.01)	\$	(0.01)	\$	(0.03)	\$	(0.04)		
WEIGHTED AVERAGE NUMBER										
OF SHARES OUTSTANDING-										
Basic and Diluted		13,858,383		12,207,624		13,830,209		11,150,852		

The accompanying notes are an integral part of these financial statements.

#### ORGANIC SALES AND MARKETING, INC. Statements of Cash Flows

For the Nine Months Ended June 30, 2010 2011 CASH FLOWS FROM OPERATING ACTIVITIES Net loss (373,837) \$ (485,400)Adjustments to reconcile net loss to net cash used in operating activities: 3,677 Depreciation expense 2,372 12.000 Shares issued for services rendered 185,081 204,362 Stock based compensation Stock issued for accrued interest 18,000 Change in operating assets and liabilities: Accounts receivable, net (27,500)(7,270)Inventories (26,159)20,292 Prepaid expense 3,420 (11,477)Accounts payable-trade 25,707 (54,061) Accounts payable-related party 2.595 13,262 85,250 Customer deposits Accrued expenses 7,458 (21.950)Accrued interest payable 36,484 14,054 Net Cash Provided (Used) by Operating Activities (47,848)(325,792) CASH FLOWS FROM INVESTING ACTIVITIES CASH FLOWS FROM FINANCING ACTIVITIES Proceeds from issuance of common stock 15,000 52.098 3,000 10,000 Proceeds from line of credit (11,547) 43,406 (12,267) 287,800 Payments on line of credit Proceeds from notes payable - related party (5,640) Payments on notes payable - related party (5,760) 44,219 Net Cash Provided by Financing Activities 331,871 NET INCREASE (DECREASE) IN CASH (3,629)6,079 CASH, BEGINNING OF PERIOD 46,237 24,547 CASH, END OF PERIOD 42,608 30,626 SUPPLEMENTAL DISCLOSURES: Cash paid for interest 5,636 7,776 Cash paid for taxes \$ \$

The accompanying notes are an integral part of these financial statements.

368,000

NON-CASH INVESTING AND FINANCING ACTIVITIES:

Stock issued for related party notes payable

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ORGANIC SALES AND MARKETING, INC. Notes to the Financial Statements June 30, 2011 (Unaudited)

#### Note 1 - Basis of Financial Statement Presentation

The accompanying unaudited financial statements have been prepared by the Company pursuant to the rules and regulations of the Securities and Exchange Commission. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted in accordance with such rules and regulations. The information furnished in the interim financial statements include normal recurring adjustments and reflects all adjustments, which in the opinion of management, are necessary for a fair presentation of such financial statements. Although management believes the disclosures and information presented are adequate to make the information not misleading, it is suggested that these interim financial statements be read in conjunction with the Company's audited financial statements and notes thereto included in its September 30, 2010 Form 10K filing. Operating results for the nine months ended June 30, 2011 are not necessarily indicative of the results that may be expected for the fiscal year ending September 30, 2011.

## Note 2 – Significant Transactions

#### Collaboration agreement

On March 10, 2011 the Company entered into an NDA (Non-disclosure Agreement) with a large Farm and Fleet distributor to enter into discussions concerning certain Company technologies, technology development, and other potential collaborative efforts relating to business matters and or technologies of mutual interest. The sole purpose of these discussions is for the evaluation of these Company technologies for use in commercial and companion retail market preliminary to possible subsequent proposals and or agreements of mutual interest under terms to be established. As of the time of this document, no purchat orders have been placed.

#### Notes Payable - Related Party

Advances by the CEO to the Company of \$20,192 during quarter ending June 30, 2011 have been added to an outstanding promissory note. As of June 30, 2011 total principal owed on the note was \$277,345 and accrued interest owed was \$18,264.

#### **Equity Transactions**

On May 1, 2010 the Company commenced a private stock offering, whereby it authorized the issuance of 5,000,000 shares of its common stock for total proceeds of \$500,000. As of June 30, 2011 \$107,005 of the \$500,000 was raised and 1,070,050 shares of common stock were issued.

#### Stock Options

The Company has determined the estimated value of the stock options granted by using the Black-Scholes pricing model with the following assumptions: expected life of 4 or 10 years, a risk free interest rate of 2.38%, a dividend yield of 0% and volatility 205% in the current quarter.

During the quarter ended June 30, 2011 2,000 options were granted. Total outstanding common stock options as of June 30, 2011 were 2,339,145. Total exercisable were 2,133,983 at a weighted average exercise price of \$0.45.

Stock Option Expense is included in the Statements of Operations as follows:

	For the Three Months Ended June 30,			For the Nine Months Ended June 30,				
		2011	_	2010		2011		2010
Payroll and Compensation Expense	\$	34,562	\$	31,913	\$	103,686	\$	87,291
Legal and Accounting	\$	33,658 <b>68,220</b>	\$	32,686 <b>64,599</b>	\$	100,676 <b>204,362</b>	\$	97,791 <b>185,082</b>

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#### Note 3 - Going Concern

The accompanying financial statements have been prepared assuming that the Company will continue as a going concern. The Company is poorly capitalized and has had recurring operating losses, negative cash flows from operations and recurring negative working capital for the past several years and is dependent upon financing to continue operations. The financial statements do not include any adjustments that might result from the outcome of this uncertainty. It is management's plan to continue to implement their strategy of acquiring new customers and accepting reorders from existing customers. As the Company's revenues become more established, management expects to report net income. With the expansion of sales, management believes that the Company will eventually generate positive cash flow from operations. In the interim, management believes that shortfalls in cash flow will be satisfied with funds raised from bridge loans, convertible debt and additional private stock offerings that are in compliance with Securities and Exchange Commission rules and regulations governing the same.

#### Note 4 – Subsequent Events

Organic Sales and Marketing, Inc. has evaluated subsequent events for the period ending June 30, 2011 through the date that the financial statements were issue and concluded there were no other events or transactions occurring during this period that required recognition of disclosure in its financial statements.

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#### Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

#### Liquidity and Capital Resources

Cash was \$42,608 at June 30, 2011 compared to \$46,237 as of September 30, 2010, a decrease of \$3,629. Net cash used in operating activities during the nine months ended June 30, 2011 decreased by \$277,944 compared to the same period in the prior fiscal year. Cash used in operations is the result of the net loss of \$373,381 during the nine months ended June 30, 2011 offset, in part, by stock based compensation recognized during the period in the amount of \$204,362. Net Cash Provided by Financing Activities was \$44,219 during the nine months ended June 30, 2011 compared to \$331,871 during the same period in the prior year for a decrease of \$287,652 or 87%. This is mainly due to a significant decrease in borrowings from related parties.

#### Results of Operations

#### Three and Nine months ended June 30, 2011 Compared to the Three and Nine months ended June 30, 2010

Products sales for the quarter totaled \$152,725 compared to \$59,271 for the same period in the prior year. The year to date increase in products sales is 116.5%. This increase is mainly due to the increase in the natural fertilizer sales as part of the joint venture with Land O'Lakes/Purina. These sales of Bradfield Organics and private label fertilizers are at lower margins than our other lines, which is why the gross profit margin decreased between periods.

Operating expenses increased by 52.7% for quarter compared to the same quarter in the previous year, mainly due to adjustments in the prior year to stock option expense. Year to date comparison shows an overall decrease of 3.3% versus the same period in the prior year, primarily due to ongoing cost cutting measures in both selling expenses and general and administrative costs.

Other Income has increased by \$22,492 in the current quarter and \$58,582 year to date vs the same periods in the prior year. This is due to a sales and marketing agreement with a major vendor as discussed in the Company's 8-K filing dated February 8th 2011.

The Company recently developed and launched it new product Egg Wipes, under its own Healthier Homestead brand, which is designed for use by the backyard poultry hobbyist. On June 6, 2011, the Company invoiced \$41,718.24 for its first order of private label Egg Wipes to a major farm and fleet distributor. The Company anticipates this could lead to increased sales in the future given the newness of the concept however there is no certainty of its acceptance.

Interest expense increased 9.9% due to additional borrowing in the current quarter and decreased 7.5% year to date, primarily due to the Notes Payable - Related Party decreases as discussed in the footnotes to the Financial Statements included in this filing.

#### Forward Looking Statements

Please refer to Part II, Item 7 of Form 10K for the year ended September 30, 2010, which is incorporated by reference herein.

### Item 3. Quantitative and Qualitative Disclosures About Market Risk

We believe that there have been no significant changes in our market risk exposures for the three months ended June 30, 2011.

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#### **Item 4. Controls and Procedures**

We maintain disclosure controls and procedures, as such term is defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended (the "Exchange Act"), that are designed to provide reasonable assurance that information required to be disclosed by us in the reports that we file or submit under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the SEC rules and forms, and that such information is accumulated and communicated to our management, including our principal executive officer and principal financial officer, as appropriate, to allow timely decisions regarding required financial disclosures. Because of inherent limitations, our disclosure controls and procedures, no matter how well designed and operated, can provide only reasonable, and not absolute, assurance that the objectives of such disclosure controls and procedures are met.

As of the end of the period covered by this Report we conducted an evaluation, under the supervision and with the participation of our management, including our principal executive officer and principal financial officer, of the effectiveness of the design and operation of our disclosure controls and procedures pursuant to Exchange Act Rules 13a-15(b) and 15d-15(b). Based on this evaluation, our principal executive officer and principal financial officer concluded that our disclosure controls and procedures were effective as of June 30, 2011.

There was no change in our internal control over financial reporting during the three months ended June 30, 2011, that materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

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#### Part II - Other Information

#### Item 1. Legal Proceedings

The Company is the defendant in a lawsuit commenced by Entercom Boston LLC in Superior Court, Suffolk, MA. (CA 10-1652E) on May 17, 2010. Plaintiff alleges that Registrant owes approximately \$64,000 for advertising and air time. OSM has asserted a counterclaim, asserting breach of contract and other defenses.

The Company and Saga Communications of New England, LLC. d/b/a WZAN-AM Radio settled in an out of court settlement for the sum of \$3175.00 on Monday April 25, 2011.

#### Item 1A. Risk Factors.

#### • Reliance on Investment Funds

We just recently started to receive meaningful cash flow from customer sales. We expect that for the short term future, we will still rely on external funding sources, primarily equity capital, to finance our operations. While we believe that increasing cash flow from customer sales will ultimately provide adequate funds to permit us to become self-sufficient, possibly, by the end of 2010; until then, we will continue to require additional capital from investors. If we were unable to obtain such funding from outside sources, we would likely be forced to reduce the level of our operations and business failure could become a real possibility.

## • Trading Market

Our stock officially began trading on Monday, May 5, 2008 on the Over The Counter Electronic Bulletin Board under the trading symbol; OGSM. The Company is now listed on the Pink Sheets under the trading symbol; OGSM.PK. Even with our shares being traded publicly, there is a substantial "overhang" of outstanding shares that would be eligible for sale under Rule 144. Such sales, if they were to occur, could tend to suppress the market value of our shares for some time.

## • Provisions of our Certificate of Incorporation, By-laws and Delaware Law

Provisions of our Certificate of Incorporation, By-laws and Delaware law may make it more difficult for someone to acquire control of us or for our stockholders to remove existing management, and might discourage a third party from offering to acquire us, even if a change in control or in management would be beneficial to our stockholders. For example, our Certificate of Incorporation allows us to issue different series of shares of common stock without any vote or further action by our stockholders and our Board of Directors has the authority to fix and determine the relative rights and preferences of such series of common stock. As a result, our Board of Directors could authorize the issuance of a series of common stock that would grant to holders the preferred right to our assets upon liquidation, the right to receive dividend payments before dividends are distributed to the holders of other common stock and the right to the redemption of the shares, together with a premium, prior to the redemption of other series of our common stock.

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## Item 6. Exhibits

Certification pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 from the Company's Chief Executive Officer.

Certification pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 from the Company's Chief Financial Officer.

Certification pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 from the Company's Chief Executive Officer.

Certification pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 from the Company's Chief Financial Officer.

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## **SIGNATURES**

Date

In accordance with the requirements of the Exchange Act, the registrant caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

ORGANIC SALES AND MARKETING, INC.

(Registrant)

August 10, 2011 /s/ Samuel F.H. Jeffries Date

SAMUEL F.H. JEFFRIES CEO AND CHAIRMAN

August 10, 2011 /s/ Keith D. Lowey KEITH D. LOWEY

CHIEF FINANCIAL OFFICER

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EXHIBIT 31.1

#### Certifications pursuant to Securities and Exchange Act of 1934 Rule 13a-14 as adopted pursuant to Section 302 of Sarbanes-Oxley Act of 2002

- I, Samuel F.H. Jeffries, President and Chief Executive Officer of Organic Sales and Marketing, Inc. (the "Registrant"), certify that:
  - 1. I have reviewed this quarterly report on Form 10-Q of the Registrant;
  - 2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
  - 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the Registrant as of, and for, the periods presented in this report;
  - 4. The Registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the Registrant and have:
    - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the Registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
    - b. Evaluated the effectiveness of the Registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
    - c. Disclosed in this report any change in the Registrant's internal control over financial reporting that occurred during the Registrant's most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, the Registrant's internal control over financial reporting; and
  - 5. The Registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the Registrant's auditors and the audit committee of the Registrant's board of directors (or persons performing the equivalent functions):
    - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the Registrant's ability to record, process, summarize and report financial information; and
    - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the Registrant's internal control over financial reporting.

Date: August 10, 2011 By: /s/ Samuel F.H. Jeffries

Samuel F.H. Jeffries President and Chief Executive Officer 
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EXHIBIT 31.2

#### Certifications pursuant to Securities and Exchange Act of 1934 Rule 13a-14 as adopted pursuant to Section 302 of Sarbanes-Oxley Act of 2002

- I, Keith D. Lowey, Chief Financial Officer of Organic Sales and Marketing, Inc. (the "Registrant"), certify that:
  - 1. I have reviewed this quarterly report on Form 10-Q of the Registrant;
  - 2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
  - 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the Registrant as of, and for, the periods presented in this report;
  - 4. The Registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the Registrant and have:
    - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the Registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
    - b. Evaluated the effectiveness of the Registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
    - c. Disclosed in this report any change in the Registrant's internal control over financial reporting that occurred during the Registrant's most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, the Registrant's internal control over financial reporting; and
  - 5. The Registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the Registrant's auditors and the audit committee of the Registrant's board of directors (or persons performing the equivalent functions):
    - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the Registrant's ability to record, process, summarize and report financial information; and
    - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the Registrant's internal control over financial reporting.

Date: August 10, 2011 By: /s/ Keith D. Lowey

Keith D. Lowey, CPA Chief Financial Officer Date: 08/15/2011 11:58 AM User: eyakubovVintage FilingsProject: v232174 Form Type: 10-QClient: v232174\_ORGANIC SALES AND MARKETING, INC.\_10-QFile: v232174\_ex32-1.htm Type: EX-32.1 Pg: 1 of 1

EXHIBIT 32.1

#### CERTIFICATION PURSUANT TO

#### 18 U.S.C. SECTION 1350, AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Organic Sales and Marketing, Inc. (the "Company") on Form 10-Q for the quarterly period ended June 30, 2011 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Samuel F.H. Jeffries, President and Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Date: August 10, 2011 /s/ Samuel F.H. Jeffries

Samuel F.H. Jeffries

President and Chief Executive Officer

Date: 08/15/2011 11:58 AM User: eyakubovVintage FilingsProject: v232174 Form Type: 10-QClient: v232174\_ORGANIC SALES AND MARKETING, INC.\_10-QFile: v232174\_ex32-2.htm Type: EX-32.2 Pg: 1 of 1

EXHIBIT 32.2

#### CERTIFICATION PURSUANT TO

#### 18 U.S.C. SECTION 1350, AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Organic Sales and Marketing, Inc. (the "Company") on Form 10-Q for the quarterly period ended June 30, 2011 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Keith D. Lowey, Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Date: August 10, 2011

/s/ Keith D. Lowey

Keith D. Lowey, CPA
Chief Financial Officer